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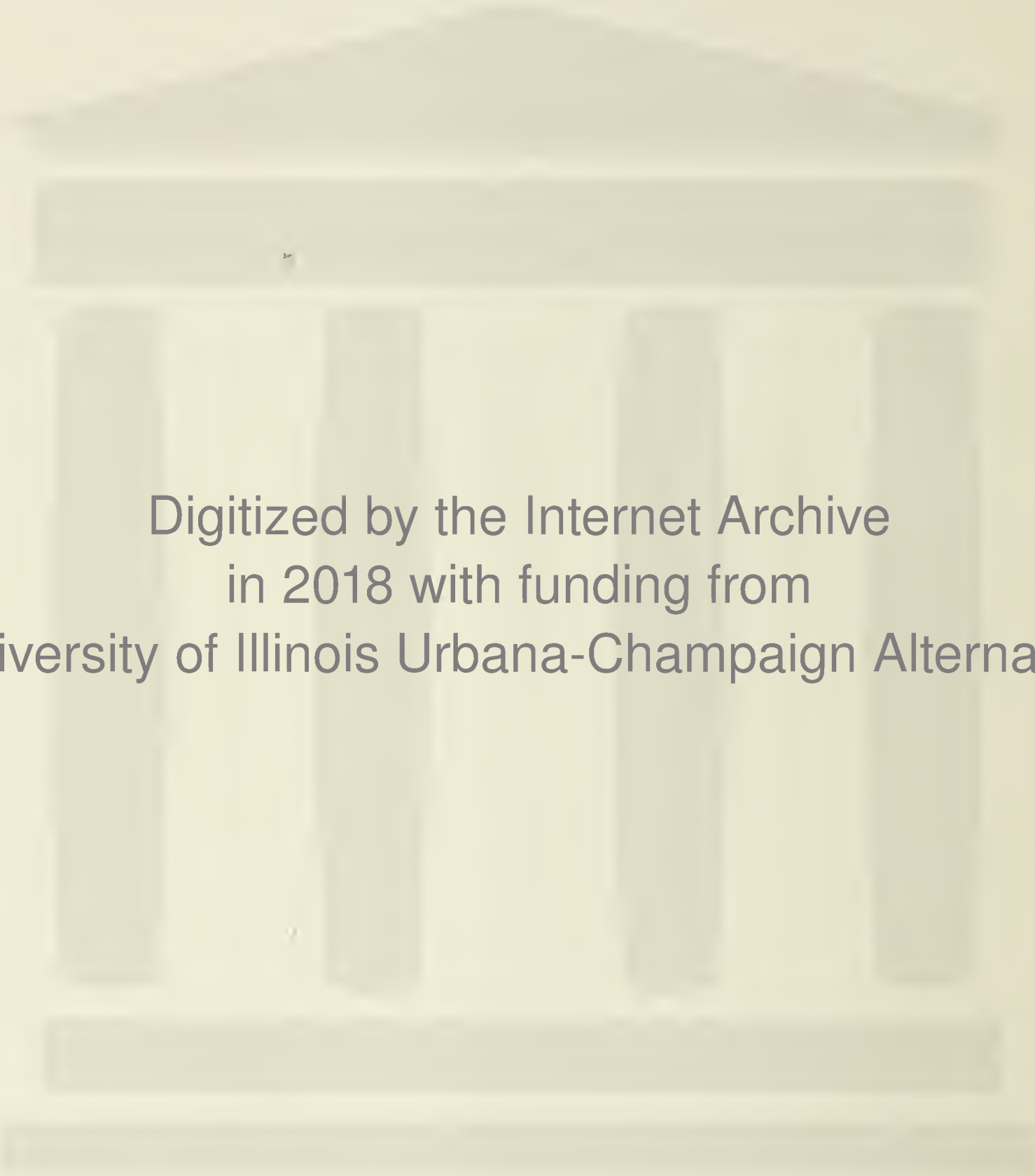
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THE BLACK DIAMOND

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General Review of the Markets.

There are some indications of a very slight improvement in the bituminous coal trade. In the eastern tidewater markets demand is more active than it has been, which is about the only indication of any improvement. Prices remain on about the same basis as formerly and in the principal markets the lower grades of coal are still selling at cost and, in some instances, at less, while there is very little profit for producers in the better grades. It is expected the shutdown of the mines over the Fourth of July and the interruption to transportation will have a slight stimulating effect on the market. Following this there will be a general improvement, not apparent from day to day in all probability, but in the aggregate resulting in slightly higher prices and a movement of a larger tonnage as the season develops. The shoal water ports along the Atlantic coast must necessarily begin to take in coal shortly in order to accumulate a supply for the coming winter. Last winter the conditions pertaining to transportation were such that it was extremely difficult to move such coal, even when it was sent all-rail, and the buying factors in the trade will undoubtedly bear this in mind and take in fairly large stocks. This business ought to begin to develop during the present month inasmuch as dealers and shippers of coal have provided themselves fairly well with anthracite and are well stocked up for the coming season of cold weather on this grade.

Another feature which should enliven the eastern bituminous trade is found in the fact that stocks which were accumulated in March and April in anticipation of a strike throughout the bituminous fields are becoming exhausted. Buyers who purchase under contracts must necessarily begin to replenish their stocks of steam coal shortly, and while they will not do so on as large a scale as a year ago, owing to the reduction in general production of manufactured articles, this ought to have a good effect on business in general. With the development of the summer, eastern railroad interests will have a larger tonnage of freight to haul than they have had during the past six weeks, and this ought to increase the consumption of bituminous coal. These are all factors in the situation, and while no one looks for a season as active as a year ago, owing to the presidential campaign, there is reason to think that there will be a steady improvement from this time forward.

In the western bituminous trade the movement of about a normal tonnage of bituminous coal by way of the lakes is already furnishing some relief to the situation and there is increasing production in the eastern fields. Loading ports on Lake Erie report a fair tonnage of vessels offering and all the cars necessary to move the coal from the mines. This has resulted in a considerable increase in production in the Pittsburg district, in Ohio and West Virginia. A number of miners who have been idle since the early part of the year were put at work Monday of this week and the mines will be kept in fairly steady operation from now till the middle of December, if not throughout the entire winter. Prices on coal at producing points are still very low and it will require some little time to get them up to the point where they should be at this period of the year.

Lake Movement Of Bituminous Helping The Situation.

The heavy movement of bituminous coal to the lake has already had some effect on the market on spot coals at important centers, both east and west, but promises to furnish still further stimulation. Up till the middle of June some mines were kept constantly in operation in the three states. This coal was sold at tide and in the all-rail trade in the west at any price which would move it, in order that the mines might be kept going. It has been withdrawn now, however, and is going into channels which it usually seeks at this time of the year, with the result that both spot tide markets and all-rail markets in the west have been relieved. If left alone they ought to show quite a recovery in prices during the next thirty days.

In view of the fact that the improvement in coal market conditions is in its incipency producers should be very careful not to increase their output beyond a point where it can be absorbed without causing demoralization. It must be borne in mind that the produc-

tion of bituminous coal at present is only from thirty-five to sixty per cent of the capacity of the mines. And under these conditions prices continue very low and in most instances are unprofitable. Any marked increase in production will overcome any tendency toward better things and will cause further losses. Present restrictions on output ought to be continued for another thirty days and at the end of that time, if the change has not been marked for the better, then they should be continued till the first of September. There is every reason to believe that as soon as the season of actual consumption commences these restrictions can be almost wholly removed. Dealers and consumers are taking in coal on a hand-to-mouth basis, with the result that the business which a year ago was distributed through the summer, will be confined to a few months in the fall and winter, increasing the burden on transportation companies and also on the producers.

In the anthracite trade the late opening of navigation is having a good effect in one way, and that is in giving greater stability to the market at a time when generally it is very dull and in affording producing companies an outlet for their coal for stocking purposes when it will not move as readily into consumption or into dealers' yards. This ought to result in fairly heavy production till late into the summer.

In the eastern anthracite trade a fairly good demand is reported from dealers for the prepared sizes and it looks now as if there might be some business carried from June to July, due to inability to provide the sizes which were in greatest request. While the outlook is for a fair volume of new business during the present month, doubtless the situation will be much more stagnant than it was during June. This can be expected, owing to the reluctance of dealers to take in coal when householders are not making purchases. Many of the latter will be away at the mountains or the seashore during the heated term and demand at retail will be very quiet. In the buying by retailers this will be reflected more or less, in all probability, and it is not expected that the tonnage moved will be abnormal in any respect.

Northwestern Demand Is Now Most Active.

In the western anthracite trade the principal feature is the activity in the extreme northwest in the territory tributary to the Twin Cities and Duluth and Superior. Dealers and lineyard concerns in that territory have had orders in for the past two months on which they have received no coal, owing to the lake strike. Now that a little coal is moving to the docks they are all clamorous to secure supplies at once, not only to meet the small volume of current requirements, but to enable them to stock the coal in consumers' bins who placed orders early. In all probability the movement to the Lake Superior ports for the last half of June—since the resumption of navigation—has not been over 150,000 tons, and this has scarcely been a drop in the bucket. The northwestern business, especially that from the line yard companies, is large business. Companies frequently order as many as 1,000 to 1,500 cars to be moved to their various retail yards and when they have received only one out of ten or twenty cars ordered it naturally follows that they are anxious to get more coal. The movement of coal from Buffalo to all lake ports during the week has been fairly satisfactory and probably has been as heavy as for the corresponding period a year ago. The only cause of apprehension consists in the inability of boats to obtain eastbound cargoes, which is resulting in some delay on their return trip. Eastbound freight is in very light supply, owing to the fact that the bulk of the grain movement occurred last winter all-rail and the ore movement is restricted as a result of the slack demand for iron and steel. Boats are held up several days waiting for a return cargo and this may reduce their running time and the amount of coal tonnage they will be able to move westward. Retail demand for anthracite in the west is very light and consumers are getting back into the old rut where they do not order coal until they actually need it.

Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,

CHICAGO, ILL., July 1.

A slight improvement is noted this week in the western bituminous trade, not only in the matter of prices, but as well in the volume of business. The improvement is not of sufficient importance to warrant any increase in production, and does not mean that prices are up to the circular basis on these coals as yet, but may be merely looked upon as an indication of better things that may be expected from this time forward. As a matter of fact, it has been scarcely perceptible when compared with conditions which prevailed a week ago, but when compared with those which were reported the first week in the month, it is more in evidence. In the anthracite trade, however, demand is very dull. This is especially noticeable for the last week in the month, when usually there is an active market and much new business in anticipation of the ten cent advance due the succeeding month. Were it not for the business carried over from March, April and May into June, it is now asserted by most of the shipping agents in Chicago, there would have been less activity in June than during the corresponding month last year. Eastern bituminous coals in the west are occupying a better position than they did, no doubt due to the opening of lake navigation, and the fact that a considerable tonnage has been diverted from the all-rail trade to lake and rail movement.

In the lake movement the vessel tonnage available at lake ports is adequate to transport the tonnage of coal available this week. There has been heavy loading of anthracite at Buffalo, many of the vessels, which made their initial trip of the season last week and the week before, having returned to that port for reloading. There is also a good movement of bituminous coal from Toledo, Sandusky and other loading ports, and this week will witness a normal tonnage going up the lakes. The only feature of the lake situation which is disquieting, is found in the inability of vessels at Duluth, Superior, Milwaukee and Chicago to secure a cargo eastbound. Advices from Duluth the early part of the week indicated that cargoes were very difficult to obtain there, and vessels are frequently held up a week or longer waiting for loading orders. Out of Chicago and Milwaukee less difficulty is being experienced in obtaining cargoes eastbound, but there are some delays even at these ports. This will undoubtedly be one of the features of the season until after the harvest, when grain will be available and will have more or less influence on the heavy movement of coal. Vessel owners will scarcely return their vessels empty under the present rates on coal, but will make diligent efforts to secure cargoes on both trips, especially as the season is late now and profits the present year at the best will be very light. Dock interests are watching the lake situation very carefully in this respect, and any delay in the movement of vessels, due to this or any other cause, is always a subject for anxiety.

Lake Movement Is Now At Normal Point.

In the movement of anthracite out of Buffalo considerable difficulty is being experienced this year in securing small vessels that can navigate the south and north forks of the Chicago river to reach docks located in Chicago proper. Greater difficulty is being experienced in this direction than a year ago, although the dock interests on the river suffered at that time, and were unable to secure all the vessels required.

In the western anthracite trade the greatest activity prevails in the Lake Superior country. No coal was received at the docks at Duluth, Superior and Ashland until the middle of June, and in the meantime the interests located there had accumulated orders covering a period of two months and a half. Not nearly enough coal has been received yet to go around, but the most urgent orders are being supplied, and the coal is being distributed over a wide territory to give all dealers, who placed orders early, a small tonnage to meet current requirements. It will probably be another thirty days before all this business can be taken care of, and before the docks in that territory will begin to accumulate any coal for stocking purposes. This will require till the first of August at the earliest, and is a further indication that it will require all the facilities at the command of the vessel owners to move enough coal up the lakes to meet their requirements the coming winter.

In the trade tributary to Chicago there is unusual dullness, and it is evident that the summer season is at hand. Dealers are only taking such coal as they ordered early in the year, and very little new business is developing. The all-rail trade is almost at a standstill, and while no lake coal of any consequence has been accumulated on docks, it is due to the unfilled orders carried over into June, rather than any other cause. Consumers are not taking in as much coal as they were a year ago. This is very evident from the position taken by the dealers. They say their trade has fallen off remarkably since warm weather developed, and that they do not expect it will revive much before the latter part of August or the early part of September. There will be a more active fall trade than there was last year, but it is believed there will be a much duller summer than has been experienced since 1901.

Consumers Are Taking In Less Anthracite.

In the Chicago trade one authority, who has looked up the subject, says that the demand from the wagon trade in June was only thirty per cent of what it was a year ago, while the demand from this company's retail department was only seventy per cent of that a year ago. Another large shipping agent reports that only fifty per cent of the volume of coal was moved this June, as compared with a year ago. Other shippers, who have not yet received all the coal they require, are of the opinion that June will compare fairly favorably with the corresponding month last year, although they all report that new business practically is at a standstill, and that the next four to six weeks will be characterized by a stagnant demand.

In the western bituminous trade the large factors are making every effort to enforce deliveries on contracts. Where agreements have been

signed buyers have been reluctant to order coal forward for the past six weeks, but have bought demurrage stuff on the open market to meet current requirements. From this time forward the producers are going to enforce contracts or invalidate them. They have served notice on the buyers in many instances that after July first a full quota of coal must be taken or they will refuse to take care of such customers next winter when coal is in demand and prices are higher. The enforcement of contract obligations will doubtless have a good effect on the market. There will be less coal offered at low figures, because it will be absorbed by regular customers when it is forwarded, which will have a tendency to remove the surplus car service coal, which has been a feature the past two months. Owing to the fourth of July next week there will be no work in any of the mines on Monday, and in many instances operations will be closed down the entire week. This, with the enforcement contract obligations, and the slightly better tone that has already developed, should be beneficial.

Threshing demand in Kansas City and to the southwest is fairly under way, while Chicago and other shippers reaching the northwest report an active inquiry for this class of coal with some of it moving already, although the volume of such business must necessarily be light until later in the month.

Eastern Coals Fairly Firm In The West.

In eastern coals smokeless descriptions hold a better position than they have since April first. This does not mean that the Chicago market or the west generally can take all the coal that can be mined. It does mean they are on a stable basis, and that if the producers will follow the same conservative policy as at present, they can be continued on such a basis throughout the season. Standard grades of Pocahontas are held at full circular, while the leading factor in the New River producing district is also holding prices to \$1.10 at the mine in all transactions with the dealer trade. Prepared sizes in these coals are not quite as firm as run of mine, and show a range of \$3.40@3.55 on the Chicago f. o. b. basis. Thin vein coals show a considerable variation in some quarters and range at \$2.75@3.15 f. o. b. Chicago for run of mine. All smokeless coals are fairly well cleaned up, and if producers and shippers will continue to pursue the present policy of forwarding coal only when it is required on orders, July promises to be a most satisfactory month in this branch of the coal trade. Splint coal at times during the week has shown some accumulation, owing to the fact the season for it has not really opened. Prices show a wide range for standard descriptions, and are \$3.15@3.40 f. o. b. Chicago. Fairmont steam coal is all moving up the lakes and very little is received at Chicago. Current quotations for three-quarter steam coal are \$2.80@2.85 f. o. b. Chicago.

In Youghiogheny coals the accumulation, which was noted a week ago, has been fairly well cleaned up, and so far as can be learned, there is no car service coal under offer. Prices are generally in definite shape, and are fairly well adhered to showing a range of \$2.95@3.10 on the Chicago f. o. b. basis. No. 8 Pittsburg coal is not coming forward freely, owing to the lake demand, and rules on nearly the same basis as Youghiogheny.

Hocking Advance Has Been Postponed.

In the Hocking list there was considerable talk a week ago of making an advance of twenty-five cents a ton on July first, but later consideration, it is understood, resulted in postponing this advance. It was felt by some of the principal factors in the trade there was nothing in the situation to warrant such an advance in the present condition of the market, and conservatism has won out. Prices are fairly steady on the basis of \$1.25@1.35 f. o. b. the mine, and hold to about \$3.00 f. o. b. Chicago in the movement to the dealer trade.

In western coals there is not much improvement in the demand for high grade coals used purely for domestic purposes, but inquiries are increasing, and the outlook is better than it was a week ago. Shortly after the Fourth it is expected that dealers will begin to stock some of this coal when these grades will command more attention than at present. Carterville in the larger lump sizes is held at \$1.25@1.60 f. o. b. the mine, showing a considerable range which is dependent upon the urgency with which it must be sold. Linton coal of the better grades is held \$1.10@1.25 at the mine, and \$1.90@2.05 f. o. b. Chicago, for the domestic sizes. In inch and a quarter Sullivan and Greene county coals there has been an advance of 5@10 cents in asking prices on the part of operators this week, and demand has been more active, indicating the increase of requirements for steam and railroad purposes. This also applies more or less to Springfield inch and a quarter coal, although one lot of the latter is reported to have been sold unusually low during the week to move it. In these steam lump sizes the prices at the mine, which was 95c@1.00 last week, has now advanced to \$1.05@1.10, and there is not an oversupply of this coal. Better market conditions are to be expected from now on, and this will prove true, especially if demands of transportation companies show an improvement in the way of freight movement. Screenings show about the same range as last week, with sentiment somewhat divided. Prevailing quotations are \$1.35@1.70 f. o. b. Chicago, according to quality.

In the coke trade Connellsville is reported fairly steady, owing to the fact that shipments are kept well restricted. Prevailing quotations are \$4.65@4.75 f. o. b. Chicago, with demand rather listless, and only a small amount of coke coming forward. Prices will rule more or less weak all through this month, owing to the closing down of the blast furnaces, and the light demand for foundry purposes. West Virginia cokes in the lower grades continue weak, and are plentiful. Gas-house coke shows a little firmer tendency, and is quoted \$3.50@3.75 f. o. b. Chicago.

Smithing coal is steady and shows a range of \$1.25@1.40 at the mine or \$3.50@3.75 f. o. b. Chicago.

Kansas City and Missouri River Trade.

KANSAS CITY, Mo., July 30.—(*Special Correspondence*).—Retail prices on coal were cut this week on the Kansas City market, in order to stimulate the summer demand. Bituminous coal was reduced to \$4.00 a ton; Arkansas semianthracite to \$5.50, and a cut of about \$1.00 a ton was made on Arkansas anthracite. Pennsylvania anthracite is held at \$10.50 a ton. These are practically the same prices quoted July first, a year ago. The dealers expect to do a big business through the reduced quotations, as householders have learned that it is more economical to buy coal in the summer and store it than to wait till winter, when much higher prices prevail.

It is not expected that much Pennsylvania anthracite will be sold, as the price at which it is held is prohibitive to the domestic demand. Several years ago Pennsylvania anthracite sold in Kansas City for \$8.00 and \$9.00 a ton. Then the price to dealers, f. o. b. cars in Chicago, was about \$4.00 a ton, with a freight rate of \$1.50 to Kansas City. Now the Chicago price is \$6.30, and the freight rate to Kansas City is \$2.50. Operators and wholesalers say the demand for steam coal in Kansas City and the southwest is better than the average at this season of the year. This is explained by the fact that the factories are all running, and that many new plants have started up within the last year. The railroad demand, however, is less than last year, caused by a falling off in the tonnage carried by the transportation companies.

Demand For Threshing Coal Will Be Heavy.

The harvest demand for coal in the west and southwest has just opened up and promises to be quite heavy, although the wheat crop is smaller than last year. However, the crop is bigger than was estimated a month ago, and it will require lots of coal to thresh it.

An open reduction in the price of steam coal is not expected much before September first. The large consumers of coal begin placing their orders early in the fall for their winter supply, and a reduction is contemplated, in order to have the contracts placed early. The new wage agreement to be made with southwestern miners in July will undoubtedly have an effect on coal prices. A reduced wage schedule for the miners is expected to result in lower retail and wholesale coal prices next winter.

Coal mined in Henry county, Missouri, is to be put on the market in Kansas City soon. Bowen Bros. are developing bituminous veins at Windsor, which are said to be five feet thick, and of good quality. Coal has been known for many years to exist in Henry county, but only recently has any determined effort been made to develop it. Bowen Bros. have seventy-five men at work, and are shipping coal to Sedalia, and to towns along the Rock Island railroad.

The board of education of Kansas City is in the market for \$40,000 worth of coal, being the quantity needed to heat the public schools every winter. It has advertised for bids for either semianthracite or bituminous coal. A protest made to the school board against the use of soft coal, on account of the smoke it produces, was not seriously considered.

Dates For Bidding On Indian Territory Coal Lands.

The interior department, at Washington, is issuing circulars giving details regarding the unleased coal and asphalt lands of the Choctaw and Chickasaw tribes in the Indian territory, under an agreement with those Indians, as modified by the Indian appropriation act of April.

Rules and regulations governing the sale of these lands were approved by the president June seventeenth. They recite that the secretary of the interior, March twenty-fourth, 1903, duly segregated and reserved from allotment 445,052 acres of land in the Choctaw and Chickasaw nations, which had been found to be principally valuable for their deposits of coal and asphalt, and that in that area 111,750 acres were embraced in "then existing coal asphalt" leases and 333,302 acres were unleased. The unleased segregated coal and asphalt lands will be divided into certain districts, as follows:

No. 1, McAlester district, containing 65,351 acres; No. 2, Wilburton-Stigler district, containing 69,738 acres; No. 3, Howe-Poteau district, containing 64,615 acres; No. 4, McCurtain-Massy district, containing 79,833 acres; No. 5, Lehigh-Ardmore district, containing 52,432 acres; No. 6, unleased segregated asphalt lands, containing 360 acres.

Bids for the purchase of tracts within the McAlester district will be opened by the commissioner of Indian affairs October third; the Wilburton-Stigler district, December fifth; the Howe-Poteau district, February sixth, 1905; McCurtain-Massy district, April third, 1905; Lehigh-Ardmore district, June fifth, 1905; and for unleased segregated asphalt lands embraced under No. 6, August seventh, 1905.



The West Virginia Mining Field.

WHEELING, W. VA., June 30.—(*Special Correspondence*).—No perceptible improvement over last week is noted, except increased shipments to lake points by the Fairmont mines. Following their decision to work five days a week, and the breaking up of the strike on the lakes, these shipments took a decided turn for the better. Things are about the same in the other districts. There is nothing doing at all in coke. Ovens banked a month or two ago are still idle, and others have followed. There is no indication of their resumption in the near future, while others are expected to shut down next month. The Kanawha mines are about the only ones of importance that ship by water from West Virginia, and on an artificial rise of the Great Kanawha river a few days ago, made possible by the lock system, which rushed the water out to its confluence with the Ohio river at Point Pleasant, about 2,000,000 bushels of coal were sent to Cincinnati and southern markets.

The completion of the locks and dams in the upper Monongahela, which touches the Fairmont region, offers glowing possibilities in the future, but Fairmont mines have not yet showed a disposition to give up rail shipments, largely because of certain alliances with railroad and docking interests, which make the lake trade alluring.

Companies independent of the Fairmont Coal Co., however, have prepared to launch into the Monongahela trade, and within six months half a dozen of them have undertaken the opening of mines and the marketing of coal in that region, mostly in Monongahela county.

Fairmont Companies Will Ship By Water.

These embrace the Randall, Great Scott, Big Falls and Niagara concerns. One of the largest is the Big Falls, which floats its coal to Pittsburgh, and thence by rail to New York. These new operations will mine the Sewickley vein as well as the Pittsburgh, and the development of the former is something not contemplated by the original operators in West Virginia. Analysis in some cases shows that the percentage of sulphur of Sewickley coal is only 1.93, which is lower than that of the Pittsburgh, often in the same regions.

This development of the river trade in the Fairmont region will be watched with interest, and it is a safe prediction that in the course of a few years the Monongahela river on both banks from Fairmont to Morgantown will be spotted with tipples. It all comes about from the realization of the slack water system within the last year or so. Just why the great Fairmont Coal Co. does not prepare to engage in the river trade seems to be explained only on the ground that its present arrangements are eminently satisfactory.

New Coke Plant Is Being Developed.

Notwithstanding the great slump in the coke trade, work continues on getting the new coke plant of the Pinnacle Co. in Mercer county in shape. The electric plant is almost done and a scraper line, which will carry slate from the tipple, and ashes from the ovens to the top of a mountain and dump them on the other side, is being installed, which will produce a saving of labor when finished. The coal washer to wash the slack before coking has been completed. Mercer county coke is considered one of the best found in the southern end of the state.

About the only new coal company of late organized is the Cameron Coal & Coke Co., with head offices in Wheeling and works in Cameron, W. Va. The incorporators are nearly all Uniontown (Pa.) men.

Former Gov. W. A. MacCorkle, one of the Big Four to the democratic national convention, will be boomed for vice-president by the West Virginia delegation. Mr. MacCorkle displeased the free trade element some years ago by advocating a tariff on coal to shut out the Nova Scotia article, and he presided at the joint seal conference for the Kanawha region.

Organizers of the United Mine Workers threaten another campaign to organize the Fairmont district. They have already formed a district organization, composed chiefly of employees of independent mines in the Fairmont field, with headquarters at Grafton, but in the vicinity of Fairmont proper, have encountered the same old stumbling block.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., June 30.—(*Special Correspondence*).—An improved tone prevails among local bituminous coal producers. This has resulted in prices becoming firmer, although they are far below what they should be at this period of the year. The prevalence of low quotations is attributed to the fact that very few sales are being made for consumption in this immediate vicinity. Most of the coal being produced hereabouts is being shipped to the northwest. Lake shipments have heavily increased during the past week and indications are that the heavy movement will continue until the end of the season, about December fifth. Lake shippers are not complaining about the scarcity of cars, strange to say. The railroads are doing all in their power to prevent the congestion which usually mars transportation to lake ports. The freight traffic managers have assigned the majority of the empties to the coal trade and this is the principal reason that few complaints are being heard. The Pittsburg Coal Co., the leading lake shipper in this section, is operating the majority of its mines in order to be able to fill its northwestern contracts. Another company that is benefiting by the improvement is the Pittsburg Terminal & Railroad Coal Co. During the week all its mines were placed in operation. The Pittsburg-Buffalo Co. is also among the active ones in this locality. Many idle mines resumed operations during the past few days and the hopes of the operators are running high. It is conservatively estimated that about 5,000 idle miners were afforded employment during the week.

In striking contrast to the soft-coal industry is the coke business in the Connellsville region. It is reported that over 1,500 ovens went out of blast during the past ten days. Owing to the curtailment of the pig iron production, the demand for coke has considerably fallen off.

A Large Coal Deal Just Concluded.

Though profits in coal are narrow at present, Pittsburg capital's confidence in the market is evidently not waning in the least. A large deal in Washington coal lands, pending for many months, has been concluded between the Washington County Coal Co. and several landholders near Patterson's mills on the new Wabash railroad. By this deal about 600 acres of land pass to the coal concern, adjoining the 617 already owned by that company, giving it a frontage along the Wabash. The sellers are G. L. Scott, George Cunningham, J. J. Gillespie and George Gillespie and the Gillespie heirs. The price paid was in excess of \$100 an acre and somewhat below the price paid for the same quality of coal in that section some time ago.

Plans for the formation of the Union Coal Mining Co., which is to take over the Washington county coal land holdings of the closed State bank of Pittsburg, are said to be rapidly progressing and the formal application for a charter will be made in a few days. The directors of the bank have shown their faith in the plan by subscribing to \$10,000 of the stock and its success is no longer doubted.

The threatened trouble between the miners and the Monongahela River Consolidated Coal & Coke Co. has been averted. The special convention of

workers scheduled to take place June thirtieth has been called off. The miners claim that the wages of the outside laborers were cut as high as twenty-five per cent, a direct violation of the interstate agreement. The matter was brought to the attention of some of the officials of the company, who refused to adjust the matter. When Francis L. Robbins, president of the company, returned to the city he was informed about the grievance and immediately declared that he would take steps to correct the matter. This was sufficient for the executive board of the miners and it at once called off the convention.

The St. Louis Coal Market.

ST. LOUIS, Mo., June 30.—(Special Correspondence.)—The condition in the coal situation still remains unchanged. Coal is coming into East St. Louis better than it has for the past two weeks. Prices, however, continue the same as last week, viz.: mine run, \$1.10 per ton per car; bar screen, \$1.25 per ton, and high grade, \$1.75. Ten cents per ton will be added to the price of anthracite coal on the first of July. Commencing July first the St. Louis Terminal Association will discontinue the furnishing of teams of horses to assist coal drivers getting their heavy loaded coal wagons up the incline to the bridge in East St. Louis. This service has been in existence for many years, and will be greatly missed by drivers. Whether this will affect the retail price of coal remains to be seen. Dealers will have to provide some means to help their heavily-loaded wagons up the hill on to the bridge, and the cost may have to be added to the retail price of the coal.

City Contracts Let At St. Louis.

Contracts for coal for city institutions were let June twenty-eighth by the supply commissioner. The Boehmer Coal Co. obtained the contract for the quarantine at \$2.10 a ton. Last year's price was \$2.40. Four hundred tons were contracted for. The same firm obtained the contract for the Poorhouse and House of Refuge at \$2.13. Last year's figures were \$2.14 a ton. Eight hundred tons were contracted for. To the Boehmer Coal Co. was also awarded the contract for supplying the harbor boat. The price bid was \$1.65 a ton, against \$2.30 a ton last year. The amount required is 400 tons.

The contracts for the Insane Asylum, Poorhouse and Female Hospital were awarded to the Union Fuel Co., in all 10,000 tons at \$2.06½ a ton. This is the newly organized company which took out incorporation papers a few weeks ago. Last year's price was \$2.27 a ton. The contracts for the Four courts, court house, city hall and armory, at \$1.99 a ton, were awarded to the same company. Last year's price was \$2.14. About 2,500 tons were needed for these buildings. The Polar Wave Ice Co. got the contracts for the engine houses, 560 tons at \$2.25 a ton. Last year's price was \$2.55. Coal dealers say that the city got the coal at very low figures.

During a demonstration by the St. Louis Well & Tool Co., in the mining gulch at the World's fair a few days ago, a vein of coal was struck. The coal was found twenty foot under ground, and was reached after drilling through seven feet of clay, three feet of gravel and ten feet of soapstone. Investigations will be made, so as to ascertain whether the vein is worth working.

Prevailing Wagon Prices at Chicago.

	Dealers' Wagons. Per ton.
Grate	\$6.30
Stove	6.55
Chestnut	6.55
Egg	6.55

BITUMINOUS.

ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg	3.50
Carterville stove, washed No. 1	3.50
Carterville nut, washed No. 2	3.50
Westville-Danville domestic lump	3.00
Danville lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.	
Brazil block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.00
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00

OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00

PENNSYLVANIA COALS.	
Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

WEST VIRGINIA COALS.	
Black Band	\$5.00

TENNESSEE COALS.	
Waldensia lump	\$5.00

Western Coal and Coke Notes.

New Western Enterprises.

The Applegate & Lewis Coal Co. has leased 110 acres of coal land near Canton, Ill., and will develop it at once.

The Hemlock Coal Co. has been incorporated at Carterville, Ill., with an authorized capital of \$30,000. The incorporators are H. F. Arnold, M. D. Colp and W. O. Potter.

Coal has been discovered near West Alexandria, Ohio, on the John Foge farm, and a company is being formed to develop it. Local capitalists are organizing the company.

David Jones recently struck a vein of coal under Center and North Union streets, West Bay City, Mich., on which he will sink a shaft and develop a mine immediately.

Jacob Stambaugh and M. H. Walsh are opening a new coal mine in Lowellville, Ohio, permission to use the street for sinking a shaft having been granted by the city authorities.

The Forester Coal & Coke Co. has been incorporated at Du Quoin, Ill., with an authorized capital of \$50,000. The incorporators are John Forester, James Forester and M. C. Wright.

The Jasonville Coal Co. has been incorporated at Jasonville, Ind., with an authorized capital of \$75,000. The directors are Frank M. Osborne, S. H. Robbins, E. J. Krause, C. F. Krause and C. R. Klein.

The Reeves Coal Co. has been incorporated at Canal Dover, Ohio, with an authorized capital of \$50,000. The incorporators are J. E. Reeves, Richard Clemens, A. J. Krantz, David A. Murray and Ivor Harris.

The West Muddy Coal Co. has been incorporated at Couiterville, Ill., with an authorized capital of \$10,000, to engage in mining. The incorporators are Cicero Barber, Asmus J. Anderson and W. D. Brigham.

The Cora Coal Co., recently incorporated at Springfield, Ill., will have an authorized capital of \$40,000 and will develop coal mines. The incorporators are given as John N. Murphy, Frank Butzke and Joseph D. Shaffer.

The Colerain Coal Co. has been incorporated at Cleveland, Ohio, with an authorized capital of \$50,000. The incorporators are W. M. Duncan, H. J. Crawford, W. C. Boyle, Andrew Squire and W. B. Whiting, all of Cleveland.

The Bloomfield Coal Mining Co. has purchased the mine of the Cabel Coal Co. in Daviess county, Ind., and will operate it, in addition to which it has purchased 1,000 acres of land south of Washington, Ind., on which it will sink a new mine at once.

A company is being formed at Sullivan, Ind., to sink a new mine northwest of that city. Some of the incorporators are P. W. Yoho, of Cincinnati; Mr. Yeoman, of Switz City; Oram Pate, of Jasonville; William McGrew, Prof. A. M. Price and others, of Sullivan.

The Gibson Coal Co., of Des Moines, Iowa, has taken mineral rights on several hundred acres of land in the vicinity of Little Four Mile and Baker's Siding, six miles east of Des Moines, and will sink a shaft on the property, if it is found that the coal is merchantable.

The Delta Coal & Mining Co. has been chartered at Denver, Colo., with an authorized capital of \$10,000. The incorporators are Joseph T. Rollins, A. E. Penley, W. R. Gale, I. M. McMurray, M. W. Ramsey, M. H. Payne and Clarence Smith, of Delta, Colo.

The Keota Coal Co. has been organized at Keota, Iowa, to sink a new mine, five prospecting holes having been sunk showing a good vein of coal. The officers of the new corporation are as follows: President, V. W. Carris; secretary, E. E. Bower; treasurer, Walter Stewart.

The Wenona Coal & Mining Co. has commenced work on a new shaft near Munger, Mich., and is having the foundation laid for a new boiler house and top works. The development of the mine will be pushed and it is expected it will produce 100 tons of coal daily by October first.

A. F. Miller and Walker Miller, of West Terre Haute, Ind., have obtained options on 300 acres of coal land near Liggett, Ind., and are preparing to develop a new coal mine with an output of 1,000 tons of coal daily when it is in complete operation. A company will be formed in which Indianapolis capitalists are also interested.

The Cattle Creek Coal & Mining Co., recently organized in Terre Haute, Ind., by leading capitalists, has acquired an old mine near Shelburn, in Sullivan county and is sinking a new shaft on the property. It also has in contemplation the purchase of 755 acres of coal land in Sullivan county, which, if it purchases, it will also develop in the immediate future. The officers of the company are: President, Louis Gerhardt; secretary, O. W. Broadway; manager, W. A. Boyer. Other stockholders are Robert H. Catlin and William McGinnis, Terre Haute.

The will of Levi Z. Leiter, recently filed in Chicago, provides that the 7,500 acres of coal land in Williamson and Franklin counties, Ill., which he purchased prior to his death and which has already been opened, together with The Universal Fuel Co., shall be the capital of a company to be incorporated under the laws of Illinois and held by Joseph Leiter. The land and investment with interest at five per cent is to be paid for out of the dividends and earnings of the company, after which The Universal Fuel Co., and the property are to revert to Joseph Leiter in fee simple.

Outing of the New York and Pennsylvania Retail Association.

The fourth annual outing and convention of the New York and Pennsylvania Retail Coal Association, which was in the nature of an excursion to the anthracite coal fields, took place on Tuesday, Wednesday and Thursday of last week and proved to be one of the most enjoyable and instructive outings the association has yet held. A remarkable interest was shown by the members in the methods employed in the preparation of anthracite for domestic and steam use and the great amount of work necessary in mining before it becomes a marketable product. It is thought that this feature of the jaunt was the great attraction to the large number of dealers who attended from a distance, having no direct relations with this association. The attendance was also representative of the large interests in the New York and Pennsylvania Association and included most of the prominent shippers at lake points and line yards. The companies' agents were fully represented and their interest in helping to arrange the program largely contributed to the complete success which attended the meeting.

Large Party Arrives At Scranton.

The committee on arrangements of the association was provided with a special train from Buffalo to the anthracite coal fields over the Erie rail-

the morning went direct to Wilkesbarre over the Delaware & Hudson Co's lines, where the party was met by the Lehigh Valley officials, and after inspecting several mines it was taken to Glen Summit, where a sumptuous complimentary lunch was served. On their return to Wilkesbarre, the Susquehanna Coal Co. tendered the dealers a complimentary trolley ride to Harveys Lake, twelve miles distant, a resort up among the mountains, which also included a steamboat ride. This was followed by the annual banquet of the association, given at the Hotel Oneonta, at Harveys Lake. The cheerful spirit induced by the occasion produced a number of impromptu speeches upon the call being made for toasts, which added greatly to the already enjoyable evening. The dealers returned late to Scranton, leaving that city Friday morning by special Erie train for Buffalo and their various homes.

Among the guests of the association were several prominent coal dealers and buyers from different sections of the country, as well as officials from Buffalo. Among them were Ralph E. Gibson, president of the Conger Coal Co., Toronto, Ont.; Wm. McGuire, Toronto, Ont.; John F. Dorgan and A. F. Burke, Lincoln, Neb.; Wm. Brinsacon and W. A. Boinahan, Detroit, Mich.; H. H. Gardner, Buffalo; Fred O. Murray,



GROUP OF COAL MEN ON OUTING OF NEW YORK AND PENNSYLVANIA RETAIL COAL DEALERS' ASSOCIATION.

road. This was granted through the courtesy of Williams & Peters, the general coal agents of the railroad, and was scheduled to leave Buffalo on June twenty-first at 12:30 p. m. and was due to arrive at Scranton in the evening of the same day. The meeting of the association was to have been held in the evening, but as the train was delayed the meeting was necessarily postponed till Wednesday night. The 325 retail coal men who arrived at Scranton under the chaperonage of W. T. Roberts, Buffalo agent of Williams & Peters, were so favorably impressed with the coal town upon their arrival that they immediately made a tour of inspection, late as it was, and enjoyed the hospitality extended them.

Wednesday being "Erie" day for the inspection of the mines, this company furnished the delegates a special train, which was in charge of General Manager W. A. May of the railroad, who furnished the entertainment and lunch on the trip. The first colliery visited was No. 14 of the Pennsylvania Coal Company, one of the largest in the region, having a daily capacity of 3,000 tons. A good idea was obtained of the methods of production and preparation, this colliery being operated both by slope and shaft and having all modern equipment. After visiting the new Butler colliery and washery, a splendid lunch was enjoyed in the dining car. The party was then taken to the old forge breaker, a landmark in this region, and everybody expressed himself as being highly satisfied. Having a better knowledge of the production of coal the dealers believe that large sales will favor them on their return home. The excursionists reached Scranton at 5:50 p. m.

Wednesday was Lehigh Valley day and the Lehigh Valley Coal Co. acted as host to the visitors. The train which left Scranton at 8 o'clock in

treasurer Erie county, N. Y.; Alex Sloan, keeper of the Erie penitentiary; J. N. Murray of M. A. Hanna & Co., Cleveland, Ohio; J. S. Van Epps, Cleveland, Ohio.

The committee on arrangements was as follows:

New York.

F. A. Eldridge, Auburn; John Comosh, Corning; O. W. Scars, Binghamton; John Lynch, Ithaca; Mr. Pierce, Ithaca; John W. Murray, Waverly; Irving Colby, Oswego; P. J. Mullholland, Dunkirk; F. E. Cook, Fredonia; L. A. Davis, Arcade; Chas. Dix, Forestville; J. J. Volk, Dayton; C. L. Wheeler, Cherry Creek; E. A. Bagg, Conewango; A. A. Wood, Sinclairville; L. S. Coleman, Castile; B. U. Taylor, Olean; I. N. Griggs, East Aurora; M. R. Stevenson, Jamestown; J. O. Garritsee, Lancaster; Montgomery Bros., Warsaw; B. L. Andrews, Salamanca; J. R. Fay, Westfield.

Pennsylvania.

G. J. Gebhardt, Erie; J. B. Henry, Waterford; A. Miller, Greenville; F. H. Flower, Albion; V. B. Billings, Edinboro; P. E. Cottrell, Saegertown; J. H. Otterstater, Titusville.

The officers of the association are:

Col. Wm. F. Endress, president, Jamestown, N. Y.; J. E. Van Deusen, vice-president, Gowanda, N. Y.; Geo. H. Mitchell, secretary, Mill Village, Pa.; M. Maddigan, treasurer, Dunkirk, N. Y.

The executive board is as follows:

Col. Wm. F. Endress, Jamestown, N. Y.; Geo. H. Mitchell, Mill Village, Pa.; J. A. Hughes, Falconer, N. Y.; E. E. Collopy, Union City, Pa.;

C. E. Casselman, Chantauqua, N. Y.; S. Merrill, Meadville, Pa.; A. A. Fay, Brocton, N. Y.; J. F. Heimbaugh, Cambridge Springs, Pa.; B. U. Taylor, Olean, N. Y.; Robt. J. Saltsman, Erie, Pa.

Proceedings At Annual Meeting.

The annual meeting held on Wednesday night at 8 o'clock was well attended. The regular order of business was transacted, including the reading of the minutes of the last annual meeting. A change, providing for holding the annual meeting from April to June twenty-first was made to bring it up to the same time as the annual outing.

The proposed amendments to the constitution and by-laws were read and adopted individually. They are as follows:

Insert in Article II, Sec. 6, between the two clauses of the section, the following:

Honorary members, by their contributions to the support of the association and their patronage of the advertising pages of this book, indicate



COL. WM. F. ENDRESS, PRESIDENT.

their assent and approval of the principles and purposes which the association is endeavoring to carry out. The honorary members have no voice or vote in the meetings of the association, or in the sessions of the executive board. They are therefore not a party to nor in any way responsible or liable for the results of any action which the association or the executive board may take. Their relation to the association, as their title implies, is purely honorary.

Article III, Sec. 1, the number of members of the executive board to be changed to eight instead of ten.

Sec. 2, the first clause reading "an election of officers and seven members" to be changed to read "an election of officers and eight members."

BY-LAWS.

In place of Article V, insert the following:

ARTICLE V.

Notification of Members.

When it shall become known that any producer, miner, jobber or shipper, has sold anthracite coal direct to the consumer in any city or town where there is a member of this association (except for railway, steamboat, manufacturing purposes, or government or state contracts), the secretary is directed to notify every member of the same.

Omit the whole of Article VIII.

Omit the latter part of Article X as follows: "And members who shall so offend shall be subject to the same conditions and penalties as provided in Article VIII of these by-laws," and all of which is to be omitted.

The matter of the evil of short weight and demurrage charges was freely discussed. R. G. Saltsman of Erie was the principal speaker. He portrayed fully the evils of this practice and its effect upon the legitimate dealer, referring frequently to the progress that has been made in the western states by seeking redress through the legislature. The president was thereupon authorized to appoint a committee of seven to formulate a bill to present to the legislatures of New York and Pennsylvania in order to secure the protection desired. The following members were appointed by the president to serve: Robert J. Saltsman, Erie; B. U. Taylor, Olean, N. Y.; H. D. Wright, Gloversville, N. Y.; L. C. Davenport, Binghamton, N. Y.; J. Scott Baldwin, Elmira, and E. A. Montgomery, Warsaw, N. Y.

Following this a nominating committee was appointed who presented the following names to serve as officials of the association for the ensuing year: William F. Endress, president; J. Scott Baldwin, vice-president; treasurer, Geo. H. Mitchell. Their election was unanimous and amid loud cheers. Mr. Mitchell will also fill the office of secretary another term.

Following are the new members of the executive board elected at this meeting: J. A. Hughes, Falconer, N. Y.; John Cornish, Corning, N. Y.; B. U. Taylor, Olean, N. Y.; M. H. Hamilton, Dunkirk; O. W. Sears, Binghamton; R. J. Saltsman, Erie; S. Merrill, Meadowville, N. Y.; J. P. Drummer, Hamburg.

Annual Report Of Secretary Mitchell.

The secretary's report was then read and approved. It was from April first, 1903, to June twenty-first, 1904, and is as follows:

Gentlemen—At your last annual meeting, held in Jamestown, N. Y., April ninth, 1903, you had a membership of 192 regular and twenty-one paying honorary and three non-paying honorary members, making a total of 216 members.

The present membership enrolled is 410 regular, twenty-seven honorary and four non-paying honorary, making the present total membership enrolled 441. This shows a net increase of 225 members for the past fourteen months.

Last October plans were laid for holding a one-week series of meetings in western New York, at Auburn, Binghamton and Batavia, for the purpose of bringing the retail coal dealers into closer relations and increasing the membership of the association. These meetings were well advertised by circular letter, but we are sorry to say we did not have the success we expected, taking in only about thirty-one members, while we fully expected to increase our membership by one hundred or over.

We are now having a good healthy growth, having been well advertised the past year, and the retail dealers in the states of New York and Pennsylvania are realizing there is something to this association and are now making inquiries as to the benefits to be derived from such an association.

We are having universal recognition from the large coal companies and all complaints we have received from dealers of shipments of coal to parties who are not regularly engaged in the business, when they come up for investigation we find are always made by some of the independent coal companies whose policy is to sell their coal direct to the consumer, regardless of the demoralizing effect it has on the market at these places. We have had something like seventy-five complaints of this nature from members of our association during the past year, and we have been able to make satisfactory settlement with a very few of the independent com-



GEO. H. MITCHELL, SECRETARY.

panies, but most of the complaints when investigated were found to be shipments made by a concern in Binghamton, N. Y.

FINANCIAL STATEMENT.

Balance on hand at last convention.....	\$ 41.43
Amount received from members from April 9, 1903,	
to April 9, 1904.....	1,455.00
Amount paid out on orders.....	1,346.80
Balance in treasury April 9, 1904.....	149.63
Amount received from members from April 9 to present	
date	915.00
Leaving a total amount in treasury to date.....	1,064.63

Association Is In Good Financial Condition.

As shown by the above statement, our association is in better financial condition than ever before, as well as having a good increase in membership in the past year.

We can double our membership by doubling our enthusiasm. If you are so unfortunate as not to be on friendly terms with your immediate competitor, then talk association to the dealers in the neighboring towns, and

let them in turn tell the gospel story to your competitor. A service thus lent to your association will one day come back to you with interest.

I would not have you believe that as your secretary I am indifferent to the loyal and substantial support that has been given the association by many of its members.

In closing I desire to especially thank our president and members of the executive committee for the many courtesies extended to me during the past year.

The thanks of the association are also due the mine operators and wholesalers who have so ably assisted in carrying out the objects of the association.

The Business Session On Thursday.

Thursday, the third day of the excursion to the anthracite coal fields, was one of the most delightful of the trip. The delegates having spent the entire previous day in getting knowledge of the working of the mines, the preparation of coal and methods of weighing and shipping, which was of particular interest to them, were amazed at the careful manner in which the coal was handled.

Thursday was the Lehigh Valley Coal Co.'s day, and this company provided a special complimentary train, which took the guests from Scranton to inspect its collieries at Wilkesbarre. The party was accompanied by Fred Chase, general superintendent, and Harry M. Speece, sales agent of the company, who provided every comfort for the occasion. The Prospect colliery was the first one visited, and being one of the largest and most modern in the region, attracted considerable attention, and a thorough inspection of it was made. The Dorrance colliery was the next on the list, but many of the party having satisfied their curiosity as to breakers, devoted their time in preference to throwing coin to a crowd of breaker boys off duty, to the great amusement of the party. Glen Summit, on the Nescopea mountain, of the Allegheny range, at an altitude of 2,000 feet, was reached at 12:30 p. m., where a complimentary lunch was partaken of. The perfect arrangements for the delectation of the inner man, from a well stocked larder and a veritable "Cordon bleu" of a chef, made the occasion a very happy one. Baseball was indulged in by those actively disposed, while others enjoyed the delightful scenery from the hotel veranda and listened to the music of the piano and phonograph. At 4 o'clock the party, with many regrets, started on its return journey for Wilkesbarre.

Were Furnished With "Special" Excitement.

On the way over the cut-off a cow was run over and killed by the "special," delaying it to some extent. The members of the association promptly showed their sympathy at the loss and took up a collection, amounting to \$47.00, to reimburse the owner of the cow for his loss. On their return W. H. Curtis, local sales agent of the Susquehanna Coal Co., had in waiting six trolley cars, on which the party was taken to Harvey's lake, where it enjoyed a steamboat ride, and later a banquet at the hotel Oneonta. Following the banquet the members were called to order by President Endress for the purpose of passing resolutions of thanks to the companies and others who assisted in making the outing so complete a success. Colonel Endress spoke briefly in behalf of the association, expressing its gratitude at the generous manner in which the coal companies had extended the courtesies on this occasion. J. Scott Baldwin and O. W. Sears, who had been appointed a committee on resolutions, offered the following, which were unanimously adopted, and authorized to be printed in the coal papers.

Resolutions Adopted By The Association.

Resolved, That in the death of Col. J. H. Ulrick, who for seven years was president of the Ohio Coal Association, and who first issued the call for the formation of the national council, and was its first president, the coal dealers of the United States have lost one of their earnest supporters, and we hereby extend to his family our sincere sympathy in their bereavement.

Whereas, Messrs. Williams & Peters, of New York, representing the Erie coal interests, have so kindly added to the education and enjoyment of every retail coal dealer in the states of New York and Pennsylvania, by furnishing free transportation in a magnificent special train to all who availed themselves of the opportunity to visit the hard coal mines,

Resolved, That the thanks of this association is hereby extended to them for their most generous and hospitable entertainment.

Resolved, That the thanks of this association be, and is hereby extended to General Manager W. A. May, of the Erie railroad coal department and his able assistants, and to Mr. Fred M. Chase, assistant general manager Lehigh Valley Coal Co., and to Col. I. H. Horton, the northern sales agent, at Buffalo; also to Mr. Thomas Pindell, the general superintendent of the Lehigh Valley railroad; also to the Susquehanna Coal Co., and assistants for the interest shown by them in the entertainment of our members.

Resolved, That the success of this excursion has been due, in a large measure, to the unequalled efforts of Mr. H. T. Jaeger, general agent passenger department of the Erie railroad, and to the genial and "only" W. T. Roberts, Messrs. Williams & Peters, western sales agents at Buffalo, whose bright and smiling countenances were everywhere visible.

Resolved, That the thanks of the association be extended to the wholesalers, and to the boys on the road, who are always our best friends.

Response From W. T. Roberts.

W. T. Roberts, sales agent of the Erie coal at Buffalo, was unable to be present at the banquet, but had arranged to have read the following:

"The interest shown by the association in the trip more than compensated the company for what it had done. I wish to congratulate the organization and the officers to whom great credit is due, and predict that the growth in membership will be phenomenal, and hope to see every eligible dealer, who is not already a member, to become so at once."

W. T. Wagner, of the Lehigh Valley, expressed thanks in behalf of the company for the visit of the association to its mines, and the pleasure of having them open the season at Glen Summit. He said the company took great pleasure in doing all it could to make the trip an enjoyable one.

John C. Hay, of Listowell, Ontario, one of the Canadian delegates, expressed himself delighted and charmed at the reception tendered the Canadian contingent, and believed that much of the misconception as to production and weights governing cars has been eliminated. He also gave the history of the Canadian Coal Association, and said that a formal meeting had been held at Scranton with a view to its reorganization, which, he believed, would be accomplished within the next few weeks, and hoped to exchange the courtesy of an invitation to the New York and Pennsylvania Retail Coal Association next year.

D. L. Tuttle, sales agent of the Philadelphia & Reading Coal & Iron Co., at Buffalo, made the humorous speech of the occasion, splendidly interspersed by anecdote. He illustrated the failure of dealers, in many cases, due to their not getting into business thoroughly enough, and lacking interest, by telling the story of the little girl who fell out of bed, and on being asked as to how it happened, said she stayed too near to where she got in, and so with the coal trade, they stayed too near to where they started. The best policy is to get in where you can not fall out. He was greatly impressed with the work of the association, and believed that much good would result from its efforts, but that every member must work conscientiously, and do his full duty, in order to develop the great interest at stake.

Following the banquet, the visitors returned to Scranton, and the special train left the following morning at 9:00 for Buffalo, making the necessary stops en route to let dealers along the way get off at the various stations.

Notes On The Convention.

D. D. Bollard, of Bollard Bros., Cambridge Springs, who does a large summer business at this resort, says business with them is very good and expects to move a large tonnage during the balance of the season.

H. T. Jaeger, general agent of the Erie at Buffalo, escorted the delegates throughout their jaunt and his close attention to details and the comforts of the visitors did much to make the trip such a complete success.

Among the Canadian dealers represented were some of the largest cities there. Guelph, Toronto, Hamilton, Brantford, London, Woodstock, Berlin, Galt and St. Catherine each sent several able coal men to attend the meeting.

Sam Stanley, the "only Sam," sales agent for Coxie Bros. & Co., Inc., at Buffalo, and one of the best known coal men in this territory, was in great demand throughout the trip and with his tireless energy never failed to satisfy the requests of members.

Lockport, N. Y., sent about ten of its dealers, who by their witty sayings and extended repertory of anecdotes were the life and attraction of many gatherings on the way. They are a highly intelligent body of men and can thoroughly enjoy a good time.

Mr. Griggs, of Griggs & Ball, East Aurora, N. Y., a progressive firm, reports having materially increased their business and are now considering erecting new coal pockets and trestles of increased capacity to give them the necessary facilities to handle the same.

Elmira dealers turned out in good shape at the convention. They were among the most interested on the trip and took keen enjoyment in everything that was going on. Among those who attended were J. Scott Baldwin, C. A. Petre, C. B. Mathews, Mr. Moones, of Moones & Co., B. Garahy, B. Yeiger and J. Murphy.

J. N. Murray, of M. A. Hanna & Co., Cleveland, Ohio, was greatly impressed with the way association affairs are handled in the east and says he likes to attend the meetings because of their enjoyment and the friends he makes. He reports the bituminous market slightly improved in that territory, due to the movement of lake tonnage, and looks for a steady trade in the future.

"That Sounds Reasonable," W. T. R., was the motto of the New York and Pennsylvania Retail Coal Association, printed in conspicuous letters in gold, upon a blue badge worn by the members, which attracted much attention in the hotel corridors and on the street. The motto was the suggestion of W. T. Roberts, Williams & Peters' agent at Buffalo, and is one of the stereotyped phrases that he continually uses. In order that he might not forget it, badges were printed and given every delegate.

The committee on arrangements, composed of Col. W. F. Endress, G. H. Mitchell and J. A. Hughes, deserves much credit for the manner in which it planned this outing and its execution in detail without hitch or untoward occurrences of any character to mar the full enjoyment of those who participated. True, their labor in its connection was arduous and occupied the greater proportion of their time, depriving them of some of the pleasures, yet its full appreciation by every member of the party in a measure compensates such cheerful service.

J. S. Van Epps, the active coal man of Cleveland, Ohio, was present at the convention and met many of his old friends. On a former occasion Mr. Van Epps produced considerable merriment in the trade by some of his friends decorating one of his photographs and giving it to the press, which is still in the minds of all who enjoyed the joke. Mr. Van Epps, who recently, with his associates, purchased a tract of 600 acres of anthracite coal land at Trevorton, adjoining the Reading, North Franklin colliery, says that work on the development is progressing favorably and hopes to have it producing shortly. The proposition is said to be a good one and when in the market will be a larger producer of a high-grade coal.



The International Coal & Coke Co., which is making extensive developments in British Columbia, has located a new town at its mines just over the border in Alberta province, which it designates by the name of Coleman. The company is making rapid progress with its development work and is now producing 200 tons of coal daily which it expects shortly to increase.

THE BLACK DIAMOND

PUBLISHED WEEKLY IN THE INTEREST OF THE COAL INDUSTRY
BY THE BLACK DIAMOND COMPANY (INCORPORATED)

OFFICIAL PAPER OF THE ILLINOIS COAL OPERATORS' ASSOCIATION—President, O. L. Garrison, St. Louis; Vice-President, Jos. A. Agee, Chicago; Secretary-Treasurer, E. T. Bent, Oglesby; and Recording Secretary and Secretary of Commission, C. L. Scroggs, Chicago; Herman Justi, Commissioner, Chicago; THE INDIANA COAL OPERATORS' ASSOCIATION—J. C. Kolsem, President, Terre Haute; Secretary, Philip Penna, Terre Haute; THE IOWA COAL OPERATORS' ASSOCIATION—President, C. H. Morris, Des Moines; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa; Treasurer, T. W. Carpenter, Des Moines; Commissioner, John P. Reese, Albia.

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ENTERED AT THE CHICAGO POSTOFFICE AS SECOND CLASS MATTER.

How the Coal Miners Live.

Two years ago at this time many of the public prints of the country were standing up for the poor, down-trodden miners and claiming they were slaves, serfs, in want, poverty-stricken and numerous other things, which everyone conversant with the situation knew to be untrue. It is refreshing, therefore, to run across a frank confession of the actual condition of the miners, even though it is a little late in the day. The *Washington Press*, of Washington, Iowa, recently took up this subject and gave away the whole snap. It said:

"A coal country looks sort o' forlorn. If the houses are built by the company they are all alike, as like as two peas. And how a man could tell his own house in dark or when drunk is puzzling. Man makes the town, but God, they say, made the country. It is the worst looking job he made. The conformation of a country underlaid with coal is uninviting, and the natural aspect of thin s is almost as forbidding as the miners' villages. It is so in the anthracite regions in Pennsylvania as in the soft coal sections of Illinois and Iowa, and elsewhere. There are low and high tracts, rough and wet spots, where the whole face of things has a clammy, noisome and unwholesome appearance.

"And the face of nature is covered with grime, and a forbidding pall of dirty blackness is laid on all things. And this dismal aspect shadows the faces of the toilers underground. They look pale and sallow, as if bereaved of sunlight, as anæmic as cellared potato sprouts in the spring. But we are told they are a merry, careless set of workers, living on the best food that can be had, and dressing their women and children well, spending the most of their good wages on the creature comforts. Some of the company stores that sell to the miners do a business of \$100,000 a month. Nobody lives better than the coal-diggers. They work in shifts, eight hours a day, and one would think they would crave the pleasantest home as a contrast to the black cave that swallows them up one-third of every day."

Coal Men's Day at St. Louis.

Coal Men's Day at St. Louis will occur July twentieth. THE BLACK DIAMOND last week contained an intimation as to the general details of the program. It is planned to have operators, shippers, retailers and miners of coal represented on the program, and each branch of the industry will be represented by a man well qualified to speak for that one which he represents. Much good can be accomplished by bringing all these interests together in upholding the dignity and importance of the industry. Much good probably will be done in an educational way by the addresses which will be made and the discussions which will follow. The tendency will be educational, while the results ought to harmonize and unify the different branches of the business.

There is one thing, however, which will make or mar the day. This is the matter of attendance. If only a dozen or a score of coal men assemble to represent the coal trade of the country, the occasion will be a fizzle. It will make the immense coal interests of the United States ridiculous and will bring a loss of prestige. For that reason every effort should be directed now to making the attendance as representative as possible. The first step in making such an effort possible must necessarily consist in supplying those

having charge of the arrangements with funds. A few hundred contributions of a dollar or two dollars each would serve this purpose. And as soon as this money is available the National Council, through its officials, should communicate with every organized body of coal men in the country and stir them into action. The officers of such organizations should communicate with their members and arouse individual interest. In this way a large attendance can be induced and will follow as a matter of course.

The value of the annual production of coal in this country is greater than the value of the annual production of iron and steel, of gold and of any of the minerals. The coal trade is the most important factor in the progress and development of this country aside from agriculture and labor in the concrete, and it should have the most significant and important representation at St. Louis. The meetings on Coal Men's Day should be the most important of any of the industrial meetings held during the world's fair.

The dignity of the coal trade is at stake in the way this matter is handled. There should be a large attendance of all factors in the coal industry and there should be an active interest on the part of all who attend. If this is done the country will be awakened to the importance of the coal industry. It is time that such an awakening should occur and the St. Louis world's fair on July twentieth is the place for it.



Outside Interests of Railway Officials.

The *Railway World*, of Philadelphia, one of the strong railway trade papers of the country, discussing the recent editorial which appeared in THE BLACK DIAMOND, concerning the interest of railroad officials in coal properties, takes the same view of the subject as this publication. It agrees with THE BLACK DIAMOND that railroad officials ought not to have any interest which makes them competitors of shippers over their line and says: "An editorial in a recent issue of THE BLACK DIAMOND, under the title 'Railroad Officials and Coal Companies,' raises the question of the propriety of a railroad official interesting himself in the production or sale of a commodity which competes with the shippers on his road. THE BLACK DIAMOND points out that, even if an official so situated does not secure a manipulation of rates or car service in favor of the industrial concern in which he may have a money interest, he is constantly liable to the suspicion of having thus taken advantage of his dual position which of itself tends to discourage the development of private enterprise along the line of his road. 'To prevent this,' says THE BLACK DIAMOND, 'all rail lines ought to make it a requirement when an official is appointed that he shall engage in no other business while in the employ of the company.'

"This view of the obligations of railway officials can be heartily endorsed. The railroad stands in such intimate relation to every shipper along its lines, and the necessity of equal treatment of all shippers in rates and service is so essential to success under competitive conditions, that the companies should insist that their officers confine themselves exclusively to the railway service and should let outside enterprises severely alone.

"The story is told of ex-Mayor Low, of New York, that before taking the oath of that high office he disposed of all his securities of the various public service corporations in which he was financially interested and with whose affairs, in his official capacity, he would have much to do. In all probability no suspicion of dishonesty would have fastened upon this official, even if he had retained his gas and street railway stocks, by reason of any of his public acts in reference to these corporations. He realized, however, that public confidence in his administration would be strengthened if it were known that under no circumstances would the discharge of his public duty run counter to his pecuniary interest.

"The railway official is in a somewhat similar position. In many ways the place he fills is a public office. He assists in the management of the most important of all industrial functions. His patrons have a right to demand the most perfect equality of treatment at his hands. How important, therefore, that he should refrain from forming any connections which might bring him under the suspicion of partiality and unfairness?

"It is a gratifying evidence of the rapid growth of what may be called administrative morality that the abuses which formerly characterized the relations between shippers and carrier have almost wholly disappeared. In the old days of cut-throat competition between railroads one of the surest aids to securing prompt and cheap service from a railroad was a 'friend at court.' The distribution of cars, the granting of rebates, the surrender of cars for private warehouse purposes, were all dependent, in large measure, upon the use of 'influence.' Abuses which now, because of their occasional occurrence, arouse a storm of protest and lead to suits at law were until recently taken as a matter of course. Today there is a very noticeable change for the better. While there still remain evils to be remedied we believe those who complain of the dual interests of railway officials will find abundant evidence, if they but review the history of these relations, of a tendency toward a higher conception of corporate management."

Western General and Personal Notes.

Benjamin Moore, president of the Chicago Coal & Coke Co., Old Colony building, is in Pittsburg this week on a business trip.

W. C. Huber, resident manager of the Davis Coal & Coke Co., Old Colony building, Chicago, was in Detroit this week on a business trip.

Arthur J. MacBride, sales agent of the New River Consolidated Coal & Coke Co., Fisher building, Chicago, was in St. Paul this week on a business trip.

W. L. Rambo, traffic manager for the De Camp Coal & Coke Co., Old Colony building, Chicago, left Friday night for his old home at Des Moines, Iowa, accompanied by Mrs. Rambo, where they will spend the fourth of July.

The St. Paul & Western Coal Co., St. Paul, has acquired the dock of the Chicago, Milwaukee & St. Paul road at Green Bay, Wis., and will operate it in the future. P. McCormick has been engaged as local representative of the company.

C. K. Pittman, the well known shipper of coal and coke, Old Colony building, Chicago, was in St. Louis last week visiting the world's fair for several days. Almost immediately upon his return to Chicago he left on an eastern business trip.

James A. Deatheridge, general manager of the Ender Coal & Coke Co., Ellsworth building, Chicago, was at St. Louis last week, enjoying the pleasure attendant upon several days spent at the exposition. Mr. Deatheridge reports a very pleasant trip.

It is reported from Michigan that coal production is suffering in that state as well as elsewhere. The mines in the Saginaw district, which is the principal producing field, are working only on part time and demand for the coal that is produced is reported to be very slack.

Bids were submitted to the board of education of Chicago to supply coal the coming year on Wednesday afternoon of this week. The city has been divided into five districts and bids were submitted to supply coal to each of these districts. They have not yet been opened.

Francis H. Clergue has announced that an immense coke plant is to be built at the Soo, costing \$750,000 to construct, and requiring 400,000 tons of bituminous coal annually. He announces that work is to commence at once and that the production is to be used in the Algona steel rail mill.

A number of Chicago coal men have been added to the ranks of golf players this year, including G. H. Conn, in charge of the bituminous coal department of Cox Bros. & Co., Inc.; Melvin Pattison, of the Pattison Coal Co., and A. J. Atwater, a well known coal man. About ninety per cent of the Chicago coal shippers are now golf players.

N. J. Scott, of the Illinois & Indiana Coal Co., Ellsworth building, Chicago, returned the early part of the week from a trip of several days to the Louisiana Purchase exposition at St. Louis, during which he was accompanied by Mrs. Scott. He is enthusiastic over the "big show" and reports that the trip was very pleasant in every respect.

Five cars are being built in the street car shops at Champaign, Ill., to be used in the transportation of coal over the Danville-Champaign Interurban line, operated by electricity. Five additional coal-carrying cars have also been purchased. Each car has a capacity of 60,000 pounds or thirty tons. They will be used in hauling coal for local consumption along the line of road.

G. D. Wandless, of the O. W. Shipman Co., Detroit, Mich., was in Chicago this week in attendance at the meeting of representatives of commercial bodies held at the Auditorium hotel to protest against the adoption of the uniform bill of lading October first, as proposed by the railroad companies. Mr. Wandless represented the Detroit Board of Commerce and is chairman of the transportation committee.

The Harrisburg District Coal Co. is a new company that has opened offices at 800 Fisher building, Chicago. The officers of the company are W. L. Puffer and J. J. Parish, of Harrisburg, Ill. Judge Parish is the owner of extensive mines at that point and the company will act as a selling agent for these mines and for those of the Eldorado Coal & Mining Co., owned by his brother, U. S. Parish, at Eldorado, Ill.

A new wholesale coal and coke firm has been formed at Detroit, Mich., to be known as F. P. Moran & Co., with offices at 817-818 Hammond building. The members of the firm are F. P. Moran, formerly with the Taylor-Lair Coal Co., and L. C. Brown, formerly with Skae & Aylward, of that city. Both are experienced in the shipping trade and they have received many congratulations upon their entrance into business.

The record for coal receipts at Duluth was broken the first few days after the ending of the lake strike. In two days total arrivals at that point consisted of 94,000 tons of coal or an average of about 8,000 tons per cargo, as against an average of 7,000 tons per cargo a year ago. One of the boats which arrived during this period was the large steamer Wolvin, which had on board 10,300 tons of anthracite for the North Western Fuel Co.

The Chicago & Big Muddy Coal & Coke Co., Fisher building, is sinking a new shaft at Bicknell, Ind., which will be one of the largest producers in that field. The shaft is nearly down to coal now and will go to a depth of 225 feet. The No. 6 seam will be operated. Coal will be brought out according to present expectations by September first of this year, and it is expected that the mine will have a capacity of 2,000 tons daily when it reaches its maximum production.

A. E. Hostler, sales agent of the Smokeless Fuel Co. at Chicago, accompanied by Mrs. Hostler, have returned from a trip to the St. Louis world's fair. They were in attendance at the fair five days and report that it is

excellent in every respect. Mr. Hostler paid special attention to the mining exhibits and reports that while the display is not as extensive as at Chicago, the exhibits embody a large number of modern ideas and are thoroughly instructive in every particular.

S. M. Dalzell, general manager of the Spring Valley Coal Co., and M. H. Taylor, a capitalist of Erie, Pa., returned the early part of the week from a fortnight of trout fishing at State Line, Wis., where they pursue piscatorial pleasures the early part of each summer. Mr. Dalzell reports that the fishing trip was a great success in every respect this year and he is wearing a coat of tan and has a healthy appearance which is indicative that it was of great benefit to him personally.

F. L. Jewett, of Jewett, Bigelow & Brooks Co., Fisher building, Chicago, is planning to take a party of Chicago coal shippers, including Herbert H. Taylor, L. R. Rutter and W. C. Hill, on a trip to the mines of this company in West Virginia the latter part of next week. The party will go first to Thacker, W. Va., where the splint mines of the company are located, and from there to the Pocahontas field to visit the smokeless mines of the company. The trip will require a week or ten days.

C. H. Chisam, president, and R. E. Harris, secretary of the Iowa and Nebraska Retail Coal Association, were in Chicago this week for the purpose of conferring with the general managers of the various railroads in the matter of securing proper rules to govern the re-weighing of coal in transit. One of the roads promulgated its rules, providing that under some circumstances there was to be a charge of \$3.00 a car for re-weighing the coal at destination, the understanding having been that dealers should only pay \$2.00 per car for such service.

C. L. Dering, manager at Chicago for S. C. Schenck, agent of the coal department of the Delaware, Lackawanna & Western, returned the early part of the week from the "camp" of H. G. Stone, located on the Brule river, about thirty miles from Duluth, where he had several days of splendid trout fishing. This "camp" is one of the ideal spots of northern Wisconsin. It is located in a virgin forest and surrounded by natural springs. It consists of a number of houses used as dormitories, a kitchen, dining room and other buildings, and is in the primeval forest where there is an absence of all appearances of civilization except the camp itself, which is modern. Trout fishing at that point is the best in Wisconsin and Mr. Dering had a thoroughly enjoyable time. H. G. Stone, the owner of this pleasant summer home, is a member of the well known Chicago law firm of Gurley, Stone & Wood.

Sidney P. Hostler, president of the Hostler Coal & Coke Co., Ellsworth building, Chicago, and a director in the Clarksville Anthracite Coal Co., Clarksville, Ark., has returned from several days spent at the world's fair at St. Louis. The trip was for the purpose of visiting the fair, but also had a business side. At St. Louis Mr. Hostler met C. L. Pyle, president of the Clarksville Anthracite Coal Co. and they discussed matters in relation to the advancement of the company's interests. Mr. Hostler has been very enthusiastic in regard to the success of this business venture, but after his recent conference he was more than ever enthused and believes it will prove one of the best investments he has ever made. He says the fair is well worth going to see and that there has been much misrepresentation concerning the alleged disagreeable features; that he had no difficulty in obtaining good accommodations and the weather was ideal.

The marriage of Miss Margaret B. Rourke and Peter J. Delaney occurred Wednesday morning of this week in St. Thomas church, Fifty-fifth and Kimbark avenue, Chicago, only a few of the intimate friends of the contracting parties being present at the ceremony. Miss Rourke has been manager for several years past of the Rourke Plumbing Co., located in Hyde Park, this business having been established by her father. She has met with marked success in this role. Mr. Delaney is vice-president and general manager of the Chicago & West Virginia Coal Co., located in the Ellsworth building, Chicago, and has been identified with the Chicago coal trade for the past thirteen years, meeting with success. Following the marriage, Mr. and Mrs. Delaney left on an eastern trip. They will be at home at 369 East Fifty-fifth street, Chicago, after July fifteenth. THE BLACK DIAMOND joins with numerous friends of Mr. Delaney in the coal trade in extending congratulations. The wedding was the happy culmination of a romance extending over a period of five years, and among the numerous friends of Mr. and Mrs. Delaney was a source of surprise.

H. E. Bell, senior member of the firm of Bell & Zoller, Fisher building, Chicago, accompanied by Mrs. Bell, met with a serious accident last Sunday morning and only escaped death by a miracle. While returning in an automobile from the south side, where they had spent the evening, the automobile was struck by an electric car at Eighteenth street and Michigan avenue. Mr. Bell was thrown out and the debris of the automobile was thrown on top of him. His head was resting on the rail and if the electric car had moved a few inches further before it was stopped it would have crushed out his life. As it was, he was unconscious for several hours after the accident occurred. He was conveyed from the scene of the accident to the Auditorium hotel, where medical attendance was summoned and his injuries received prompt attention. Mr. Bell sustained a wide gash on his arm and many muscular injuries which were extremely painful. The injuries sustained by Mrs. Bell were not quite as severe, but she has not completely recovered from the shock and it probably will be several weeks before she does so. The blame for the accident is said to attach to the motorman of the electric car. It is a rule of the company that all electric cars shall stop before crossing Michigan avenue, but the motorman continued at full speed. The automobile was in charge of a chauffeur and was moving at the rate of eight or ten miles an hour. Mr. Bell visited his office for the first time on Wednesday of this week, but was still suffering more or less as a result of his injuries.

Technology of Coals.

Written By Dr. R. S. Moss.

ARTICLE VII.

In comparing the commercial value of various coals, one must take into consideration the purpose for which they are intended. Laboratory work is all very well as far as it goes, in fact, it is essential, but the unfortunate things about it is that so many chemists are devoid of practical training, and whilst the work they do may be accurate, yet its value in everyday practice is limited to such an extent as to be almost worthless. For instance, by means of the calorimeter, we determine the British thermal units, using oxygen gas, the whole of the hydrocarbons, including the sulphur, is consumed, hence we obtain the correct heat units, but then are we sure that of several coals they will arrange themselves in the exact order of heat units found, when used on a large scale in various manufacturing establishments? If they do not, then what is the use of the calorimeter? This is exactly what we desire to bring out. The calorimeter gives us the total heat units, but does not give us the comparative heat units, and, as I said before, the trouble with so many chemists is they take their work as practically conclusive, whilst it only shows the possibility. It certainly is very much different burning coal with ordinary atmospheric air as a supporter of combustion, as compared with pure oxygen gas, which will consume carbon or hydrocarbons in all their various forms. Yet the same carbon with atmospheric air as a supporter of combustion might not combine with the diluted oxygen, hence shows much loss heat units in actual work. It is these things a chemist ought to know, so that his work will prove valuable to the practical man. I could cite a number of coals, give their heat units, and yet we find they do not follow in order of efficiency as determined by the calorimeter. This is not in the least bewildering, though at first sight it may appear so, from the fact that the allotropic forms of carbon readily explain this difference, and a chemist must not only understand the possibilities of the coal he examines, but must be practical enough to determine its everyday value. If he does not possess this knowledge his work is more that of an automaton, and is of no value, except to scientific institutions.

Combustion Not Very Well Understood.

Combustion, whilst apparently simple, is not very well understood by those whose duties would appear to call forth from day to day an acquaintance with the process which causes coal to produce heat. Let us lay down a rule: Any hydrocarbon, either solid, liquid or gaseous, will by its combustion produce carbonic acid and water. Coal is a solid hydrocarbon, composed of carbon and hydrogen, in addition to moisture, sulphur, phosphorus and ash. The useful ingredients are carbon and hydrogen. When a coal is distilled out of contact with air, the so-called volatile combustible matter or hydrocarbon pass off, leaving the fixed carbon, termed coke, in addition to the ash, behind. The hydrocarbons which pass off are composed of carbon and hydrogen, the greater the amount of volatile combustible matter present in the coal and the greater the amount or volume of hydrocarbons that pass or distill off, the greater the amount of carbon united with the hydrogen and the heavier the hydrocarbon. These heavy hydrocarbons after passing off condense and form tar; the lighter hydrocarbons remain gaseous under normal temperature and pressure. If the tar was again distilled it would form hydrocarbons gaseous at ordinary temperature and pressure, leaving behind solid pitch or carbon. It naturally follows from this that the greater the volatile combustible matter present in the coal the greater the volume or weight of gas and tar that would be produced on distillation; then again the heavier the hydrocarbons, the greater the amount of tar. If two coals contained the same weight of volatile combustible matter one might produce more tar than the other under the same temperature of distillation. If the temperature was increased the tar would decrease and the gas would increase. The reason for this is due to the cracking away of some of the excess carbon, which, being deposited, increases the yield of coke and gas, so that the temperature at which it would be profitable to distill one coal might not give the best results with another. The greater the yield of heavy hydrocarbons and the greater the amount of air required for combustion, and again as a general rule the lower the temperature at which coal is distilled and the greater the yield of heavy hydrocarbons, it follows from all this that when a coal rich in volatile combustible matter is thrown on a fire, the amount of gas evolved depends upon the weight of coal used. Freshly fired coal produces a cooling effect on the fire, hence the greater the amount of coal fired and the greater the cooling effect, the coal distills for a time at a temperature far below the ignition point, producing dense black volumes of smoke until after a time the ignition point is reached, and if a sufficient supply of air is allowed complete combustion takes place without any visible smoke being emitted from the chimney. It will readily be understood from the foregoing remarks why anthracite coal does not smoke and why a coal containing fifteen per cent volatile combustible matter is practically smokeless as compared with one containing say thirty per cent, yet any coal containing volatile combustible matter can be made to smoke without regard to the amount of volatile combustible matter.

Quick Ignition Prevents Smoke.

The sooner a coal reaches the temperature at which ignition of the gas takes place, the less time such a furnace or stack will emit smoke. Where the volatile matter passes off very readily, it is a difficult matter to prevent smoke, and where the resulting fixed carbon burns slowly and is dead, it is also a difficult matter in any kind of furnace to prevent smoke. The so-called strong coals are those in which the carbon burns with a bright steady glow after the volatile matter has passed off. The ever-changing conditions in a furnace preclude the proper supply of air at all times, but the object to aim at is the best combustion possible, the method of and quantity of coal fired at a time; the rate at which the furnace is operated—all are factors to be considered. If one could regularly and evenly supply coal

in about the ratio of combustion, then given a proper amount of air there is no reason why high volatile coals should emit dense black smoke. This of course is best effected by automatic stokers. Where the feed is directed by the average fireman he loads his fires too heavy at a time or feeds very irregularly, which is about as sensible as opening four gas jets and only lighting one.

How to Determine The Efficiency.

To determine the efficiency one must make analyses of the stack gases. This, if several samples are taken—both at the moment fresh coal is fired and between the periods of firing—will show us just what is being done. The products of complete combustion are carbonic acid, water and possibly sulphur dioxide; therefore, the greater the volume of carbonic acid present, the more complete the combustion. If we find a large excess of free oxygen present it shows we had too much air; if we find carbonic oxide present it shows insufficient supply of air; if we find any hydrocarbons present, together with excess or free oxygen it shows distillation below the ignition point, hence the stack gases are a true index of the condition of the furnace and show us just what we are doing. We will now discuss the chemistry of combustion, and as chemistry is an exact science we shall find that a given weight of coal will produce the same weight of gases plus the ash and moisture.

(To be continued.)



Coal Men Picnic at Pottawattamie Park.

The committee on arrangements in charge of the annual picnic of the Chicago Coal Exchange this week decided on Pottawattamie Park, near St. Charles, Ill., as the location for the annual outing of coal men to be held on Saturday, July sixteenth. This park is located on the Chicago Great Western railroad and is thirty-five miles from the city, enabling the excursionists to make the trip in an hour. The whole of Saturday will be devoted to the outing and all the coal shipping firms in Chicago will be asked to close their offices on that day and give their employes an opportunity to attend.

The program for the day has been mapped out so far as general details are concerned. The special excursion train over the Chicago Great Western will leave the Grand Central station promptly at 9:30 a. m., and it is expected will arrive at the grounds at 10:30 a. m. Following the arrival of the coal men there will be a baseball game between The Black Diamonds and the Black Rocks for the championship of the year in coal circles. It is expected this game of baseball will last till the luncheon hour.

In the afternoon there will be a complete program of athletic and aquatic events similar to those a year ago at Kansasville, Wis. Elegant prizes will be provided for each of these events and it is expected they will attract a large amount of attention and arouse considerable interest. The return trip to Chicago will be made after dinner, served on the grounds.

The committee in charge of the sports desire to have all coal firms who care to do so notify them of any prizes they will contribute for the various events. All prizes or notifications concerning the donation of prizes should be sent to W. C. Hill, president of the Exchange or to L. R. Rutter, chairman of the committee on sports and games. Coal men, by notifying the members of the committee of donations can save the latter much time and there should be a ready response to this request.

The fare for the round trip, including luncheon and dinner at the grounds, has been placed at \$2.00 for each person. This is one dollar less than at the picnic a year ago, and it is believed will result in a large attendance.

Pottawattamie Park is said to be an ideal place for such a picnic. It is located on the Fox river, affording boating and bathing privileges, and the grounds are well adapted to sports and games of all kinds. No intoxicating liquors of any kind will be sold on the grounds, and the picnic promises to be a greater success than the one a year ago, if that is possible.



The announcement is made that Mr. Ira E. Stevens, "the machinery man," Old Colony building, has purchased an interest in the Aetna Foundry & Machine Co. and will look after the sale of the Aetna hoisting engines from his Chicago office. The Aetna Co. makes a specialty of heavy hoisting machines for coal mine equipment. Its extensive shops at Springfield, Ill., are completely equipped with the best up-to-date machinery for building high grade engines especially designed and adapted to the present condition of coal mining in the west. Mr. Stevens is well known among coal operators as handling only the highest grade of mine equipment, and while he will continue to represent and sell the extra heavy Robinson hoisting engines, this connection enables him to put on the market machines particularly adapted to the requirements of his western trade. He is thus in a position to furnish hoisting engines to meet all conditions, and as there is a strong tendency on the part of the western coal mine operators to install heavier and better machinery than has heretofore been commonly used, success will most likely follow the efforts of Mr. Stevens and the Aetna Co.



The Ottumwa Box Car Loader Co., Ottumwa, Iowa, and Chicago, Ill., reports sales of loaders this week as follows: Brazil Block Coal Co., Brazil, Indiana, one loader; Oglesby Coal Co., Oglesby, Ill., one loader; Athens Mining Co., Athens, Ill., one loader; Miami Coal Co., mine No. 3, Brazil, Ind., one loader. The success of this company has been remarkable and several sales of loaders are reported every week.



Hon. William Busby and James Elliott, extensive coal operators in Indian Territory, were in attendance last week at the republican national convention in Chicago, and while here contracted with Ira E. Stevens, "the machinery man," Old Colony building, to furnish three pairs of Aetna hoisting engines to be installed at their mines in the territory.

Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, June 30.

There is a continued demand for the domestic sizes of anthracite and, while in some directions the tonnage required is slightly decreased, enough business is still coming forward to take the current production and the market generally is firm. It is rather surprising how well the demand for tide and all-rail shipments keeps up, when it is considered that the tonnage already sent forward since April first is in excess of normal for that period of the year. The demand from the lake trade is large and this is taking a considerable proportion of the current production to that territory, in order to meet present requirements and fill up stocks for winter use. This is helping the situation in the east in that it regulates the shipments from the collieries and prevents any accumulation of coal at shipping ports. It has had the effect of making certain sizes in greater demand, and they are short with several of the shippers and more or less delay is experienced in getting them forward with the dispatch desired. Port Richmond continues to load on a large scale, though vessels are delayed from a week to ten days in getting cargoes. This is also the case with some interests in New York harbor on certain grades. Shippers generally report having enough orders on their books to carry them over into July, though it is possible that some of this business may have been induced through the current June prices in the hope of getting forward an extra cargo or two, and it may not be kept open for shipment at the July circular. The first of the month will see the price on the domestic sizes advance ten cents per ton, which is according to the policy of the trade for the season.

Fair Volume Of Business Expected In July.

It is not known what effect this will have on the buying demand, but it is thought, from the general needs of the trade that have not yet been provided for, a fair amount of business will likely develop during the coming month. The far east is still active and the larger proportion of the shipments to it are going by water in preference to the all-rail route, owing to better deliveries and the greater certainty of receiving the coal. Stove is still the size in largest demand and no one seems to be receiving all that is desired. Locally the market is quiet, and only occasionally orders are being placed to fill up any holes that are made in the stocks by the daily consumption, which, however, is light at present. Steam sizes are somewhat heavy and in some instances continue burdensome with shippers. The large production at the mines is causing an accumulation of these coals at a time when they are not in large demand, and the difficulty is to provide for them until the approach of the winter season. The holiday coming the first of the week, the mines will be closed down from July first to fifth.

Signs Of Improvement In Bituminous Trade.

The Atlantic seaboard soft coal trade is dull, but there are some signs of improvement from week to week, and as the stocks of anthracite increase in the consumers' hands, more attention will be given to bituminous coal. In another month, consumers will be considering a winter's supply and undoubtedly that will improve conditions some. This seems to be a time when raw materials sell low, if not below cost, and yet labor is high. Prices remain at low figures and it is hardly to be expected much of an advance will occur immediately. Any improvement looked for must be more in the way of production at the mines. The feature of the trade continues to be the curtailment at the mines, which prevents any accumulation at tide, though, of course, individual concerns at times get more or less coal there, which, however, is to be expected with the irregularity of transportation along several hundred miles of railroad.

Stopping Of Coal Movement Over Sunday A Hardship.

In the matter of transportation the stopping of all work from Saturday noon until Monday morning interferes more than would be expected and causes delay. Generally, with the prevailing dull conditions, this is not an unmixed evil, but produces a hardship to the individual who is endeavoring to get coal down to tide to load such charters as may be waiting there for cargoes. This is especially the case where prompt dispatch has been promised and delays have been calculated not to exceed twenty-four hours. Under regular conditions at the shipping ports, Sunday transportation was always the best of the week, but now is not only eliminated but disorganizes things and makes it doubly hard to count on prompt movement. Export trade is quiet, though every little helps at this time, and it is noted that some vessels are desirous for this kind of shipments. With the railroads looking for business, it would seem as if this was a propitious time for transportation interests to consider making a reduced rate to induce this export business and bring it to this country, where it properly belongs.

Trade in the far east is showing slight signs of an improvement in consumption in some directions. The amount of tonnage going to this territory is fair and principally upon contracts. The larger consumers are taking comparatively the larger proportion of their monthly allotments and are doing better than the smaller ones. Trade along the sound is generally dull, but comes in spurts and is just now much better than it has been for several weeks past. New York harbor trade is flat and showing less energy than the other districts with prices at a minimum. The lower grades are down to cost and below, while the better grades are also reduced in price, with an idea of meeting competition. All-rail business is quiet, though recent reductions in tonnage were not as great as formerly.

Transportation from mines to tide is fairly good and up to all demands of shippers, except in individual cases. Car supply is ample for all present needs.

In the coastwise vessel market vessels are up to the requirements and rates inclined to be weak at current figures. This apparently is a good time for vessel owners to reduce their freights to induce trade. We quote current rates of freight from Philadelphia as follows: Boston, Salem and Portland, 85c; sound ports, 70c; Lynn and Newburyport, 95c@\$.1.00; Portsmouth and Bath, 90c; Bangor, \$.1.00; Saco, \$.1.05 and towage; Gardiner, \$.1.00 and towage. New York rates are 70c around the cape.



Buffalo and the Lakes Trade.

BUFFALO, N. Y., June 30.—(*Special Correspondence.*)—The coal market, including both anthracite and bituminous presents no features this week, so far as this gateway is concerned. Continued heavy shipments by lake, and the holding up of rail orders mark the anthracite conditions. The bituminous coal market remains practically in the same poor condition that it has been in for the past eight weeks. Coke market conditions are not as favorable as they were a week ago. Bituminous sales agents are living in hopes.

When lake navigation was in full swing, it was expected that orders for coal by rail would fall off. But the sales agents are surprised to find orders for rail coal holding up as well as before. These sales agents cover considerable territory, which can not be reached by the lake shipments, and the retail dealers in that section are still completing their stock piles, preparatory to next winter. It reasonably may be expected that the increase in the price of coal on July first will have an effect on the number of these orders.

The shipments of anthracite from this port last week amounted to 102,066 tons. Compared with the same week last year, during which the shipments amounted to 83,120 tons, this shows an increase. But when the figures are considered in connection with the conditions which surrounded the early part of the season, this increase is not so significant of better market conditions. The amount of coal shipped to the upper lake ports so far this year is about 500,000 tons below that of last year. This shortage must largely be made up, if the season is to be as favorable as last year. At the rate of increase shown last week, last season's record will hardly be equalled. Last week's shipments show a decrease from those of the week previous, when 194,935 tons of coal were shipped up the lakes.

How Week's Shipments Were Distributed.

Last week's shipments were distributed as follows:

	Tons.
Chicago	35,800
Milwaukee	28,850
Sheboygan	11,000
Superior	5,000
Marquette	4,716
Toledo	3,450
Bay City	3,150
Racine	2,150
Fort Williams	2,000
Green Bay	1,500
Other ports	4,450

On Wednesday of this week new rates on coal to upper lake ports were put in effect. The rates now in effect are as follows: To Duluth, Ashland and Washburn, 35c, reduced from 40c; to Portage, Fort William and Sault Ste. Marie, 40c, same as before; Chicago river, south branch, 60c, same as before; Chicago river, north branch, 50c, same as before; to South Chicago and Milwaukee, 45c, reduced from 50c; Manitowoc, Sheboygan and Escanaba, 40c, reduced from 45c; to Gladstone, 35c, same as before; to Racine, Kenosha and Waukegan, 55c. The reason for the reductions made in some of the rates is not hard to discover. There has been a surplus tonnage offered to shippers since the opening of navigation. Shippers were not anxious to rush coal up the lakes. The surplus tonnage is caused by the new boats that have entered the trade this year, and by the general poor business on the lakes in other mercantile lines.

New Anthracite Cargo Record For The Lakes.

A new anthracite cargo record for the lakes has been established by the new propeller Augustus B. Wolvin, which left this port on Tuesday. She carried out 10,579 tons of coal, loaded at the Lackawanna coal trestle. The largest previous cargo ever taken out of this port, 7,689 tons, was carried by the propeller Isaac L. Ellwood, which cleared November sixth, 1900. She was drawing seventeen feet four inches forward and seventeen feet nine inches aft. The Wolvin was drawing at least eighteen feet with her cargo. There was some trouble in getting the boat under the chutes when the loading was started, as when light she is very high out of the water. The time that it takes to unload will be watched with interest, as the construction of the hold is unique, and is expected to allow the boat to discharge in record time. In unloading her cargo of ore at the Lackawanna steel plant here, possibilities for rapid unloading were shown, as over 600 tons were taken out every hour.

The bituminous coal market remains unchanged from last week. One sales agent places the blame for the present stagnation on the fact that many factories are now closed down for the purpose of taking inventory and making some repairs. They have consequently ordered the coal on their contracts stopped until they start up again. This feature is at present the worst one in the entire market. Otherwise, the conditions would not be com-

plained of so much. As soon as general business conditions are better, there will be an improved tone to the bituminous market.

Heavier Shipments Of Bituminous Are Expected.

Not much bituminous coal has been shipped up the lakes this season so far from this port, but heavier shipments are expected to be made the remainder of the season. The Rochester Coal Co., which is the only bituminous shipper from this port, has not put its car dump in commission this season, but expects to do so in a short time now.

Much bituminous shipping is being done from the other ports on Lake Erie, however. Reports from Cleveland say that the Baltimore & Ohio is forwarding about 150,000 tons of coal every week from Lake Erie ports now, and other shippers are rushing forward their coal to make up for the delay, caused by the masters' strikes.

Among the visitors in this city the past week were D. F. Maroney, vice-president of the Shawmut Coal & Coke Co., and A. S. Braznell, manager of the Dunkirk Coal Co.

The anthracite coal trade is still talking about the magnificent trip of the New York and Pennsylvania Retail Coal Association to the anthracite regions of Pennsylvania, and the excellent provisions for the success of the trip, made by Williams & Peters and the Lehigh Valley Coal Co. The trip, although physically over, will linger in the memory of all who participated for many years, and its effect will be felt in the way of better feeling between all concerned in the anthracite trade, and in the better understanding of coal mining, preparation and shipping by the retail dealers.



Baltimore Coal Conditions.

BALTIMORE, MD., June 30:—(*Special Correspondence*).—Despite the expected advance in the price of anthracite coal to consumers the trade has fallen off to such an extent in Baltimore as to miss the description "dull" by a very narrow margin. There are natural causes for this, however, the first being the large number of orders placed earlier in the year, and secondly, the annual exodus to the country and seashore. The stocks on hand in the various yards are ample for some time to come and the daily receipts are increasing these stocks.

Up to this writing the usual July first circular announcing an increase of ten cents per ton has not been received in Baltimore, but whether it comes or not the retail dealers have determined not to increase the price to their customers before August first. In this way the dealers hope to keep up an average trade throughout July.

The soft coal trade continues dull, despite the fact that plenty of cars are obtainable to move the products of the mines. The operators lay this condition of things to the small operators, who are turning out their coal at a practical loss because they need the money to continue operations. Vice-President Wheelwright, of the Consolidation Coal Co., had this to say concerning the situation:

Interview With Leading Bituminous Producers.

"The ending of the strike on the great lakes and the resumption of navigation has helped the trade a little, but it will not be long before the lake ports are fully supplied. People throughout the country are not doing the business they have been doing and, of course, do not need so much fuel. To meet this condition production must be curtailed. We are doing this by shutting down one or two mines at a time."

Mr. John K. Shaw, of Shaw Brothers, said:

"There is more coal being mined than there is demand for, and I know of one shipment that was sold under demurrage on a basis of thirty-five cents a ton at the mine. Of course, that was a case where the shipper could not get a sale for the coal and it had to be a forced sale to get the freight charges. Cotton mills, iron mills and other manufacturing concerns are closing or running on shorter time, and of course do not need as much coal. The railroads have less freight to haul and require less coal for their engines. That is why the coal trade is dull. Georges Creek coal is considered the best mined, and that is selling on a basis of \$1.40@1.60 a ton at the mines. I hope the fall will bring greater activity in the trade."

Ocean Freight Rates Are Dull.

Ocean coal rates are quoted as follows, with very little demand for hulls: Bath, Maine, Portland, Boston, Mass., Salem and Port Royal, S. C., \$1.00; Bangor, Maine, \$1.20; Portsmouth, N. H., \$1.05; New Haven, Bridgeport, New Bedford, Fall River, Jacksonville, Fla., and Charleston, S. C., 90 cents; Providence, 85 cents; Galveston, \$1.25; Savannah, 75 cents; Wilmington, N. C., 85 cents; Velasco, Tex., \$1.50; Tampico, Mex., and Vera Cruz, \$2.00; Key West, \$1.75. Following are the charters for the last two weeks:

Schooner Minnesota to San Francisco.....	Private terms
Schooner Augustas Welt to Boston.....	\$0.85
Barge steamship King Frederick to Vera Cruz....	Private terms
Brig John McDermott to Savannah.....	Private terms
Schooner John R. Penrose to Mayport.....	\$0.85
Schooner Katharine D. Perry to Boston .....	.85

The great four-masted steel steamer Minnesota is expected to come to this port next week to take a cargo of coal for San Francisco. She has a gross tonnage of 21,000 tons.



Boston and the New England States.

BOSTON, MASS., July 1.—(*Special Correspondence*).—The activity which has prevailed in the anthracite market since the opening of the new mining years is still effective and is resulting in a good many orders from trade not yet fully supplied. A considerable proportion of the coal shipped up to this time has been distributed to the consuming trade and where dealers

find any depletion in their stocks they are endeavoring to get forward an extra cargo or two before the full circular price is again effective. The opening of lake navigation, calling for large shipments to the western markets, has delayed somewhat the filling of business in this territory and is keeping the market strong. A fair amount of coal is still needed to fill up the shoalwater ports which close up with ice in the fall. These ports continue to urge for prompt shipments. Owing to the demand for certain sizes being disproportionate to the entire tonnage and exceeding the supply, delays are still experienced in getting these coals forward as quickly as is desired. The all-rail trade in this territory is slightly easier, though it is not noticed to any extent, as the transportation facilities are also curtailed. At retail, there is a good business doing and consumers are endeavoring to get their bins well filled before the cold weather arrives. Those who held off earlier in the season believing the price too high are beginning to think they were in error and are now placing orders more freely. Prices at retail show no change from figures prevailing for the past two months, and are as follows: Furnace, \$6.25; egg, \$6.50; stove and nut, \$6.75; Shamokin, \$7.00; Franklin, \$8.00.

Slight Improvement Noted In The Bituminous Trade.

Dullness continues to characterize the bituminous market, but some people are inclined to believe that the worst is over and that trade is gradually improving. A ray of hope is perceptible here and there, particularly on the higher grades of coal, yet general conditions are so dull that it is not seen how prices can improve even should the tonnage increase. Most of the coal coming forward is from the Virginia cape ports, the other points restricting shipments at this time. It is thought, too, that the coal is moving off a little more freely and spot cargoes are in consequence not so plentiful as they were, which is strengthening the situation. The principal business at this time is on season contracts, which are not well supplied and it is likely that there will be a further increased demand. Competition is very keen and shippers are paring down their profits to little or nothing, where there is the possibility of securing an order. Prices are low and show little change from recent quotations except when a cargo is under demurrage. Then it is simply a case of securing a buyer rather than one of price. Figures on Clearfield range anywhere from \$2.80@3.10 alongside, while the West Virginia coals are offering at \$3.25@3.40. The vessel market has ample tonnage and some delay is experienced in loading, though rates are easy. New York rates to Boston are 70c; Philadelphia quotes 85c, and the further lower ports 90c.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., July 1.—(*Special Correspondence*).—The anthracite coal market continues firm and a fair number of orders is still coming forward for shipment. As the local trade is thought to be pretty well supplied it is possible that the demand from this locality at present is largely influenced by the advance of ten cents a ton which becomes effective today, making the discount for that month only twenty cents. This was quite an inducement to secure some additional tonnage to keep down the average price on the total season's product. The urgency for coal during the week has also been a little greater than it was earlier in the month and shippers had more business than they could supply promptly. The demand for tidewater delivery is of considerable proportions and it is taking somewhat longer time than usual to load vessels at the ports. Line shipments to interior points are active for this season of the year when consumers usually give little attention to their fuel supply, though it is thought that a lull will shortly be felt with filling of the orders. The output at the mines is up to their capacity, though coal is not plentiful, due to the activity of the trade in the east and the larger shipments now being forwarded to the west and lake points. The tonnage is likely to be kept well in hand and in view of this and the plentiful supply of small sizes, the collieries will be closed down for four days, from today till Tuesday.

Steam sizes are very quiet at present and there is comparatively a light demand for them, which is in some instances interfering with the general trade.

Very Little Change In Bituminous Market.

The soft coal market shows no change from the last report and is extremely dull. The tonnage is cut down considerably in the mining regions and nearly all factors are feeling the situation more keenly than some of the other producing districts. The lower Atlantic seaboard shipping ports seem to be favored this year and will likely increase their tonnage over that of 1903. It is this tonnage that is principally affecting conditions in Pennsylvania and causing much of the current idleness at the mines. The fact that producers appreciate the situation and are curtailing the output to present needs is helping the trade materially. Some accumulations occur at both tidewater and line points and are caused by weak buyers cancelling orders at the last moment, or through individual producers whose needs are great shipping unsold coal to keep their operations going. The close watch that is maintained by the railroads at shipping ports and the rigid enforcement of car service regulations on all coal standing have also been effective in this connection. Prices are down on current business to cost and it is not evident how they can improve in the near future, even though the tonnage required may increase. Shipments going forward at this time are principally on contracts.

The coastwise vessel market is easy and rates have a downward tendency. Quotations are as follows: Boston, Salem and Portland, 85c; sound ports, 70c; Lynn and Newburyport, 95c@1.00; Portsmouth and Bath, 90c; Saco, \$1.05 and towage; Bangor, \$1.00; Gardiner, \$1.00 and towage.



The National colliery of William Connell & Co. at Minooka, Pa., has resumed operations after a short shut-down as a result of a disagreement between the company and its employees. The matters over which there was controversy have been adjusted and the men have returned to work.

Current Trade Notices.

Ira E. Stevens, "the machinery man," Old Colony building, reports recent sales of Robinson fans with direct connected engines to the Clinton Coal Co., Clinton, Ind., and the Blue Mound Coal Co., Blue Mound, Ill.

The Big Muddy Coal & Iron Co. at St. Louis, Mo., has contracted with Mr. Ira E. Stevens, "the machinery man" in the Old Colony building, Chicago, to install a Robinson fan with direct connected engine at its shaft No. 8, Bush, Ill.

Castner, Curran & Bullitt, Old Colony building, Chicago, have issued a very attractive booklet, calling attention to the list of track dealers in Chicago who handle C. C. B. Pocahontas coal, and also giving much valuable information about this well known coal. The book is nicely printed and contains much valuable information as to firing this and other bituminous coals.

The De Camp Coal & Coke Co., Old Colony building, Chicago, has issued its July circular, which is very attractive and is in very compact form and convenient for the use of dealers. It is bound in drab covers and is handsomely printed. Prices on a very complete line of bituminous coals and coke are given, in addition to important information concerning the leading coals sold by this company.

The Marquette Third Vein Coal Co., Marquette building, Chicago, has issued a folder for July calling especial attention to the value of Marquette Third Vein coal for threshing purposes and for steam use as well as for domestic purposes. The folder contains a return postal card with a list of the railroads over which this coal can be shipped. Marquette Third Vein coal is mined in the "Hocking Valley of Illinois."

The A. Wyckoff & Son Co., Elmira, N. Y., is now putting on the market a "Water-Proof Covering" for underground and exposed steam pipes, which is adapted for use in mines, and especially wet mines. It is absolutely water-proof and is practically indestructible under wet, exposed conditions. It is made of first-class non-conductive materials and is said to be much more effective in checking heat losses than anything else on the market. Full particulars will be sent on application to this company.

The Smokeless Fuel Co., New York, Cincinnati and Chicago, has won quite a victory in capturing a contract for 11,000 tons of its New River coal, to be supplied for government use at Hampton, Va. This company was the highest bidder, its price being eleven cents per ton higher than some of the other bids. All who bid were asked to put in a car to be used in tests, and this company has received the notification that on an economic test, notwithstanding the fact it was the highest bidder, the contract was awarded to it. Officers of the Smokeless Fuel Co. are much elated over the results, as is quite natural they should be.

The Broderick & Bascom Rope Co., St. Louis, is regarded as one of the best employers in the country by those who are fortunate enough to be employed by it. On June twenty-fifth it closed its factory for the entire day and gave to its 300 or more employes and their families free admission tickets to the world's fair and also entertained them at its own expense on the "Pike." This company has an attractive exhibit in the Manufacturers' building which should be visited by every user of wire rope. It is pronounced one of the handsomest, most unique, one-article display ever seen at any exposition. The day at the exposition was given with a view to permitting the employes of the company to see this exhibit as well as the many other attractive features of the exposition. It is needless to say that this generosity on the part of the firm was fully appreciated.

The Robinson Machine Co., represented by Ira E. Stevens, Old Colony building, Chicago, with main office and works at Monongahela, Pa., and general sales office in the Frick building, Pittsburg, Pa., has recently closed with the Sayre Mining & Manufacturing Co., Sayre, Ala., for a complete tail rope haulage system. The haulage machine is equipped with a pair of 14x18-inch engines. It has also contracted to furnish the W. K. Niver Coal Co., Baltimore, Md., with a pair of 20x30-inch hoisting engines, to be used at its slope mine at MacDonaldton, Pa. The company has also received orders recently for a sixteen-foot ventilating fan for Patterson & Robins, to be installed at their new mine near Meadowlands, Pa.; a twenty-foot fan for the H. C. Frick Coke Co. for its Red Stone air shaft near Uniontown, Pa.; a twenty-foot fan for the Hostetter-Connellsville Coke Co., Whitney, Pa., and a twenty-foot fan for the Westmoreland Coal Co., Irwin, Pa.

Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York.

Owners of one or two boats have allowed them to become prompt without chartering, and now they are particularly anxious for business, and are willing to accept rates lower than recently quoted to Cuban and West Indian ports, and are having difficulty in chartering, notwithstanding these concessions, owing to the fact that all prompt orders are out of the market. There is also a boat about 3,000 tons capacity, July loading, that has been chartered from the gulf, and is desirous of securing coal to Cuba, and is willing to accept \$1.20 to Havana or Matanzas. Otherwise there is little change in the freight situation. We would quote freight rates by steamer as follows: \$1.20@1.30 to Havana or Matanzas; \$1.70@1.80 to Cardenas; \$1.70@1.80 to Sagua; \$1.45@1.50 to Cienfuegos; \$1.30@1.35 to Port of Spain, Trinidad; \$1.50 to St. Lucia; \$1.45 to St. Thomas; \$1.60@1.70 to Barbados; \$1.30@1.40 to Kingston; \$1.20 and port charges to Curacao; \$1.85 to Demerara; \$1.65@1.70 to Bermuda; \$1.45 to Tampico; \$1.45 to Vera Cruz; 10@11s to Rio; 11@12s to Santos; 7s 6d@8s to a direct port in the Mediterranean, not east of the west coast of Italy, Spain excluded; \$5.00 to Manila; \$5.25 to a Japanese port.

In giving the above quotations, we can only quote in a general way, as freight rates to the same port vary, depending upon the size of cargo, and the despatch that can be guaranteed for discharging.

Mechanical Engineers Visit Milwaukee.

The recent visit of the Institute of Mechanical Engineers of Great Britain to Milwaukee, in response to an invitation from the president of the Allis-Chalmers Co., was described by President Wicksteed, of the institution, in his speech at West Allis, as "one of the pleasantest experiences that had come to the members during their American visit." "I do not know how these things are done," said he, "but this excursion has been perfectly managed. Two or three days ago in Chicago I met the president of this great company, and incidentally remarked to him that I had long desired, as I knew many of my fellow members had, to visit the famous engine works in Milwaukee. President Warren asked 'when will it be convenient for you and your fellow members to come?' and I replied 'the day after tomorrow,' and here we are, transported in some sort of a magical way, quietly, comfortably, without any apparent effort, by arrangements, which can only have been made over night, and yet are so admirably planned and carried out that they could not have been excelled had they been a long time in preparation. From the time we left the breakfast table in Chicago until we now return there in the evening, every movement has been thought out for us, and every comfort provided. I want to say in behalf of the officers and council and members of the institute, that this is the kindest, and most thoughtful and most generous thing that has happened in my experience of travel. This day, in one of the model engineering works of the world, is one that no member of our institute now present will ever forget."

President Wicksteed, Secretary Worthington and other members of the institute said that in the way of industrial sights they had never seen anything more impressive than the huge erecting shop of the Allis-Chalmers Co., filled as it is with engines ranging from thirty to 12,000 horse-power in process of construction.

Wisconsin State Contracts Are Awarded.

The state board of control of Wisconsin has awarded contracts for supplying coal to state institutions the coming year as follows:

State hospital for the insane, Mendota—Conklin's Sons, Madison, 3,500 tons of Carterville lump at \$3.45 a ton or Youghiogheny run-of-mine lump at \$4.10. C. F. Cooley, Madison, 500 tons gas coal at \$3.35.

Northern hospital for the insane, Winnebago—C. Reiss Coal Co., Sheboygan, 4,000 tons Pocahontas lump at \$4.10.

School for the deaf, Delavan—Conklin's Sons, Madison, 1,500 tons Carterville lump, \$3.35.

School for the blind, Janesville—W. H. H. Macloon, Janesville, 1,500 tons Wilmington lump, \$3.25.

Industrial school for boys, Waukesha—Beloit Lumber Co., Beloit, 3,000 tons Gartside nut at \$3.10.

Wisconsin state prison, Waupun—Contract for bituminous coal not let on account of experiments now going on with different kinds of coal. Milwaukee-Western Fuel Co., 250 tons anthracite at \$6.95.

State public school, Sparta—Conklin's Sons, Madison, 1,500 tons Youghiogheny lump at \$4.50.

Home for the feeble minded, Chippewa Falls—C. Reiss Coal Co., Sheboygan, 4,500 tons Pocahontas lump, \$4.35.

Reformatory, Green Bay—A. G. Wells Co., De Pere, 2,500 tons Hocking lump, \$3.35.

Omaha Coal Men to Go to the Fair.

Omaha coal men and dealers from Iowa and Nebraska are preparing to take a trip to St. Louis to attend the world's fair on Coal Men's Day, July twentieth, in a special car, and if there are a sufficient number of them it will probably require several special cars. Secretary R. E. Harris, of the Iowa and Nebraska Retail Coal Association, Omaha, Neb., has the arrangements in charge and hopes to secure a large attendance. At the recent convention, held at Sioux City, the matter was brought up and called to the attention of the retailers.

Secretary Harris will secure for this trip special rates, probably over the Wabash railroad into St. Louis, and will see to it that all the accommodations are the best that can be obtained. Dealers and coal men who care to take the trip should notify him at once and he will furnish them with information concerning the cost of the trip, hotel accommodations and other important particulars. By going in a party of this character it is probable it will add materially to the enjoyment of the trip.

Chicago coal men have not yet made definite arrangements as to how they will take the trip to St. Louis for "Coal Men's Day." It is certain there will be a large attendance, but no concerted action is being taken toward arranging for the Chicago contingent to go in a body, although this may be taken up later either by the Illinois and Wisconsin Retail Coal Dealers' Association, the Chicago Coal Exchange, or both.

The officers of the National Council of Retail Associations are receiving a generous response to their request for funds to pay the expenses of coal men's day, but are in need of more money. Coal shippers and operators who desire to aid should send their contributions to Secretary James T. Eamans, Detroit, Mich.

Following is the statement of coal and coke originating on the Pennsylvania lines east of Pittsburg and Erie, for the week ending June eighteenth, 1904, and for equal periods of the years 1904 and 1903 for comparison:

	Week ending June 18, 1904.	Year to June 18, 1904.	Year to June 20, 1903.
Short tons—			
Anthracite coal	104,837	2,037,660	2,135,934
Bituminous coal	509,393	12,383,328	12,771,329
Coke	141,866	3,999,037	4,708,434
Total	756,096	18,420,025	19,615,697

Eastern General and Personal Notes.

Vice-President C. E. Henderson, of the Philadelphia & Reading Coal & Iron Co., who has been in Europe for the past two months, sailed for home June thirtieth, via the steamship Bavaria.

W. G. Keen, shipper for the Davis Coal & Coke Co., was among the unfortunate who were bereaved by the Slocum fire, in the loss of his sister, who was aboard the steamer when it sank.

Proposals will be received until July sixth by the president of the borough of Queens, for furnishing the public buildings with 400 tons white ash, anthracite and egg coal, and 100 tons stove size.

J. C. Loventzen, who recently went with the Skeeel Coal Co. as salesman, resigned his position to represent C. C. Bowman, the anthracite coal operator, with offices at 143 Liberty street, New York.

Mr. Rafetto, of the firm of Hite & Rafetto, Philadelphia, the well known miners and shippers of high-grade gas coals, was in New York during the week on a business trip and incidentally called upon some of his friends.

Samuel T. Peters, accompanied by Mrs. Peters, returned home last week, after spending about six weeks abroad. The trip has been highly beneficial to Mr. Peters, who is looking much refreshed, as a result of the change and rest.

Fire destroyed the coal pockets, trestle and part of the stock of the David Judson Coal Co., at Troy, N. Y., Wednesday evening of this week. Only the office was saved. Origin of the fire is unknown. The plant was partially covered by insurance.

The Delaware, Lackawanna & Western railroad has already recovered from the loss of its piers by fire recently, to the extent of now being able to ship over its No. 9 coal pier. Work on the other piers is progressing rapidly and is being completed as quickly as possible.

John H. Meyer has temporarily closed his office at No. 11 Broadway, New York, owing to sickness in his family, which is preventing him from attending to his business. He directs that all business be sent to the firm of Meyer, Denker & Hoerig, at 910 East Fifth street.

W. A. Marshall, of Righter & Marshall, returned the first of the week from a trip to the mines in the Altoona, Pa., field, from which they are considerable shippers. He reports the situation there as very slack, and where mines are not actually shut down, they are running on reduced time.

E. E. Loomis, vice-president of the Delaware, Lackawanna & Western railroad, has gone west by special car to visit the company's sales department in that territory and the lake ports receiving this coal. He will also pay a visit to the St. Louis exposition before his return, and will be absent several weeks.

George D. Moon, treasurer of the Anthracite, Bituminous Coal & Coke Co., at 29 Broadway, N. Y., left last week for upper Pennsylvania to enjoy a short rest. Mr. Moon has been closely confined to the duties of the company for over a year past, and was in need of a change, in order to recuperate.

George J. Gould, of the Wabash railroad, with his wife and daughter, sailed for Europe Saturday on the St. Louis. Mr. Gould stated that his trip was one purely of pleasure and for a rest. He also said: "I think business is improving in all directions, and believe there is going to be a general revival all along the line."

An instance of the vessel rate situation is demonstrated by the schooner Dorothy Palmer, capacity 4,500 tons, which has been lying in Philadelphia for six weeks trying to get the combine rates of ninety cents to Boston. Other boats accepting lower rates have made two trips east during her idleness, and it is evident that the ninety cent rate is not a paying proposition.

Orders have been issued by most of the anthracite producing companies and individual operators to close down their mines from July first to July fifth, on account of the holidays intervening. This will give the men two holidays, besides Sunday and the Fourth, and will probably help to relieve to some extent the market on the small sizes which are becoming long with most producers.

R. H. Williams, of Williams & Peters, No. 1 Broadway, New York city, accompanied by his wife, sailed on Wednesday, June twenty-ninth, via the steamship Oceanic for Europe, to enjoy a period of rest. Mr. Williams has, for several years, been very closely confined in a business way to his various interests, and decided that a change would be agreeable at this time. He will remain abroad about two months.

The board of education of Philadelphia, in anticipation of higher prices later on, owing to the summer advances, is calling for coal supplies needed next winter. Bids will be opened for the necessary requirement on July sixth. No appropriations, however, have yet been made. The board requires \$100,000, while only \$15,000 remains of the original appropriation of \$90,000, which was nearly all expended last winter.

The coal firm of Burns Bros., with headquarters at 26 Cortland street, New York, have purchased the coal interests and plant of Lowther Bros., 425 East Thirty-second street. This closes the career of one of the oldest and best known retail coal firms in this city. The advantages of this purchase to Burns Bros. are considerable, giving them facilities in that locality, which will enable them to handle a much larger tonnage.

Otto R. Erklin, salesman for the West Virginia Coal Co., has just recovered the body of his five-year-old boy, who was among the lost, due to the

Slocum disaster. It appears that his wife, with their three children, went on the excursion, and with the assistance of the nurse, in some miraculous manner, got ashore and saved the two younger children. Mr. and Mrs. Erklin have the sympathy of the entire trade in their bereavement.

George E. Warren, of the Warren & Monks Co., Boston, Mass., was in New York during the week in connection with the company's interests. He reports improved conditions in the east, and says shippers are now well out of the woods. May, with this company, was a better month than April. June promises to be better than May. The tonnage from Newport News is coming forward in larger volume, and is only delayed by lack of facilities at shipping ports.

C. R. Ellicott, resident manager of the Andersen Coal Mining Co., at Fallen Timber, Pa., was in New York city the first of the week in the interest of the company. Mr. Ellicott also attended the New York and Pennsylvania Coal Dealers' convention at Scranton and Wilkesbarre last week, and his trip to this city was practically a continuation of that visit. He reports a quiet market, though the standard qualities of this company's Peerless coal is bringing in enough orders to keep the mines going.

The Warren & Monks Co. and Jerry Cambell, son of C. Cambell, vice-president of the Metropolitan Coal Co., of Boston, Mass., have secured a controlling interest in the Eastern Coal Co. at Providence, R. I. This company was a consolidation a few years ago of R. B. Little & Co., Pomroy Coal Co. and the Interstate Coal Co., and was naturally the largest concern at that point having the best facilities in that harbor. There will be no change in the management of the company, and all business will be conducted along the lines that have prevailed in the past, though J. Cambell will be active in the engineering and purchasing departments.

J. B. Weir, general manager of the Falling Rock Canal Coal Co., of New York, returned last week from a ten days' trip to the company's mines in West Virginia. He reports a satisfactory condition at these operations, and looks for a large production. The popularity of this coal as a domestic fuel has obtained a wide reputation since its introduction some years ago on account of its superior qualities and the careful methods employed in preparation, both of which are steadily increasing the output of these mines. The company is carrying an increased number of orders over former years, which is keeping it busy making shipments, especially at lake points, the latter having been delayed on account of the strike situation.

It will be a source of much regret to the many friends of George E. Barnett, general manager at New York of Percy Heilner & Son, to learn of the sudden death of his wife from apoplexy, on Thursday last, while at their summer home in Belmar, N. Y. Mrs. Barnett had been in good health, and only recently removed to this place. The body was taken to 281 Clinton avenue, Newark, N. J., their home, at which the funeral occurred on Sunday, last. Many of Mr. Barnett's friends in the trade showed their sympathy at his loss and the deep respect in which he is held, by attending the services, and sending floral decorations. THE BLACK DIAMOND joins in extending regrets and sympathy at the loss which is such a severe one to him.

John Tucker Murdock, general manager and a member of the coal firm of Alfred Tucker & Co., with offices in the Harrison building, Philadelphia, and No. 1 Broadway, New York, committed suicide on Wednesday of last week at his home in Riverton, N. J. Ill health, due to nervous breakdown, is held responsible. Mr. Murdock arose early that day to prepare for a business trip to Boston. After breakfast, during which he chatted pleasantly with his wife about the trip, he went upstairs to a vacant room. There he was found about seven o'clock by a servant lying on a bed with a bullet wound through his temple. When found life was almost extinct. He died within an hour. He was forty years old, prominent socially, and his death has come as a great shock to the trade in which he was highly esteemed. He leaves a widow and five children, the eldest of whom is fourteen years.

It will be of interest to the coal trade generally, and especially the shippers over the New York Central railroad, among whom F. E. Harriman, general coal agent of this railroad, has a large number of friends to know that he is slowly improving from his recent illness. He was attacked with grip about a month ago, and, owing to complications arising, has been unwell ever since, but his general health is now better, and he hopes to be around again shortly. Mr. Harriman is one of the best posted men in the coal trade today, having an experience of many years' service, and was one of the pioneers and progressive spirits in developing the Beech Creek region. He was made general manager of the Beech Creek railroad after its construction, and most of the work involved in building this road was carried out under his instructions, as well as the developments made subsequently.

A conference of car service officers of the Pennsylvania, Baltimore & Ohio, the Reading and the Central Railroad of New Jersey was held the first of the week in the Reading Terminal building at Philadelphia, to discuss the question of tidewater demurrage charges on coal. It is evident that the present system is not working to the entire satisfaction of the trade, and its enforcement, where charges are asked to be paid in advance, is in some instances delaying the coal, rather than getting it out of the way. Many shippers are refusing to pay demurrage, on the ground that it is not legal. They have been taking legal advice on the matter as to the best methods of securing redress. It is thought that this meeting is the primary step on the part of the railroads to adjust this matter and to forestall any further difficulty. The result of the conference was withheld, but the subject will be followed, it is understood, to a satisfactory issue. A happy solution of the much-mooted car question has been prayed for continually, and it is to be hoped it may be realized shortly.

Plant of the Consolidated Fuel & Lumber Co., in Michigan.

One of the most modern retail coal yards in the northern Michigan Peninsula is that of the Consolidated Fuel & Lumber Co., at Ishpeming. This company also has a yard at Negaunee, Mich., which stands only second to its Ishpeming property in point of equipment and in the tonnage of coal handled.

This company is a consolidation of the business of F. W. Read & Co. and F. Brastad & Co. at Ishpeming and F. W. Read & Co. at Negaunee. It was formed on St. Patrick's day in 1902 and has been very successful, both in the remarkable growth of its business since that time and in the increase of tonnage. In addition to handling anthracite and bituminous coal and hard wood, the company also does a large business in all kinds and grades of lumber, sash, doors and blinds, and at its Ishpeming branch has a well equipped planing mill. The officers of the company are as follows: President, E. F. Heyn; vice-president, James Clancy; secretary, A. B. Miner; treasurer and general manager, R. P. Bronson. These men are all well known in northern Michigan and several of them have various other extensive interests in the Peninsula country. In addition the board of directors contains a number of gentlemen prominent in the state of Michigan. D. McVichie, one of the board of directors, has lived in Ishpeming for the past thirty-eight years and is a prominent capitalist. A. Maitland, another of the directors, is Lieutenant-Governor of Michigan; J. H. Winter

The year just closed was one of the most successful in the history of this company. Its business is operated on business principles throughout and it is already one of the leading factors in the fueling business in the Peninsula with encouraging prospects that a further remarkable expansion will occur in the immediate future.



Executive Board of Illinois Retail Association Meets.

The executive board of the Illinois and Wisconsin Retail Coal Dealers' Association met at the office of the association, 1419 Monadnock block, Tuesday. The meeting was called to order by President Thompson at 10:30 a. m., the roll call showing the following members present: L. Waldo Thompson, president; Frank Mosher, vice-president; DeLos Hull, R. C. Brown, S. J. LeFevre; F. E. Lukens, secretary.

It was moved that Mr. F. E. Lukens be re-elected as secretary of the association for the coming year. Motion seconded and carried unanimously. Secretary Lukens reported that there were only eleven complaints on file, and that none of them needed any action by the board for settlement. As authorized at the annual convention of the association, held at the Sherman



WELL EQUIPPED RETAIL YARD OF THE CONSOLIDATED LUMBER & FUEL CO. AT ISHPERING, MICH.

is mayor of Negaunee; H. O. Young is a member of congress and George A. Newett is a well known capitalist. These directors, together with the officers of the company, are the leading citizens of that part of the state and represent a capital many times that invested in the coal and lumber company. The active management of the corporation is vested in R. P. Bronson, who is an active business man of ability and who has contributed largely through his own able efforts to the success the company has attained the past two years. Wm. M. Argall has charge of the main office of the company at Ishpeming and J. H. Fenner is cashier and in charge of the Negaunee branch.

Description Of The Ishpeming Yard.

Anthracite and bituminous coal handled by this very successful company are secured by way of the great lakes and are unloaded at docks at Marquette, Mich., from which point the coal is transported by way of the Duluth, South Shore & Atlantic to the yards of the company. The Ishpeming yard is thoroughly modern in every respect. Coal is unloaded from cars which are switched to an incline trestle, directly into immense coal bins having a storage capacity of 6,800 tons of anthracite. When deliveries are to be made the wagons are loaded direct from the underside of these bins by means of chutes. This method of handling is the most economical that could be devised, considering the tonnage of the company, which amounts to about 8,000 tons of anthracite yearly, and an equal tonnage of bituminous coal. The company also does an immense business in hard wood, which is still one of the principal fuels of that territory, last year it having sold 10,000 cords. The present year it will probably increase its fuel business and has already stocked a large amount of coal and nearly the entire supply of hard wood it will require.

As indicated by the illustration, the yard of the company is very large and will afford facilities for further expansion. In addition to the coal storage plant and trestle, it is also equipped with a modern planing mill and plenty of storage room for dry lumber as well as for pile lumber.

House June fourteenth and fifteenth, the president then appointed the following legal committee: W. M. Sanford, chairman; E. H. Keeler, R. C. Brown.

Discuss Plans To Increase The Membership.

Plans for increasing the membership were discussed, and it was suggested, and was the sense of the meeting, that it would not pay to hold any local meetings until sometime during the latter part of September. Secretary Lukens read a letter drafted to be sent to all non-member dealers in Illinois and Wisconsin, telling them of the work of the association and inviting them to join. It was moved and seconded that the secretary be authorized to send out this letter, or such a letter as he deems wise. Motion carried unanimously.

It was moved that further action on the short weight matter be deferred until the next meeting of the board. Motion seconded and carried. It was moved that arrangements be made for holding a semi-annual meeting in Wisconsin in December. Motion seconded and carried unanimously. Secretary Lukens reported the condition of the defense fund, and after discussion, it was moved that the secretary be authorized to send out a letter inviting members to contribute to the defense fund. Motion seconded and carried.

It was suggested, and was the sense of the meeting, that further action on the demurrage question be deferred until the next meeting of the board pending further developments. Upon motion the meeting then adjourned.



Secretary of Coal Company Resigns.

At a meeting of the board of directors of the Bluefield Coal & Coke Co., held at Bluefield, W. Va., last Saturday, Charles B. Bell tendered his resignation as secretary of the company, to take effect July first. Mr. Bell has not fully recovered from an appendicitis operation in November, last, therefore he will take a much needed rest of a month or more before engaging in business again.

In The Field of The Retail Dealer.

Written for The Black Diamond.

R. R. Farrell, local manager of the Robertson Lumber Co., retail dealers in coal and lumber at Crystal, N. D., has invented a coal book, which he is using in his business and which he is putting on the market in a small way. Mr. Farrell evolved this plan as a result of his own experience.

He desired a form of memorandum for each sale he made so that he could check up each night to know the kind of coal that had been sold and check up his entries on his day book to ascertain if he had forgotten to charge any coal, had made any charges which were incorrect or had charged the wrong kind of coal.

For this purpose he had printed a book of 100 pages containing four of each of the memorandum blanks to each page, reproduced in the illustration on this page.

These sheets can either be used loose and stuck on a spindle, after each one is filled out, or they may be used in bound form and checked off from each night.

They are invariably used when making a sale and a complete memorandum of the transaction is made on one of the memorandum blanks.

There is a place for the date which should be filled in; a place for the name of the purchaser if the coal is to be charged; if it is paid for when bought the word "cash" can be inserted in the blank after name.

There is also a blank for the kind of coal which should always be filled in, so that no mistake may be made in transferring the charge to the ledger or the daybook and charge the wrong kind of coal.

There is also a blank for the place at which the coal is to be delivered, if it is to be hauled from the yard, and the usual blanks for the gross weight, wagon weight and the net weight of the coal, with a blank in the lower right-hand corner for the amount of the purchase.

This blank is especially adapted to the country retail yard where the dealer may have a number of customers waiting with farm wagons for a load of coal, all of whom are in a hurry. In such cases the blanks should be carried by the dealer into the yard with him and then each entry should

collected they can be used for transferring the different items to the invoice to be sent to the customer. In other lines of business this is quite often done. When the customer buys a bill of coal the carbon copy is given to him showing the amount, kind of purchase and date of transaction. He can also file this away as a memorandum and when the bill is presented it may be referred to.

If several such sales slips are made out before the bill is paid the total from number one slip should be carried forward to the number two slip of the same customer, and the latter should show the aggregate total, which should be carried forward to the number three slip which should show the amount of that purchase and the total of the three purchases, and so on to the last slip.

Plan To Bill Out From Memorandum Slip.

In many lines of the retail trade this system is followed minimizing the work of keeping track and posting each sale into the ledger and then transferring it to the invoice when the monthly bill is sent out.

Where there are a large number of charge accounts and many sales this results in a remarkable saving of time, and in a large business will do away with the necessity of employing at least one bookkeeper, if not more, which is to be desired as reducing expenses.

The methods of bookkeeping are constantly changing, and there are many improvements over the systems in force ten or fifteen years ago, which were regarded as somewhat cumbersome at that time, and which would be looked upon as still more so in this modern age.

In writing to THE BLACK DIAMOND concerning the book and its uses, Mr. Farrell said:

"Regarding the Coal Book, which I have issued, will say that it is on the market in a small way, and I can furnish them at fifty cents per 100 pages. In order to give you an idea of the conditions will say that I am the agent of the Robertson Lumber Co., handling coal and lumber at retail. My book is for the country coal trade where there is farmers' trade, as well as dray deliveries. The principal object is to keep the agent or yard man from overlooking a sale, or getting the different kinds of coal handled mixed up.

"In the evening at the close of business, with this book, you can go over your work and check sales against your cash sales sheet, and your time sales against your time sales sheet. One side of the leaf is blank on which to do your figuring. If there is any complaint you can refer at once to the date the customer got the coal and show him just how you figured it, how much he got, the price and the kind of coal.

"If the dealer is running a small business of his own he can post directly from his coal book to the ledger. Or by using carbon and perforated sheets he can take the original entry and use that for a bill to collect by and have the copy to post from."

One Source Of Loss To Retailers.

There is one source of loss to retailers which they do not always look upon in that light. This is found in the sale of small lots of coal, such as a quarter of a ton or a dollar's worth, and sometimes even so small a quantity as a half-dollar's worth.

Most dealers sell a quarter of a ton of coal on the pro rata basis of a ton. If the latter is \$8.00, they will sell the quarter of ton for \$2.00, and never stop to think that every time they are doing this they sustain a loss. This loss is almost certain to occur if they deliver the coal, because it costs within a few cents as much to deliver a quarter of a ton of coal as it does to deliver a ton or several tons.

On the quarter of ton, however, if the price is in proportion to that of a full ton, the profit is only twenty-five per cent of that on the whole ton.

Let us get down to figures on this matter and we can easily ascertain where the flaw in such a plan exists.

The average cost of handling, delivering and carrying into customers of a ton of coal, including unloading it from the cars, is eighty to eighty-five cents. Of this cost about two-thirds is a delivery charge for the maintenance of wagons and horses, and the pay of a driver or fifty-five cents. The average gross profit on handling coal is \$1.00 a ton, leaving a net profit of twenty cents on each ton of coal, after all expenses are paid.

Supposing we deliver a quarter of a ton of coal, and the cost to the dealer of coal, which he purchases at \$7.00 a ton and sells at \$8.00, would be \$1.75. His expense of handling, unloading, weighing, etc., would be about seven cents, which would bring the cost up to \$1.82, without considering the haulage.

If it costs him fifty-five cents a ton to haul a ton of coal, it will cost him almost as much to haul a quarter of a ton, because the same time is required in moving the coal, and the services of the same vehicle and driver are needed. This would make the expense of delivering that quarter ton of coal fifty or fifty-five cents, which, added to the cost of \$1.82, would cause a loss of 32 cents. But for the sake of being absolutely fair, estimating that it cost only half as much for delivering the quarter of ton as the full ton, which would not be borne out in practice, he would still be out seven to ten cents if he sold the coal at \$2.00 per quarter ton delivered.

The dealer who wishes to come out whole in the sale of quarter and half tons of coal must charge twenty-five to thirty-five cents more in proportion for these small lots than he does for the ton. This is the only possible way he can get his money back. He must sell his quarter of ton for \$2.25 to \$2.35, according to the expense of doing business, and he must sell his half ton at from fifteen to twenty-five cents more than the proportionate price, or he will lose money. Most successful dealers do this, but there are some who do not.

THE YARD MANAGER.

Date _____ 190 _____

Name _____

Kind _____

Delivered _____ Bin _____

Load _____ lbs

Wagon _____ lbs

Net _____ lbs \$ _____

PAGE FROM COAL DEALERS' MEMORANDUM BOOK.

be made as the farmers' wagons are loaded. In this way all possibility of omitting a charge will be avoided, and all the coal sold on credit will be shown in the different memorandums made from time to time as each wagon load is moved out.

It frequently happens that a dealer in attending to several customers, all of whom are in a hurry, will forget to put down one or more loads of coal sold, on his books, and, as a result, unless he happens to remember it afterward, he is out several dollars, when by adopting such a plan as this he could avoid it.

Will Help To Simplify Book-keeping.

If a dealer is doing his own bookkeeping he can simplify it very materially by adopting this plan. This can be done by doing away with all entries into the daybook of sales, and by entering each item directly from these memorandum blanks into the ledger. The posting of the entries in this coal book to the ledger at the close of business each day would be comparatively a simple matter. Of course, if a cash and expense account is kept these items should be entered in a daybook or in some book of original entry, but otherwise the sales could be entered from this book, without any danger of missing any of them if they are taken in the order in which they were made.

In many lines of retail business some such system is now employed, and the only use to which a daybook is put is in the matter of entering such original items as expense account, invoices and similar ones, for which an original memorandum entry is necessary.

If all these blanks are retained they can also be made to serve another purpose, and that is to check up sales from a certain bin or bins for the purpose of ascertaining if the coal weighs out as much as it weighs in, and how much the loss has been in handling it from the cars to the wagon.

To still further simplify the matter of bookkeeping these memorandum blanks may be made in duplicate whenever a sale occurs by use of a carbon paper, thus making two entries of each sale in the "coal book."

Instead of entering the memorandum in a ledger all of the memorandums of sales to one person or firm can be filed away, and when the bill is to be

Western Retail Notes.

Earl Simonton is a new retail coal dealer at Tuscola, Ill.

H. L. Meyer & Co. have succeeded August Eche in the coal business at Hilbert, Wis.

George W. Alley, a coal dealer at North Vernon, Ind., was recently in Chicago on a business trip.

A. W. Clark is a new retail coal dealer at St. Joseph, Mo. Mr. Clark was formerly with Swift & Co. at that point.

Charles Harris, of Lansingville, Ohio, has opened a new coal yard at Haselton, Ohio, and will handle all descriptions of coal.

The Western Elevator Co. is having plans made for new coal sheds, which it will erect at Ellendale, S. D., in time for the fall trade.

C. R. Davis has leased a tract of land at east Oak and Second streets, Portland, Ore., and will commence at once the erection of large coal bunkers.

The Knights Prairie Coal Co. has been incorporated at McLeansboro, Ill., with an authorized capital of \$2,500. The incorporators are D. F. Sandusky, W. J. Sayers and W. F. Carr.

The Winnor & Torgeson Lumber Co., a line yard concern, has removed its offices from Toronto, S. D., to Minneapolis, Minn. It owns a large number of coal and lumber yards throughout the west.

The Cosmopolitan Fuel Co. has been incorporated in Chicago with an authorized capital of \$200,000 to deal in fuel and coal. The incorporators are John W. Minges, Francis Kramer and Vitalis Ochs.

Spontaneous combustion recently caused a fire in the bituminous coal stock of the H. Choate store at Winona, Minn., causing a loss estimated at from \$500 to \$1,000. The loss was covered by insurance.

Sprague & King, dealers in coal and feed for many years at Chardon, Ohio, have sold their business to Clarence F. Warner, of Chardon. Mr. Warner was formerly a street car conductor in Cleveland, Ohio.

The Youghiogeny Gas Coal Co. has been incorporated at Detroit, Mich., with an authorized capital of \$10,000. The incorporators are Thomas J. Amketell and Frank F. Tillotson, of Detroit, and Charles E. Cartwright, of Toledo.

A. G. Humphrey and Charles Greenlee have entered into partnership at Henry, Ill., and will engage in the coal business. Scales and sheds will be erected at once. Mr. Humphrey is an experienced coal man and both are well known at that point.

Two coal firms at Jackson, Mich., have been consolidated. They are Collins & Hahn and Murray Dalziel. The name of the merged companies will be Collins, Hahn & Dalziel. The new firm will operate both the yards owned by the individual concerns.

John M. McGuire and Matt Mosier have purchased the coal and lumber yard owned by the heirs of the late Peter Leindecker at Lafayette, Ind., and will operate it in the future. Both are well known at Lafayette and start in business under favorable conditions.

Lyon Bros., coal dealers at Menominee, Wis., have closed a deal for the lease of the dock of the Leisen & Henes Brewing Co. and will use it for handling and storage of lake coal. They will make a number of improvements in the dock in the fall, increasing its storage capacity.

Teske & Rohy, dealers in coal and wood at Chaska, Minn., have completed a large coal storage shed and have stocked it with all descriptions of fuel sold in that city. There are now three firms engaged in the coal business at Chaska: Joseph Ess, Riedele & Casper and Teske & Rohy.

There is trouble over the award of the coal contract at Springfield, Ohio, to supply coal to the township trustees. The award was made to the People's Coal Co. at \$3.00 per ton for Hocking coal, while Ulrick & Williams claim to have put in a bid to supply the same coal at \$2.72 per ton.

The Retail Coal Dealers' Association at Dayton, Ohio, recently held an outing for the purpose of promoting sociability among its members. The association chartered a special car over the Dayton, Covington & Piqua road and went to Englewood, where a banquet was held at one of the local hotels.

The board of education of Toledo, Ohio, has awarded a contract for coal for the coming year to A. G. Blair & Sons, of that city, who will furnish 6,000 tons of Jackson Hill coal at \$2.36 per ton for run-of-mine. The Toledo Ice & Coal Co. will furnish 100 tons more or less of anthracite at \$6.25 per ton.

M. J. Hornberger, formerly with the West End Supply Co., at Youngstown, Ohio, has purchased a site on West Federal street in that city, and will establish a new coal yard. Storage pockets will be built with a capacity of 1,000 tons of coal, and switches are being built by the Erie railroad to the new location.

R. W. Shugart, of the Marion Wood & Coal Co., Marion, Ind., has completed negotiations for the purchase of the business of the Gauntt Wood & Coal Co., and will conduct the business of this company in addition to that of the company in which he is already interested. The purchase also included about 1,500 cords of wood.

The board of trustees of the Girls' Industrial Home at Delaware, Ohio, is advertising for bids to furnish coal to that institution during the year from August first, 1904 to August first, 1905. Bids are to be sent to T. F. Dye, secretary, Rathbone, Ohio, on or before July thirteenth, and must be accompanied by a certified check of \$300.

The financial difficulties involving the E. A. Hamilton Coal Co., of

Grand Rapids, Mich., which were recently mentioned in THE BLACK DIAMOND, have resulted in involuntary bankruptcy proceedings. The petition was signed by three large wholesale companies, who allege that an act of bankruptcy was committed in giving a trust mortgage by the company to Willard R. Griffiths.

Coal dealers at Terre Haute, Ind., who recently drafted an ordinance and introduced it into the city council to prevent the sale of shortweight coal in that city are afraid the ordinance has been shelved by the council. It should have been placed on passage before, but has been held up. It is said the Retail Coal Dealers' Association will take the matter up at its July meeting and will press the council for the passage of the ordinance.

The Retail Coal Dealers' Association of Terre Haute, Ind., at a recent meeting announced that prices on bituminous coal at that point were on the minimum basis for the summer. Some consumers obtained an idea there might be a further reduction owing to the cut of twenty-five cents a ton, which was recently made. This is impossible, owing to the fact that prices are now much below what they were a year ago and are at bedrock.

Richard L. Aylward, recently disposed of his interest in the firm of Skae & Aylward at Detroit, Mich., and was engaged in business for himself at Thirteenth and Porter streets in that city. The yards purchased are very commodious and will contain 600 feet of side track, giving ample facilities for handling a large tonnage. Mr. Aylward has been in the coal business for more than twenty years and was with the O. W. Shipman Co. for a number of years.

The Evans-Lee Co. has been incorporated at Eau Claire, Wis., and has opened a new fuel and lumber establishment in that city at the corner of Cameron and Sixth streets. The officers of the corporation are: President, J. L. Evans; vice-president, C. M. Lee; secretary and treasurer, C. S. Lee. The company will occupy about four city squares with its lumber and coal yard and has equipped it with large platform scales and other conveniences. The members of the company are experienced in business, having been identified with other large lumber and coal interests prior to the formation of the new company.

Eastern Retail Notes.

E. J. Dorsey & Sons, coal dealers have leased for a term of sixty-three years a tract of land north of Gold street, between the Pennsylvania and Lehigh tracks at South Amboy, N. J., which they will equip for a coal yard.

Lowther Bros. have incorporated in New York city with an authorized capital of \$3,000 to deal in coal and wood. The directors and incorporators for the first year are C. S. Lowther, John M. Scoble and William H. Rader, all of New York.

The recent awarding of the contract to supply the fire board of Hartford, Conn., with coal at \$6.75 per ton and the allegation that a bid was submitted to accept this business at \$6.25 per ton is resulting in an investigation on the part of the city authorities.

Van Horson & Bertine have incorporated at Mt. Vernon, N. Y., to deal in coal and wood with an authorized capital of \$60,000. The incorporators and directors for the first year are H. Van Horson, A. W. Bertine, Margaret A. Van Horson, all of Mt. Vernon, N. Y.

The Middletown Coal Co., of Middletown, Conn., has filed an amendment to its articles of incorporation, increasing the capital stock from \$30,000 to \$60,000. The additional capital stock was subscribed by E. S. Goodrich, F. W. Goodrich, E. B. Williams and W. F. Ranney.

The ownership of the Fort Johnson Coal Co., of Amsterdam, N. Y., has passed from H. B. Sheppard Jr. and Clarence Sheppard to Charles H. Wilde Jr., of Amsterdam, and William Shuler, of Akin. The new owners will retain the same name in the conduct of the business.

The board of education of Binghamton, N. Y., has awarded a contract to supply anthracite and bituminous coal the coming year to the City Coal Co. The prices for anthracite were: Egg, stove and chestnut, \$5.80; grate, \$5.60; pea, \$5.00; buckwheat, \$3.20. The company submitted the lowest bid on supplying bituminous coal and was awarded the contract for this reason, its anthracite prices being the same as the other companies. The new prices will result in a considerable saving in the cost of fuel as compared with a year ago.

Coal dealers at Lowell, Mass., who have been selling anthracite at cost

ness and yard of George F. Spencer at that point. since the opening of the new mining year recently held a meeting and decided to advance the price from \$7.00 to \$7.50 a ton. All but one of the dealers will charge the new price for the prepared sizes. The dealers claim the advance is fully justified, owing to the advances which have been made in the wholesale price. Boston dealers, they claim, are charging 6.75 per ton, while the freight from that city to Lowell is eighty-five cents a ton, making the new price at the latter point ten cents lower in proportion than at Boston.

C. M. Peterson & Co. are said to have acquired the site of the William H. McCormick sawmill on Smith street at Perth Amboy, N. J., and will occupy it with a modern coal and wood yard. The Central railroad will lay switches to the new yard and it will have every facility for doing business.

On July first the price of anthracite will be advanced fifty cents a ton at Poughkeepsie, N. Y. This plan has been followed by the local dealers ever since the strike. They have notified consumers there would be an advance in midsummer of fifty cents a ton, thus giving them an opportunity to take in stocks if they cared to do so at the minimum figure, after which the maximum price has prevailed. This plan is said to have worked very successfully.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Westmoreland Coal Co. has let the contract for the construction of about forty houses to be built at Rilton, Pa., at a cost of \$50,000.

The United States Coal & Coke Co. has let the contract for the construction of 300 coke ovens at Bluefield, W. Va., at a cost of about \$300,000.

Coxe Bros. & Co., Inc., are increasing the capacity of their Roan (Pa.) storage yard to 600,000 tons and will carry a larger stock in storage in the future than in the past.

The Delaware, Lackawanna & Western is having plans drawn by Kingsley & Wescott, engineers at Scranton, Pa., for a new coal breaker to be erected in the immediate future.

A number of Lehigh county capitalists have employed a force of men to prospect in the Owl Creek valley near Tamaqua, Pa., in the hope they will be able to locate the Lykens vein in that field.

The Pocahontas Coal Co. has been incorporated at Augusta, Maine, with an authorized capital of \$60,000. The incorporators are W. Del Walbridge, New York city; M. H. Simmons and C. L. Andrews, Augusta.

The Johns Coal Co., mentioned in THE BLACK DIAMOND as incorporated at Scranton, Pa., last week, has elected a board of directors as follows: W. P. Boland, Thomas A. John, Christopher G. Boland, all of Scranton.

The La Follette Coal, Iron & Railway Co. was recently incorporated at Jersey City with an authorized capital of \$25,000. The incorporators are Louis B. Dailey, H. O. Coughlan, Joseph M. Mitchell, B. Stafford Mantz and John R. Turner.

H. Lyon Smith, of New York, has purchased the mining property of the Swords Creek Co., at Bluefield, W. Va., and has organized the Continental Coal Co. to operate it. Extensive improvements will be made and new and improved machinery will be installed.

The Industrial Coal Co., of Pittsburg, Pa., has been incorporated at Dover, Del., with an authorized capital of \$400,000. The incorporators are L. Simpson Rodgers, Anthony G. Timm, John W. Grove, Harry B. Burris, Charles R. Moore, William G. Smith and George L. Stephenson, all of Pittsburg, Pa., and George L. Rodgers, of Wilkesburg, Pa.

The articles of incorporation of the Cameron Coal & Coke Co., which was recently mentioned in THE BLACK DIAMOND, have been filed at Wheeling, W. Va., and the company is preparing for business. The main office of the company will be at Wheeling and the charter provides that the company may develop not to exceed 10,000 acres of coal land. The capital stock is \$250,000. The incorporators are Isaac H. Brownfield, William W. Brownfield Jr., Frank W. Brownfield and Thomas I. Gorley, all of Uniontown, Pa., and T. S. Riley, of Wheeling.

The Reliance Coal Co. is planning to open up new workings in Upper Pittston, Pa., in the near future. The water is being pumped out of the old slope, which has not been in use for many years, to reach the Pittston vein. There is not very much coal in the old slope, but while sinking is going on to the lower vein it will be worked. The Ross vein is the principal

one which will be worked by this company. Work on the foundation of the new breaker is being pushed and the timbers are nearly all in readiness to be put in place. The building will be from 100 to 150 feet in height and will be modern in every respect.

General Eastern Coal and Coke Notes.

The Austen Coal & Coke Co. has recently installed an immense new steel tippie at its mines at Austen, W. Va.

The property of the Wiota Coal Co., north of Wellsville, W. Va., will be offered at Sheriff's sale on July eleventh. The property is a small one.

No concessions have been made by the Clarence Coal Co. at Yatesville, Pa., and the men who went on strike at that point several weeks ago are still out.

Coke producers in the vicinity of Uniontown, Pa., have closed down a large part of their production, as a result of the stagnant demand, and trade is very quiet.

John Sloan and Chester Glass of Pittsburg, have purchased over 150 acres of coal land in East Finley township, not far from Washington, Pa., at a price of \$30 per acre.

K. Salsbury, president of the Midland Coal Co. of Pittsburg, has been appointed president of the United States & Nicaragua Co., which is building 500 miles of railroad in Nicaragua.

The Kaska William colliery, one of the largest coal operations in the Schuylkill valley, which has been idle since the first of the year, has resumed, giving employment to 300 men and boys.

It is reported that all the mines in the vicinity of Hooversville, Pa., in which a strike occurred some months ago, are now working on full time, and that only non-union men are being employed.

The Dominion Coal Co. has passed its common dividend. Last year seven and a half per cent was paid and in January, this year, the declaration was three per cent. The action of the directors has been expected for the past month.

The Walsh coal mines at Wellsburg, Pa., employing about forty men, have been sold by the owner, J. J. Walsh, to capitalists of New Cumberland, who will form an operating company. The price paid is said to have been \$50,000.

At Pottsville, Pa., while excavations were recently being made for a new house, coal and iron veins were found within ten feet of each other. This is the first instance where iron ore has been found in such close proximity to anthracite.

An eight-foot vein of coal has been discovered at the Sterling colliery of the Philadelphia & Reading Coal & Iron Co. at Shamokin, Pa. It is expected it will be developed in the immediate future, affording employment to 100 men and boys additional.

Officials of the Lehigh Coal & Navigation Co. recently reported that more men were working in its mines than at any time since January first. There has been a controversy between the company and its employees, but it is believed that this is now at an end.

Officials of the Monongahela River Consolidated Coal & Coke Co. and

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the Pittsburg Coal Co. recently took a trip of inspection to the mines in the third and fourth pools. They took the trip up the river in the Tornado and visited all of the mines of the two companies.

Coal at the Crossland plant of the Atlas Coke Co., near Uniontown, Pa., has all been worked out and the plant was recently closed down indefinitely. The Crossland plant contained 100 coke ovens and up to the time it was permanently closed was profitable to the owners.

John Tucker Murdock, a wealthy bituminous operator residing at Riverton, N. J., is said to have recently committed suicide by shooting himself in the head. It is asserted that he was in good financial shape, but that he had been melancholy as a result of ill-health for the past two months.

The Cornell Anthracite Mining Co., which operates coal mines at Bernice, Pa., has just opened up two new veins, which add greatly to the value of its property, and which in due time will be thoroughly worked. One of the veins is three and a half feet thick and both are semi-anthracite coal. Both will be developed in the near future.

The Lehigh Valley Coal Co. posted notices at its collieries this week to the effect there would be no work from July first till after the fourth, giving its men two holidays in addition to Sunday and the national holiday. This is the first idle time, except for occasional holidays, that will have occurred at any of the collieries of the company since the first of the year.

It is now reported that there are large bodies of unmined anthracite in the Schuylkill region of Pennsylvania and it will be many years before these are exhausted. The town of New Philadelphia, established in that district some time since by the Philadelphia & Reading Coal & Iron Co. is one of the busiest places in the region and is attaining a substantial growth.

The Susquehanna Coal Co. is said to have inspected steel mine cars recently built at the Berwick plant of the American Car & Foundry Co. and is seriously considering the advisability of installing them in its mines as an experiment. Heretofore wooden cars have been used in the anthracite mines, and if the company makes the trial, it is asserted, it will be the first test of steel mine cars for that purpose.

A new mining town has been located in northern Indiana county, Pa., on the Buffalo, Rochester & Pittsburg railroad to be known as Iselin. Extensive coal developments are being made at that point by eastern capitalists. A large steel tippie is being built and the contract has been let for a number of miners' houses. The town promises to be one of the important mining centers in Indiana county when the new mine is in operation.

Southern Coal and Coke Notes.

New Southern Enterprises.

The Pruden Coal & Coke Co. has been chartered at Nashville, Tenn., with an authorized capital of \$30,000. The incorporators are W. D. Long, W. G. Schultz, D. J. Schultz, J. A. Furgeson and S. M. Love.

J. B. Mosby, of Cincinnati, Ohio, was recently at Fort Smith, Ark., for the purpose of looking over the coal fields, and may possibly invest in a large tract of land in that vicinity with a view to extensively developing it.

The Ardmore Oil, Gas, Coal & Water Co. has been incorporated at Ardmore, I. T., with an authorized capital of \$50,000. The directors are Lee Cruce, S. T. Bledsoe, C. L. Anderson, Don Lacy, M. Gorman, Bert Foster and J. A. Bivens. The following officers were elected: President, S. T. Bledsoe; vice-president, S. L. Anderson; secretary, Don Lacy; treasurer, Lee Cruce.

The American Coal & Mining Co., recently incorporated at Ashland, Ky., with an authorized capital of \$1,000, has elected officers as follows: President, O. F. L. Beckett; vice-president, S. S. Moore; secretary and treasurer, M. L. Meredith. The company will at once commence the development of coal and timber land, and as development work progresses, the capital stock of the company will be increased.

General Southern Coal and Coke Notes.

The price of coal delivered to residents at Vicksburg, Miss., has been reduced from sixty to fifty cents per box.

A strike has been inaugurated at the Coal Mount (Tenn.) operation of the Scwanec Coal, Coke & Land Co., and is likely to continue for some time, according to the latest reports.

The Tennessee Coal, Iron & Railroad Co. has declared its regular quarterly dividend of two per cent on its preferred stock, payable August first. Books close July twentieth and reopen August second.

The coal situation in Alabama is reported to have suffered a reaction, with the result that prices for "spot" coal are low, and it is in dull demand. Most of the operators have contracts, however, which are absorbing about the usual tonnage of coal.

The Sewanee Coal, Coke & Land Co., of Tullahoma, Tenn., has filed an amendment to its articles of incorporation increasing the capital stock from \$150,000 to \$300,000. It is understood the increase is for the purpose of making further developments in the property of the company.

William Robert Dunn, a member of a local retail coal firm at New Orleans, La., died recently as a result of typhoid malaria fever, after an illness of a month and a half. Mr. Dunn was thirty years old and unmarried, and had been identified with the coal trade for a number of years.

It is reported at Knoxville, Tenn., that there will be an advance in the price of bituminous coal on July first amounting to ten cents a ton. This advance will be made by the operators supplying coal to that market, it is reported, and will possibly be followed by an advance in the retail price from \$3.75, at which coal is selling at present to \$4.00 per ton.

Local coal dealers at Huntsville, Ala., on June fifteenth raised the price of coal to consumers ten cents a ton, and are advising their customers to lay in a stock of coal in anticipation of a strike in the Birmingham district July first, due to probable failure to agree over the wage scale the coming year. No strike has yet been called, but this is taken as an indication that one may occur.

Large numbers of miners have been leaving the vicinity of Coalgate, I. T., to go to the Cripple Creek, Colo., mines. Several coach loads have already left, and those who are in Cripple Creek, have written back to friends

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that the trouble is practically over, and there is plenty of work with chances to make good wages. Many of the miners were identified with the local union at Coalgate.

It is reported that there is now no organization among the coal operators of the Birmingham, Ala., district, although one was maintained for several years, for the purpose of negotiating with the miners in the matter of agreeing on a wage scale. The operators, it is said, will meet the miners as individuals, instead of as an association, and the same results will be accomplished in this way.

C. A. Browne, A. S. Embler and J. A. Abrams, of Walden; Dr. E. Ross Elliott, of Montgomery, N. Y., were recently in Fort Smith, Ark., for the purpose of taking a trip of inspection through the properties of the Consolidated Anthracite Coal Co., of Arkansas. They are interested in this company, which was formed some time since, and which is a consolidation of the leading anthracite mines in that field.

A bill is pending in the Louisiana legislature, providing for the gauging of coal that is sold outside of the state and brought into it for delivery. The present statute provides that all coal sold within the state shall be gauged, but as much of it is bought on a mine f. o. b. basis, the law does not apply. The object of the amendment is to broaden the law to include all coal sold within the state, whether bought on the mine basis at outside points or not.

The city of Norton, Wise county, Va., center of the coke producing industry of that state, was recently wiped out by fire, causing a heavy loss to property owners. The town was without fire protection, and after the fire gained headway, there was no means of stopping it. Seventeen business blocks were destroyed. The loss will amount to many thousands of dollars, and is only partially covered by insurance. In all probability there will be an interruption to coke production at that point as a result of the fire. The town will be rebuilt as soon as possible.

It seems that the purchase by the Pittsburg Coal & Coke Co. of the tipple at Greenville, Miss., and the boats and barges of the Southern railway on the Mississippi river, which was recently consummated, was for the purpose of increasing its southern business. The company owns the Corona Coal & Coke Co. at Corona, Ala., and the coal from this point will be shipped to the New Orleans market by way of Greenville tipple. Some time since attention was directed to the fact in THE BLACK DIAMOND that the output of the Corona mines would be increased, on account of the southern demand for this coal.

Literary Notes.

The frontispiece of *The Booklovers' Magazine* for July is a silver-point drawing, from life, of President Roosevelt, by Carl J. Becker, of Philadelphia. Adventure and recreation are prominent notes of the exceedingly timely articles which appear in this number. As to timeliness the articles by Dr. William Powell Wilson, on "The Philippines at St. Louis"; by W. C. Jameson Reid, on "The Forbidden Land" (Thibet); by Harrison Morris, on "A Great German Portrait-Painter" (Lenbach), and by H. D. Jones, on "Gods, Gems, and Mascots"—descriptive of the life-work of the late Maxwell Sommerville—are typical. Mr. Reid's article on Thibet is full of the spirit of adventure, and has the personal note that carries conviction; while the account that Mr. Jones gives of Professor Maxwell Sommerville's life-quest of "gods, gems, and mascots" reads like a fairy tale. Mr. Bolce contributes to this section a characteristic article on "The Dawn of a New Era in China"—the fifth of his series on "The Two Pacifics."

The reader in search of recreative material will find the series of vacation pictures—"Mountain and Shore"—full of charm and seductiveness. The young "camera fiend" will be lured to better things by reading Mrs. Humphrey's article on a new plan for boys' photographic clubs, entitled "Studying Poetry with a Camera," while the reader of "Vanderdecken," by Osmer L. Shepard, will be carried away by the swing and go of this unique chantey, and will be infinitely diverted by its marginal notes. The art lover will find much to delight his sense of beauty and color in Miss Mechlin's illustrated article on "A Gallery of Popular Art" (the Corcoran gallery), and in Harrison Morris' article on "A Great German Portrait-Painter" (Lenbach). Both of these have illustrations in color. The story by Joseph Blethen, "The Man Who Held the Curtain," achieves the somewhat unique distinction of being full of living interest, while entirely devoid of the usual love-making.

There are real things in the July *McClure's*. In the opening article ex-President Cleveland tells the inside story of "The Government in the Chicago Strike of 1894." Here for the first time in print are the facts concerning this great industrial crisis and the manner in which it was met by the federal courts and authorities. It is a graphic story as well as most illuminating of the powers and duties of the government. Mr. Cleveland's insistence that the protection of interstate commerce and the United States mails was the natural function of the federal government, a position later sustained by the supreme court, marked a new way for the guidance of the nation. Ray Stannard Baker, in his study of the labor problem, finds that today "Organized Capital Challenges Organized Labor." He describes the new Employers' Association movement, its methods and meaning. He finds capital fighting labor with its own weapons, with the result that in many cases peace has come through armed truce. Clara Morris writes a thrilling, nerve-tingling chapter in her autobiography which describes her subjection by Paris specialists to the tortures of the Inquisition by burning with red-hot irons. John La Farge considers four famous and beautiful portraits of "Children" in his "One Hundred Masterpieces of Painting" series.

In the fiction the third installment of George Madden Martin's first serial, "The House of Fulfillment," sustains interest and fulfills the high anticipations felt for the author of "Emmy Lou." Henry Wallace Phillips has a "Red Saunder" story, which pictures that worthy in the humorous dual role of presiding at a lynching bee and solving the labor problem on his sheep ranch. As usual, he unties the Gordian knot with a slash. Myra Kelly takes her little children of the poor away from the east side to Central park. "Larkin," by Harvey J. O'Higgins, is a pathetic little love story of the "plain people." In "By Way of Loss" Mary Josephine Mayer illustrates the old adage concerning clouds with silver linings in a bright way. A clever and comical story by a new writer is "Hi Chee's Horsee," by Clara Byrnes.

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THE BLACK DIAMOND

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General Review of the Markets.

Taking a general view of the bituminous coal markets of the country this week, there is reason to believe that a change of sentiment is occurring among the larger factors in the trade which indicates that sooner or later prices must recover to at least a profitable basis and there must be a demand for a normal tonnage. The sentiment of the larger factors which two months ago was decidedly pessimistic has undergone a change within the past fortnight. Possibly the movement of coal by way of the great lakes in large quantities has had something to do with this, but there are other contributing causes found by those astute enough to reason out these things for themselves. The summer is now nearly half over and only two months will intervene before there will be the season of active consumption in this entire northern country. What preparation has been made for meeting the consumptive demand that will occur at that time? The stocks of coal in the hands of consumers and dealers were never lower than they are at present. The stagnation and lack of business sagacity on the part of producers of bituminous coal in forcing their product on the market in May and June, when there was no demand for it, had the ultra effect that always accompanies such business conditions. Instead of lower prices forcing a larger and broader stocking of coal, it made the timid more timid and the careful business man more careful about laying in stocks. It is probable that the month of July in recent years has not opened with stocks of bituminous coal as low as they were a week and a half ago. Railroads, which usually stock some coal during the summer to relieve transportation conditions along the line of road, have accumulated scarcely a pound for use next winter. They ought to have stored considerable quantities by this time, but inasmuch as they were able to pick up car service coal at a price lower than their contracts called for, they have not done so, but have bought on a hand-to-mouth basis. Dealers have been busy with accumulating their stores of anthracite for next winter, and, owing to the tumbling prices, have deferred putting in bituminous, presumably believing that by waiting they could obtain still lower prices. Large consumers have occupied a similar position. The consequence is that there is scarcely a ton of coal in storage, except on the lake docks and at a few tidewater shipping ports where ice makes early. While accurate statistics as to stocks acquired and stored for winter a year ago today are impossible to obtain, it is safe to assume that not one-tenth of the coal has gone into stock piles this year that was on hand then.

It is an almost inexorable rule of trade that a period of any very great depression in prices and demand for a commodity, accompanied by restricted production, will be followed by a reaction to a point of activity almost as marked as was the period of depression. The consumers and buyers of bituminous coal are providing all of the causes which will contribute to high prices, a shortage of coal, delayed deliveries by rail lines because there is too much business, the coming fall and winter. Following the placing of orders for any considerable quantity of coal, it requires thirty days to get the coal out at the mine, load it, switch it through terminals and deliver it to the purchaser. This is about the average of time required throughout the country. In shipments from the Clearfield fields in Pennsylvania to Philadelphia, a much shorter time is permitted to elapse under favorable conditions and the same is true in shipments from the Illinois and Indiana fields to Chicago. But, notwithstanding these exceptions, the general rule will stand that it requires thirty days after an order is received before the coal on the average can be delivered to its ultimate destination.

A Rush of Orders Will Cause Congestion.

This means that if there were a rush of orders at present it would require till well toward August first before there would be much of an increase in production to meet the changing conditions. Assuming that production will be practically restricted to its present basis up to August, which is a most reasonable assumption in the present condition of the market, we must arrive at the conclusion that the fall trade which demands immediate shipments and quick transportation will meet with considerable disappointment. When railroad and steam

users' business begins to pile up and is augmented by a heavy movement to retailers the producers will have all the orders they can attend to, while transportation companies will be unable to handle the coal tonnage that is offered them.

THE BLACK DIAMOND believes that the next fortnight will see a fair recovery in coal prices and in coal demand. Many dealers will continue to wait before placing orders till late in the season, but from this time forward the upward tendency will be more in evidence and the coal industry will soon be back on the substantial footing which it had up to the middle of last March.

There is apparently nothing the matter with the business interests of the country in spite of the pessimistic utterances heard along this line during the past few weeks. Railroad earnings are not quite as large as a year ago, when they reached the high-water mark, but they are sufficiently large to indicate that there is prosperity among the common carriers. Banks have more money than they know what to do with, and while there is a little timidity about extending credit except on gilt-edged paper, this is gradually wearing off and financial interests are showing their profound belief in the stability of business by increasing the scope of favors which they grant to customers. Merchandise movement has been light, due largely to the presidential campaign, which always has a tendency to prevent the accumulation of stock during the early part of the season, but if there are fair crops this fall we may expect a reavy resumption in the demand for all lines of manufactured articles and foodstuffs, which will boom merchandising lines of business. Midsummer is a bad time to indulge in too optimistic predictions as to the future, but such predictions are more fully warranted today than they were a year ago, and if there are fair conditions from this time forward till snow flies there can be little doubt but that there will be a gradual resumption of business and much better prices and a wider demand.

Some Improvement in Spot Bituminous Coal.

In the spot bituminous trade there are points where there has been a slight improvement during the week. The Buffalo market has cleaned up its surplus coal and is now in fairly good shape. There is a better tone on high grade coals at eastern tidewater shipping points and in the west inch and a quarter steam coals are slightly firmer and are cleaned up. For the first time in several months there is complaint from western Pennsylvania that not enough miners are to be obtained to produce sufficient quantities of coal for lake shipment. One large company is short of men and is preparing to increase its production as soon as they can be obtained. The lakes trade is fairly active as indicated by the tonnage of bituminous coal that was moved during June. The ample vessel supply is a feature of importance at present and is helping out materially in getting a tonnage at dock points that will preclude the possibility of famine next winter.

In the anthracite trade the most interest centers in the movement by way of the great lakes. The tonnage which was moved from Buffalo during last month must be a matter of surprise to all the producing interests. It aggregated over 500,000 tons and did much to make up for the lack of movement during April, May and the first half of June, owing to the lake strike. It is not probable that July will equal this record, but if it does there will be no question but what sufficient quantities will be forwarded the remainder of the season to afford an ample supply for all western requirements. In the eastern trade there continues to be a fair run of business, but shipping companies perceive that the summer stagnation is at hand and there will be a curtailment of the tonnage going into that territory from now until the active consuming season commences. With western docks only poorly supplied and a normal tonnage for the summer going into the all-rail eastern and western trade, there need be little apprehension. It is probable the latter part of this month and August will see some of the collieries closed down for necessary repairs and in order not to accumulate too much tonnage, but as this occurred during the banner year of 1903, it ought not to create any comment or be a source even of surprise.

Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., July 8.

The only feature of the western coal trade is a pronounced stagnancy in the demand for anthracite at all points, except in the northwest. Shippers of bituminous coal are of the opinion that there is a little more active demand from the country for their product, and there undoubtedly was on Tuesday, when there was an accumulation of orders over the Fourth of July. Since then, however, demand has been more or less listless and there has been nothing in the situation to indicate a very much more active market than prevailed during the latter part of June. Prices hold to about the same level, except in one or two instances, where they may be a trifle firmer. It was expected that there might develop a stronger demand for railroad and other steam purposes after the first half of the year, but no evidence of this is yet apparent in the western situation. Railroads are not stocking much coal, but are picking up lots here and there where they can secure them at low prices, and until the market develops a stronger tone as to prices it is not to be expected there will be much tendency on the part of any large consumers to store fuel. This will affect the fall business, no doubt, and will have a tendency to congest demand the latter part of the year. If there should be a general revival of business as is expected, it will also have a marked tendency to congest transportation.

Very few contracts are being closed at present. One large packing house company, which usually closes its contract the first of July for mine-run coal delivered at Chicago, has been obtaining figures from a number of sources and will probably have more bids this year than ever before in its history, such is competition to take on large contracts in the west at present.

A Lull in the Movement of Anthracite.

In the anthracite trade there has been a lull in the movement by way of the great lakes the present week as a result of the suspension of mining at the collieries over the Fourth of July. Arrivals at Chicago and the head of the lakes the first few days of the week were light and will probably not be up to the normal point till the latter part of the week. Rail receipts at all western points have been more or less light ever since lake navigation commenced in full force, but neither of these features is causing any uneasiness, generally speaking. In the northwest there is still more or less of a clamor for coal and the trade has not yet received anywhere near sufficient tonnage to meet its requirements.

In the Chicago anthracite trade and in territory tributary to this market demand this week has been quiet and dull and it is believed that the mid-summer lull is at hand. Some shippers report fair orders from the extreme west and more inclination to take in coal in Missouri river territory, but so little is used, comparatively, in that section that this will not have much influence on general western conditions. Prices are well maintained on prepared sizes of anthracite throughout the west.

In the western retail trade there is not much activity. This is true of the northwest as well as at points contiguous to Chicago. Consumers are not suffering any apprehension but what they will be able to obtain all the coal they may require and this, of course, is preventing them from taking it in now, the differential between the July and September price being insufficient to induce them to do so for the saving that will accrue.

Steam Trade Not Taking Bituminous Coal.

In the bituminous trade there is a little more tendency on the part of dealers to stock coal, but this has not resulted in any general revival of business to the volume that is to be expected at this season of the year. The steam trade is taking less coal than a year ago, owing to the smaller freight tonnage handled by the railroads and the curtailment of production of manufactured articles where steam is used as power. The railroads are a much less factor in the consumption of coal than was expected and it is believed they will begin to stock some fuel the present month to relieve them of any possible congestion which may occur later in the year when the commercial movement is heavier. As yet there has been no pronounced tendency in this direction, however, and it will probably be the middle of the month before it develops.

Spot prices, generally speaking, are on about the same basis as a week ago on nearly all descriptions of bituminous coal. Eastern producers are continuing to restrict shipments and must necessarily do so until there is a decided improvement in demand. As a consequence their product is comparatively firmer than that produced in the west.

In West Virginia coals the smokeless descriptions hold to a fairly steady basis. In the movement of standard New River and Pocahontas from the mines to retail buyers the full circular is well observed by the leading factors. Surplus coal is moving by way of the great lakes which is relieving the all-rail movement to a considerable extent and is preventing the demoralization of prices which was characteristic of the situation a few weeks ago. The all-rail trade is taking very little coal at present, dealers stocking only a small tonnage, comparatively, and any increase in forwarding this coal at this time would have a bad effect on prevailing market conditions. Occasionally small lots reach the Chicago market which can not be handled readily and they are sold at from fifteen to twenty-five cents under the circular basis. Thin vein coal is also somewhat stronger than it was early in the season with the market showing a range of from \$2.75 to \$3.15 on the f. o. b. basis, according to quality, etc.

West Virginia splint coal is still in dull demand owing to the fact that the season has not yet fully opened. Prices, however, are fairly well maintained by the leading interests and range at \$3.25@3.40 f. o. b. Chicago, with occasionally small lots under car service sold below these figures. Movement is light at present and producers should bear this in mind when shipping to the west. There is a fairly heavy movement of Fairmont coal up the

lakes with the result that all-rail markets are firmer than they have been in some time.

Youghiogheny interests are following a conservative policy when shipping to the west and do not forward more coal than is required. As a result the general run of business is on a steady basis with quotations \$2.95@3.15 f. o. b. Chicago for three-quarter coal, which is the principal factor in the western markets. Pittsburg No. 8 is also in decreased supply since the resumption of navigation with prices on about the same basis on shipments from the mines as on Youghiogheny.

The Hocking market holds to a steady basis and in movement to the retailers the prevailing figure is \$1.35 f. o. b. the mines for lump coal, or \$3.00 f. o. b. Chicago. Jobbers are purchasing coal at ten cents less per ton than these figures. The Hocking tonnage moving westward, except by way of the lakes, at present is disappointing and is running lighter than a year ago in the all-rail trade, owing to the fact that dealers are stocking very little of this coal. A year ago they purchased heavily in midsummer, but later in the year coal from independent sources was so much cheaper that it discouraged them from following this policy again this year.

High Grade Western Coals are in Better Demand.

In the western coals there has been little change during the week. Sentiment as to demand is fairly well divided. Some shippers hold that the movement at present is showing a slight improvement while others are of the opinion there has been little change. On high grade lump coals, well prepared for domestic purposes, it is probable there has been a slight improvement. This is noticeable in the better grades of Indiana, including Block coal and on the Carterville grades. The former are held at full circular prices and very little deviation is noted. On Carterville coals there is a better sentiment than a few weeks ago and most of the shipping companies are now quoting the full circular for deliveries into the country on six inch lump. In the city trade prices are still irregular, showing a wide variation.

In the steam grades of coal there has been practically no change. Inch and a quarter lump, Sullivan and Greene county, Indiana, is held at \$1.75@1.90 f. o. b. Chicago in movement to steam users. Springfield commands about the same price. Mine run coal from these fields holds about to the same basis as a week ago, ranging at \$1.55@1.65 on the Chicago f. o. b. basis. Carterville run of mine has been in plentiful supply and in one or two cases has sold on the same basis as screenings from this field, \$1.65@1.70 f. o. b. Chicago. Common grades of screenings are unchanged from last week and are held at \$1.40@1.50 f. o. b. Chicago, with the market fairly firm.

In the coke trade there continues to be more or less demoralization in those cokes from southern sources which are little known. Some spot West Virginia coke has been offered at fifteen to twenty-five cents at the ovens, with no takers. In one other case at least this coke has been sold to pay freight charges. Connellsville seventy-two hour foundry coke is on a slightly weaker basis than last week and is quoted at \$4.50@4.70 f. o. b. Chicago.

In the specialty list it is reported there is a good demand for the high grades of cannel coal. Smithing demand is quiet with prices on the former basis.



The West Virginia Mining Field.

WHEELING, W. VA., July 7.—(*Special Correspondence.*)—Work was at a standstill for the fore part of this week because of the Fourth of July and hence the output was curtailed. When a holiday follows a Sunday and a payday it is practically impossible to get a corporal's guard of miners to report for duty for several days thereafter, this being particularly true where foreign labor is used.

The Fairmont region, with its lake trade, continues to show up well by comparison. On the last day of June 540 cars were sent out, but on this date only half went to lake points. During the month of June 12,892 cars were shipped from Fairmont and of this 3,960 cars went to the lakes. In the early part of the month there were no lake shipments on account of the pilots' strike.

The Fairmont people are looking forward to a good season under the circumstances and are making every preparation to make up for lost time and replenish any stocks along the lake shore which were drawn on during the strike. Car supply is very good along the Baltimore & Ohio which runs through Fairmont.

So far as the rest of the state is concerned transportation facilities offer no cause for complaint and car service ceased to be a thing to condemn among coal men about the time the present stagnation began.

Agitation Directed at Kanawha and Hocking Coal and Coke Co.

However, the agitation in the Kanawha river valley among the so-called independents against the Kanawha & Hocking Coal & Coke Co. and the Kanawha & Michigan railroad, of which frequent mention has been made in these columns, instead of showing a decline continues to grow in force.

Litigation is talked of now. It is said the railroad has refused to construct sidings to tipples unless a coal company will purchase 100 cars. This complaint is made by the Hughes Creek Coal Co. and is supported in various other forms by the smaller concerns along the railroad. These protesting concerns say the discriminating policy of the railroad is part of a scheme to freeze out the little fellows in the interest of the Kanawha & Hocking, which is supposed to want all the railroad-abutting mines.

How much of all this talk is based on true conditions is not known. For some reason or other there has been more or less friction since the Kanawha & Hocking absorbed a majority of the mines. At the wage scale conference for that district operators along the Chesapeake & Ohio, par-

ticularly Cabin Creek and Armstrong creek districts, showed a disposition to clash with the Kanawha & Hocking over differentials and everything else.

The dispute is encouraging a renewal of the clamor for the appointment of a state railroad commissioner to investigate all alleged discriminations relative to sidings and cars. The Kanawha & Michigan railroad comes in for a large share of the shafts thrown at the Kanawha & Hocking Coal Co. because it is claimed its treatment of the small shippers was due to a close working agreement.

Deepwater Railroad to Open New Coal Territory.

The letting of contracts for a section of the Deepwater railroad and other allied or independent projects for Raleigh and Nicholas counties shows the hand of development at work in the New River region in counties that were virtually a virgin wilderness a few years ago. In the course of time Nicholas will be a large producer and Raleigh, inside of two years, has stepped to the front.

Railroads are the only mediums necessary to open up the rich territory. Mingo and Wyoming counties are two others with a different grade of coal which are also in the embryonic stage and await promised railroad facilities.

The tightness of the money market has halted railroad development in West Virginia this year, particularly on Wabash branches, for which surveys and some grading have been made.

Although the wage scales for the iron and steel mills have been closed up, with the exception of a disputed rebate feature, there will be the longest midsummer stop since 1899, excepting possibly one year when there was a general strike. This stop affords another complication for the coal industry and means the banking of coke ovens for all of July and August at least. Very few will work in West Virginia in the meantime.



Kansas City and Missouri River Trade.

KANSAS CITY, Mo., July 7.—(*Special Correspondence.*)—The committee of the United Mine Workers for Kansas and the greater part of the Missouri will meet in Pittsburg, Kan., next week to consider the proposed new wage agreement with the operators to take effect September first.

The general scale committee of the Southwestern Interstate Coal Operators' Association met in Kansas City this week to prepare for the coming conference with the miners regarding wage and mining conditions for next year. The members of the committee are:

District No. 14—Ora Darnall, D. Mackie, C. J. Devlin, A. B. Kirkwood.

District No. 21—George E. Bennett, J. C. Reid, J. B. Hilling, A. K. Craig.

District No. 25—George W. Evans, B. T. Wiley, Charles Duncan, J. H. Bovard.

The purpose of the meeting is to arrange a scale of wages for presentation to the representatives of the miners of the three districts, who are now holding their annual convention in Pittsburg, Kan. The meeting will be held in Pittsburg next Monday.

"The committee's duty," said S. W. Kniffin, secretary of the association, recently, "is to prepare a wage scale which will meet the requirements of all the districts. The scale now in force will be used as a basis for the new scale. There are many changes, relating principally to detail work, which the operators desire. The scale committee will also ask for a reduction in the wage scale of about five and one-half per cent, in order that the wages in the southwest shall conform to those now paid by the operators in the eastern districts."

The scale committee will also meet again in Pittsburg and then will follow next week, the conference between the miners and operators.

The second annual interstate convention of the United Mine Workers of the three southwestern districts, No. 14, No. 21 and No. 25, convened in Pittsburg, Kan., this week. This convention will seat about five hundred delegates from the union miners of Missouri, Kansas, Arkansas, Indian Territory and Texas. The miners will discuss regulations and the proposed changes in the new contract and will then appoint a conference committee which will meet with the conference committee of the operators' associations for the purpose of forming the scale for the coming year. The coal operators of the three districts have formed an association similar to that of the miners' organization and the conference between the conference committees of the miners' and operators' associations will decide the contract for the coming year.

Joint Conference Will Begin Next Monday.

The operators' association had its annual meeting in Kansas City about three weeks ago and the conference committee was appointed at that meeting. The conference between the representatives of the miners and operators will convene in Pittsburg next Monday. Whether or not the committee will be bound by instructions or whether it will be permitted to use its own discretion remains to be seen. It is probable that the operators will insist upon a reduction of the mining scale. Last winter the miners of the east voted on the proposition of whether or not to accept a reduction of five per cent or strike and the miners voted the reduction.

It is probable that the contest in the conference will be between the efforts of the miners to maintain the present mining scale and that of operators to force a reduction of mining price. Many believe that a reduction must be accepted. The question seems to be how much the reduction shall be. It is probable that the new contract will be changed and instead of running a year will run a year and a half or two years.

Miners Will Probably Demand Change in Contract.

The miners will demand, probably, a change in their contract with the operators, so that it shall conform to the eastern contracts by expiring on April first, instead of September first, as at present. The operators may not be able to make this change till next year. The representatives of the

miners will not say whether or not they will agree to a cut in wages. They say conditions are different in many southwestern mines from those in Illinois and that miners in the southwest should receive higher pay. The effective manner in which the coal, as well as the metal miners of Colorado, have been handled recently has tended to make the union labor members of neighboring states timid about precipitating strikes.

Reduced retail prices on coal in the Kansas City market went into effect July first, and have somewhat stimulated the trade, which has been dull since April. Many persons are taking advantage of the prices to put in coal for the winter, but the demand can not be considered active. Coal is going into storage in small towns in the southwest and the demand for harvest purposes is reported to be good. The demand for steam coal is normal for this season of the year.

Twenty-five of the retail dealers of Kansas City held a conference last week with B. W. Hanna, secretary of the Midstate Wholesale and Retail Coal Dealers' Association. The object of the meeting was to promote coöperation by which retail dealers shall get from the railroad companies all the coal for which they pay the operators. At present the coal is weighed only at the shipping point by a representative of the Western Weighing Association. The consignee is required to accept the statement and pay for the coal according to weight, although, the dealers say, in many cases the cars when they reach them, are several pounds short. Their only recourse is in tedious and expensive litigation against the railroads.

Taking Up Matter of Short Weights.

Mr. Hanna explained to the dealers that his association wants an agreement among the railroads to furnish a bill of lading to the shipper which shall be sent to the consignee. Also the weighing of each car of coal at its destination, the railroads to make good the difference between the weight in the bill of lading and the weight at destination. Mr. Hanna said the result desired could be secured by legislation. The retail dealers agreed to supply Mr. Hanna with records of shortage on all shipments of coal received by them. The average shortage is 3,000 pounds a car, it is said. The Missouri and Kansas legislatures will be asked to enact the desired legislation next winter.



The Twin City and Northwestern Coal Market.

MINNEAPOLIS, MINN., July 7.—(*Special Correspondence.*)—Anthracite advanced the regular ten cents a ton in the twin cities, and at the head of the lakes, July first, making the price \$8.55 at the former delivered and \$7.55 a ton at the latter point. Fear of a coal shortage having subsided, the sale of anthracite for domestic use is not heavy; in fact, not so strong as last year at this time. The saving of twenty cents a ton does not seem to figure in the orders in Minneapolis and St. Paul this year and no effort is being made by householders to lay in a winter's supply at the low rate. It will be \$8.75 a ton when the busy season begins.

Steam coal sells steadily, according to the needs of bituminous users. Business on the whole is rather slack and the market is devoid of anything like news of importance.

Half Year's Rail Receipts at Minneapolis.

Reports from the office of G. D. Rogers, secretary of the Minneapolis Chamber of Commerce, give comparative coal receipts and shipments for the first six months of 1904 and 1903, in tons, as follows:

	—1904—		—1903—	
	Receipts.	Shipments.	Receipts.	Shipments.
January	78,572	1,803	59,499	2,732
February	83,119	1,368	49,766	2,707
March	75,265	972	44,685	1,550
April	33,980	1,463	28,386	1,009
May	28,610	1,030	42,987	813
June	49,401	1,363	36,246	801
	348,947	7,999	261,519	9,612

The St. Paul Gas Light Co. is held by the state supreme court to have a perfect right to sell its entire output of coke to the Youghiogeny & Lehigh Coal Co. to the exclusion of other possible purchasers. The company is held not to violate the Minnesota law against unlawful combinations in thus disposing of by-products, a law which might apply to the disposing of the principal products of the company. The syllabus reads: "Defendant gas light company is a corporation engaged in the business of manufacturing gas for use by the citizens of St. Paul. The gas is manufactured from soft coal, and one of the residual products thereof is coke, which the company accumulates in large quantities. It is not engaged in buying, selling or dealing in coke or other like fuel. It entered into a contract with defendant coal company by which it agreed to sell and deliver to that company all its accumulations of coke, and specially agreed not to sell or dispose of the same, or any part of it, to any other person or company. It is held that as the coke accumulated by the gas light company is a mere incident, a by-product, resulting from the conduct of its principal business, the agreement to sell its entire output to defendant coal company was not an unlawful combination nor a violation of any law of the state."

Two Recent Legal Decisions of Importance.

The state supreme court has passed on another "coal hole" case, denying the application for a new trial and making it possible for John Clarke, of St. Paul, to collect \$2,500 from the Philadelphia & Reading Coal & Iron Co. Clarke fell through a coal hole left open by an employe of the coal company. The attorneys for the company contended that at the time of the accident Clarke was not in a condition to exercise due care as to his personal welfare. The court held that "A person under the influence of liquor, but not so intoxicated as to interfere with the exercise of ordinary care on his part in

walking upon the public sidewalk, is not deprived of the right to protection from the negligence of another who fails to properly guard an opening therein into which the pedestrian fell and received injuries. The award of a jury of \$2,500 for an injury to a man fifty-three years of age whereby his left collarbone was broken with other injuries to his arm and hand which were permanent held not to be so excessive as to indicate passion or prejudice as under the facts in this case.

Charles A. Pitts, agent for E. O. Fellows, the Minneapolis coal shipper, lost a leg by street car accident and died at the city hospital. He formerly worked for the Philadelphia & Reading Coal & Iron Co. and lived in St. Paul.

Connellsville and Coke Production.

CONNELLVILLE, PA., July 7.—(*Special Correspondence*).—The *Courier*, reviewing the coke trade, says: At the end of the first six months of 1904 the coke trade of the Connellsville regions is on the downward trend. Within the past week there has been a further decrease in the active number of ovens, the list being nearly 1,000 ovens less than it was last Saturday. Some six hundred of these ovens blown out by the H. C. Frick Coke Co. will not go in the idle list until next week, since they produced coke a part of the week. At the Cochran plants 318 ovens were blown out. Empire of the Bessemer Coke Co. is idle and thirty-one ovens at the Spring Grove works of Cochran Bros. have been banked. Acme of the Rainey interests now has 252 ovens, all of which are in blast. Paul of the same interests has all of its 489 ovens making coke. The time made by the various works throughout the region last week was an average of a little better than five days. All of the Frick plants in the Connellsville district laid off one day and very few of the Lower Connellsville region plants made better than five days. Some of the smaller plants only worked four days. The slump in the iron trade is having its effect on the coke industry. The banking of many furnaces within the past ten days is at once noticeable in Fayette and Westmoreland counties. The demand for coke is dull. Considerable of the silvery fuel was stocked on the yards last week.

Production of Iron and Steel Being Curtailed.

The production of iron and steel is now being heavily curtailed, the number of steel works and blast furnaces that were shut down last month being far greater than anticipated. This week the Carnegie Steel Co. shut down its Bessemer plant at New Castle, while only four of the twelve open hearth furnaces at Sharon are in operation. The Shoenberger Bessemer plant of the American Steel & Wire Co. was also closed down for an indefinite period and the two furnaces banked, while the wire and nail mills at South Sharon are also idle. At the present time the steel corporation has Bessemer plants idle at Mingo Junction, Columbus, Cleveland and at the Shoenberger plant at Pittsburgh. The open hearth plant at Sharon remains idle. While the plant at South Sharon is only on one-third capacity. One large independent producer in the Ohio valley intends shutting down his Bessemer plant on Saturday night, while the ten open hearth furnaces of the LaBelle Iron Works went out temporarily on July first. The Duquesne, Edgar Thomson and Homestead works of the Carnegie Steel Company will probably operate through the summer, but the closing down of the sheet and tin plate mills on July first probably means the idleness of the Ohio Bessemer plant at Youngstown. In addition the corporation has its Donora plant idle, this never having been operated. Of the thirty-four furnaces in the Mahoning and Shenango valleys only eighteen are active, and five more are preparing to go out, which reduced the active list to thirteen by July first or an idle capacity of over sixty per cent, the curtailment being much in excess of that anticipated several weeks ago.

Detailed Report of the Operations.

The *Courier's* detailed report of the operation and output of the region for the week ending on Saturday, June twenty-fifth, shows a total of 23,127 ovens, of which 16,422 were active and 6,705 were idle. The estimated tonnage was 173,978, compared with 185,119 the week previous.

Shipments last week aggregated 9,219 cars, distributed as follows:

	Cars.
To Pittsburgh	2,910
To points west of Pittsburgh.....	4,606
To points east of Connellsville.....	1,703

In the eastern shipments there was a consignment of 318 cars over the Baltimore & Ohio railroad, which was an export shipment made by the Bessemer Coal Co.

In the Lower Connellsville region there are 5,659 ovens, of which 4,385 were active and 1,277 were idle. The estimated production last week was 51,304 tons.

Heavy Shipments of Coal from Toledo in June.

TOLEDO, OHIO, July 7.—The coal shipments out of this port for the month of June exceed those of the corresponding month in 1903 by 23,578 tons, although the total clearances of vessels for the same period were 89 less this year than last.

There were 191,571 tons of coal shipped from this port in June this year, as against 167,993 tons in June, 1903.

This unusually large volume of coal business for the month is accounted for by the fact that the masters' and pilot's strike held back the season for at least thirty days and, when the break came the first of June, the best paying cargoes to be had were coal. The activity at the coal docks has been so great that night shifts were worked.

One of the peculiar features about this record is that it was made on a total clearance of 223 vessels, as against 312 vessels for June, 1903.

The records at the customs office show that the principal cargoes out of this port the past month were coal and timber. The movement of ship timber was nearly double that of 1903.

The comparative figures for the two years show that aside from coal and timber the general shipments average only about 50 per cent of the former year.

June, 1904.	June, 1903.
Coal, tons	Coal, tons
191,571	167,993
Timber, cubic feet.....	Timber, cubic feet.....
118,000	63,420
Wheat, bushels	Wheat, bushels
65,000	40,000
Flour, barrels	Flour, barrels
300	400
Merchandise, tons	Merchandise, tons
2,065	4,851
Vessels cleared	Vessels cleared
223	312
Tonnage	Tonnage
175,417	228,222

The present condition of freight rates is clearly reflected in the amount of tonnage received for the month. Especially is this true in iron ore, which drops more than 100,000 tons from the 1903 receipts.

The St. Louis Coal Market.

ST. LOUIS, Mo., July 7.—(*Special Correspondence*).—There has been no change in coal conditions recently. There is plenty of coal coming in, but outside of the manufacturing interests, the demand is very light. Business in soft coal ought, however, to begin to pick up in about two weeks. That is usually the time that the domestic demand begins. Prices continue the same as reported last week, viz.: mine run, \$1.10 per ton per car in East St. Louis; bar screen \$1.25 per ton and high grade \$1.75 per ton. The ten cents a ton increase on anthracite coal went into effect July first. Trade in that kind of coal is commencing to improve, but it is not moving as briskly as it did at this time last year.

The St. Clair Coal Railway Company, with its principal offices in East St. Louis, filed articles of incorporation a few days ago. The capital stock is \$10,000. The object of the company is to construct a railroad from Collinsville, Madison county, Ill., and thence in a southwesterly direction to the northwest quarter of section 10, township 2, north range, west in the county of St. Clair, Ill. The incorporators are: L. O. Whitnel, Vienna, Ill.; W. S. Forman, M. M. Stephens, H. L. Browning and Fred Pausch of East St. Louis.

Pittsburg Coal and Coke Operations.

PITTSBURG, PA., July 7.—(*Special Correspondence*).—Reports of a rather encouraging nature were received here today from the northwest to the effect that the demand for coal is increasing. Despite the strenuous efforts of local operators and shippers to forward all the coal possible, it is the general belief in inside circles that the shipments will not cover the demands. The delay in the formal opening of the lake season is now having a telling effect and it is evident that when winter sets in that the price of fuel in the northwestern cities will be advanced. Before shipments were started across the lakes, the bins had been practically emptied. The severe winter of last year and the closing of the lakes longer than usual resulted in a slight shortage at the Lake Superior ports, according to reports received here. It is now admitted that the local soft coal industry faced a demoralization at one stage, but that the increased inquiries across the lakes averted a further depression. At present the market is convalescent. The big companies are rushing their products to the lakes, while the independents are also being called on to furnish a large amount of the coal. The cry has been raised that the consumers in the northwest can use all the coal landed in that territory before the arrival of Jack Frost. It seems as if the railroad companies have reformed. Few complaints are being heard among the dealers relative to the car supply. In fact, it is stated that the transportation facilities have never been much better than now. This is an encouragement and is causing operators to regain their old-time confidence. Prices are somewhat firmer than those prevalent for the past month, but they are in no wise as high as they usually are at this period.

Depression in Coke Trade is Increasing.

The depression in the coke trade is gaining in extent. Several hundred ovens went out during the week in the Connellsville and Masontown regions. There is apparently no improvement in sight. Prices are weak and the demand is not worth mentioning. Some of the consumers prefer to buy for next year's delivery.

The Pittsburg Terminal & Railroad Coal Co. has again increased its daily shipments to the lakes. According to the reports of the mine superintendents the number of cars loaded and started to the lake ports before the suspension on Friday aggregated 230 daily. This is the largest shipment made by the company this year, the next highest being 204. Although the company announced some time ago that it could furnish many miners with work, it has so far been unable to obtain a sufficient number. A couple of hundred additional men have been given work during the past two weeks, but as many more can be given employment. An official of the concern declared today that the movement of freight is in good shape, and shippers are not experiencing much trouble. There are no blockades between this city and the ports and freights are making very good time.

Coal Barons from East India in Pittsburg.

A party of coal barons from East India visited the modern soft coal mines in and around Pittsburg during the week. The party included J. J. Hurnbull, general manager of the East India Coal Co., Limited, of Coleris, Jharis, Bengal; A. S. Thomson, of the Lodna Colliery Co., Limited, of the same place; R. J. Brown, of the East India Coal Co., of Calcutta, and Allan Greenwall, of the Colliery Guardian Co., Limited, of London, England. As explained by the visitors, the prime object of the trip is to inspect mining conditions in this country. They have heard considerable concerning the Pittsburg mining district and the methods in vogue here and were assigned by their firms to investigate the matter. The cost of production

in the Pittsburg district is less than in any other locality, owing to the improved machinery being used here. The members called upon the officials of the Pittsburg-Buffalo Co., the largest independent producers in the district. With President John H. Jones as escort, the India operators paid a visit to the Hazel mine at Canonsburg, Pa. This mine is considered the largest and most modernly equipped in the country. There the visitors witnessed the chain machine in operation. Yesterday the party inspected the Burgettstown mine of the Pittsburg-Buffalo Co. This mine was but recently opened. The punching machine, a rather new device, has been installed there.



Western Coal and Coke Notes.

New Western Enterprises.

The Chicago Mining & Development Co. has leased 3,000 acres near Bourbon, Ill., and will prospect it for coal, oil and gas.

The Central Coal & Mining Co. is being organized at Kewanee, Ill., to develop coal properties near St. Davids. Charles I. Pierce, of Kewanee, is the principal stockholder.

The Cass River Coal Co. has filed articles of incorporation at Saginaw, Mich., providing for an authorized capital of \$50,000. The company will do a general mining business.

The Minonk shaft at Minonk, Ill., has been leased by Ames & Sutton, of Rutland, Ill., who have taken possession, are installing new boilers and making many other improvements.

The D. Bogle Coal & Mining Co. has been incorporated at Pierre, S. D., with an authorized capital of \$120,000. The headquarters of the company are in the Fisher building, Chicago.

The Hollingsworth Coal Co. has been incorporated at Des Moines, Iowa, with an authorized capital of \$25,000. The incorporators are George Sampson, Peter Reynolds and A. E. Hollingsworth.

The White River Fuel Co. has been incorporated at Indianapolis, Ind., with an authorized capital of \$10,000. The incorporators are Martin E. Lowish, Emma M. Lowish and Richard B. Roberts.

The Coleman Coal Co. has been incorported at Cleveland, Ohio, with an authorized capital of \$50,000. The incorporators are W. M. Duncan, H. J. Crawford, W. C. Boyle, Andrew Squire and W. B. Whiting.

The United City Coal Mining Co. has been organized at West Bay City, Mich., to sink a shaft at North Union and Center streets in that city. The incorporators are John Walsh, David Jones, of West Bay City; Robert Maxwell and W. W. Chapman of Bay City. The work of sinking the shaft has been commenced and it is expected to have the mine opened late in the fall and producing coal.

General Western Coal and Coke Notes.

Pittsburg capitalists have leased more than 6,000 acres of coal land in the vicinity of Cadiz, Ohio.

The Creseent Coal Co., of Tacoma, Wash., has completed its shaft at Briar Hill in that state and is now shipping coal.

The Hart Coal Co., of West Virginia, has filed its charter in Ohio and will open an office at Steubenville in charge of E. P. Wise.

The tipple of mine No. 2 at Somerdale, Ohio, owned by the Sheldon Coal Co. was recently struck by lightning, causing a loss of \$15,000.

The penal and charitable institutions of Kansas under state control during the year which ended June first consumed 18,912,717 pounds of coal.

The Oakwood Coal Co., which was recently organized at Danville, Ill., has amended its charter, increasing its capital stock from \$2,500 to \$20,000.

A test was recently made of the fan at the new mine of the Peabody Coal Company, near Springfield, Ill. The test was very successful in every respect.

The Wolverine coal mines in the vicinity of Bay City, Mich., are to be equipped with an electric haulage system to displace mules in the haulage of mine cars.

Plummer & Skinner have been awarded a contract to thoroughly prospect the coal veins in the vicinity of Fort Collins, Colo., where coal was recently discovered.

The Union Coal Co., which was formed about a year ago at Anderson, Ind., is now taking out coal from its new mine and its production will be rapidly increased.

The Lisbon Coal Co. has resumed operations at its McKinley mine at Lisbon, Ohio, after a shut down of several weeks for the purpose of making necessary improvements.

A seven-inch vein of coal has been located at Creston, Iowa, at a depth of 450 feet. The drillers are still at work and believe that a thicker vein will be located at a greater depth.

T. E. Shurr and H. F. Reddig recently purchased at sheriff's sale the "Rock Island" mine at Centerville, Iowa. The business will be conducted under the name of Reddig & Co.

The Auburn Coal Mining Co., which was recently formed at Bay City, Mich., is sinking a shaft on its property eight miles west of that city and is now down to a depth of 100 feet.

The state legal department of Kansas has ruled that coal operators must always keep fresh air in their mines, even though it may be necessary to run the fans on Sunday. The practice has been to close the fans down Saturday

night and only start them in operation a few minutes before the men enter the mines Monday morning. Where it is not necessary the fans need not be run on Sunday.

The Elbridge Coal Co. has discovered a six-foot vein of coal in Elbridge township, near Paris, Ill.. The company will proceed with development work and will open a modern mine.

At a recent meeting of the stockholders of the Stonington Coal Mining Co., Stonington, Ill., W. S. Ridgeley was named as manager. Other officers of the corporation will be elected later.

Small veins of coal have been found at Wilmont, Minn., and there is much excitement in the belief that thicker veins exist lower down. The coal was discovered while boring for a town well.

The Farmington Coal Co. is making a number of improvements in its plant at Farmington, Ill. The upper works are being rebuilt and the hoisting tower will be extended sixteen feet into the air.

The Cummings Coal Co., recently organized at Terre Haute, Ind., by J. K. Seifert and others, has purchased 1,300 acres of coal land near Farmersburg, Ind., for which it is understood \$135,000 was paid.

The Brenning coal mine, three miles south of Sheridan, Wyo., is on fire and it is expected the damage to the property will be considerable. No effort has been made to smother the flames. No lives were lost.

The Johnson Coöperative Coal Co. has opened a new shaft at Fairbury, Ill., and will shortly be taking out coal in considerable quantities. The new tipple will be one of the most substantial in that part of the state.

The new shaft of the Star Coal Co., near Eagle, Ill., is rapidly nearing completion and coal will be brought out within a short time. The Star Coal Co. has 1,000 acres in that field and expects to develop a large mine.

Articles of incorporation of the Enterprise Coal Mining Co., at Des Moines, Iowa, have been amended, increasing the capital stock of the company from \$25,000 to \$50,000. This increase is to be used in the development of the mining properties of the company.

The Lovington Coal Co., Lovington, Ill., is sinking a test hole in its land for the purpose of ascertaining the geological formation down to coal. If conditions are satisfactory a shaft will be sunk at once, but if they are not a test hole will be sunk at some other point on the land.

The Mammoth Vein Coal Co., which owns a new mine near Shelburn, Ind., has let the contract for the construction of fifty miners' houses at that point and will locate a new town there which probably will be designated as Mammoth. Work on the new houses will commence at once.



Prevailing Wagon Prices at Chicago.

	Dealers' Wagons. Per ton.
Grate	\$6.30
Stove	6.55
Chestnut	6.55
Egg	6.55

BITUMINOUS.

ILLINOIS COALS.

Wilmington chunks	\$3.50
New Kentucky lump and egg	3.50
Carterville stove, washed No. 1	3.50
Carterville nut, washed No. 2	3.50
Westville-Danville domestic lump	3.00
Danville lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.

Brazil block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.00
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00

OHIO COALS.

Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00

PENNSYLVANIA COALS.

Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

WEST VIRGINIA COALS.

Black Band	\$5.00
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TENNESSEE COALS.

Waldensia lump	\$5.00
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COKE.

Gas-house	\$4.50
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WOOD.

Pine slabs, per cord	\$8.00
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Value and Technology of Leading Iowa Bituminous Coals.

Written by G. W. Bissell for The Iowa Engineer.

The Iowa Geological Survey in Volume II, pages 99 and 100, says: "The Iowa coal measures cover a little more than one-third of the area of the state, bounded on the south by the Missouri-Iowa line, on the west by the Missouri river, on the north by a sinuous line between Fort Dodge and Council Bluffs, and on the east by a sinuous line running southeasterly from Fort Dodge to Keokuk. There are in addition a few isolated basins which afford seams of coal which pay for working.

"It must not be inferred, however, that the coal is equally distributed over this area; the broad belt running southeast and northwest, and traversed its entire length by the Des Moines river from Fort Dodge to Keokuk, has heretofore been found to be much more productive of coal than other portions of this district. Lately, in places outside of this belt, coal has been discovered in abundance and mines are being rapidly opened throughout the districts.

"The total area of the coal field is about 20,000 square miles.

"The availability of the coal and consequently the commercial value of the deposit are determined by the thickness and extent of the seam, its depth from the surface and the possibility of combining with its mining some other industry for which local conditions are promising. At a paper read before Section D, American Association for the Advancement of Science at St. Louis, this subject was discussed: "In some districts veins of less than three feet would not be touched, in others veins of two or even one and one-half feet are utilized, although not very extensive, because of their superior accessibility. With the proper development of the industries connected with the manufacture of clay products it is very probable that the under-clays and the overlying shales of coal beds will be taken out on a large scale along with the coal. Brick can be made readily and of the best quality from these shales, either as paving, building or fire-brick.

"At Grand Junction, a company has sunk a shaft 150 feet for the clay found in conjunction with an eighteen-inch vein of coal, most of which is used in the kilns for burning the brick.

"Similar enterprises are established at Van Meter, Des Moines, Fort Dodge and elsewhere."

It would therefore appear that the development of collateral industries will reduce materially the thickness of the paying coal seam.

The same tendencies are exhibited in the effect of the depth of the deposit upon the commercial attractiveness of the coal deposits. The Iowa Geological Survey in Volume II, page 192, says: "The very large majority of the mines in the state have a depth of less than one hundred feet; a number are from 200 to 250 feet deep, while in a few instances the shafts go down as far as 300 feet. These depths prevail in the Des Moines valley. It is very probable that in the southwestern part of the state judicious deep drilling from 500 to 1,000 feet would reveal good coal should the demand exist, and it is not likely that the factor of excessive depth will ever interfere seriously with the mining of Iowa coals."

Description of Qualities of Iowa Coal.

The Iowa coals are almost entirely bituminous and non-coking. "In nearly all cases ordinary breakage of the coal yields more or less of cubical blocks of varying size," which are much broken up in transportation and by weather. The amount of breaking up depends also upon whether the "long-wall" or "shooting" method of mining is used. In the former the coal is undermined and wedged down or blown down with moderate blasts of powder, and in the latter the coal is removed by drilling and blasting. The latter process breaks up the coal very thoroughly and is a quicker process, but lessens the value of the product and the earnings of the mines.

An average of sixty-four analyses by the state geologist gives:

Moisture	8.57
Fixed carbon	45.42
Volatile matter	39.24
Ash	6.77

Total100.00

Analyses of coal from sixteen mines in the Des Moines river district give:

Moisture	8.08
Fixed carbon	45.60
Volatile matter	38.14
Ash	8.18

Total100.00

Sulphur3.42

Or on the basis of oven-dried samples:

Fixed carbon	49.62
Volatile matter	41.49
Ash	8.89

Total100.00

Sulphur3.72

In 1901-2, at the Iowa State College, F. M. Weakley made a study of the chemical composition of Iowa coals, from which the following is quoted:

"The moisture in Iowa coals varies (for the coals tested) from 4.03 to 17.47, the average being 8.08. This moisture is high as compared with that in coals in other states.

"Eliminating moisture from our comparisons, in volatile matter the Iowa coals are rich, varying from 36.94 to 48.69, with an average of 41.49.

"The fixed carbon ranges from 44.86 to 54.91, with an average of 49.62, slightly lower than that of many coals from other states.

"Total combustibles are high, running from 84.888 to 95.91, with an average of 91.11.

"Ash is high, being from 4.09 to 15.12, with an average of 8.89.

"Sulphur is high, from 2.27 to 7.41, with an average of 3.72.

"The coals high in sulphur are also high in ash."

Calorific Power of These Coals Tested.

Concurrently with the work of Mr. Weakley, Messrs. Austin and Peshak, working under the direction of the writer, determined the calorific power of samples of coal from twenty or more mines from the same district, fourteen of the samples being the same as used by Mr. Weakley.

The Parr calorimeter was used. The results showed a minimum of 11,941; a maximum of 13,141, and an average of 12,343 B. T. U. per pound of oven-dried coal. The following table exhibits the results of the work of Messrs. Austin and Peshak:

CALORIFIC POWER OF IOWA COALS AND OTHER FUELS.

Average Results.

Name of Coal or Sender—	B. T. U.
Slack coal, Marquissville, Iowa	10,574
L. M. Goodman, Britt, Iowa	7,986
Spring Valley lump (Illinois), from J. C. Horning	12,608
West Virginia screenings, from J. C. Horning	13,487
Spring Valley washed screenings (Illinois), from J. C. Horning	11,341
Lumsden Coal & Mining Co.	12,097
Saylor Coal Co., Marquissville, Iowa	8,585
Marquissville coal, from Des Moines Coal & Mining Co.	12,041
Whitebreast Fuel Co., Hilton mine, Monroe county, Iowa	12,396
Whitebreast Mining Co., Mine No. 28, Pekay, Iowa	13,050
Hocking Coal Co., Hocking, Iowa, mine No. 1	12,037
Hocking Coal Co., Hocking, Iowa, mine No. 2	12,560
Lumsden Coal Co., Bloomfield, Iowa	13,204
Humboldt Electric Co., cannel coal, Kalo, Iowa	10,451
Humboldt Electric Co., mine-run, Kalo, Iowa	10,922
Centerville Block Coal Co.	12,681
Eldon Coal & Mining Co., Laddsville, Iowa	13,141
Consolidated Coal Co., Buxton, Iowa, mine No. 10	12,030
Consolidated Coal Co., Buxton, Iowa, mine No. 11	10,585
Lodwick Bros. Coal Co., Mystic, Iowa	12,780
Carbon Coal Co., Willard, Iowa	12,245
Crowe Coal Mining Co., Boone, Iowa	12,729
Corey Coal Co., Lehigh, Iowa	12,431
Platt Pressed & Fire Brick Co., Van Meter, Iowa	11,941
Jasper County Coal & Mining Co., Colfax, Iowa	12,134
Boone Electric Light Plant	9,205
Fancy steam coal, Carbondale mine	9,180
Fancy steam coal, Carbondale mine	9,679
Fancy steam coal, Empire Coal Co.	10,881
Fancy steam coal, E. A. Conway Coal Co.	10,132
Anthracite	12,532
Crude petroleum, Texas	18,516
Crude petroleum, Beaumont, Texas	19,000
Crude petroleum, Chanute, Texas	19,488
Foundry coke	12,138
Lamp-black	14,467

In the following table the chemical properties of various Iowa coals are given, showing the result of Mr. Weakley's work:

	Volatile Com- bust.	Fixed Com- bust.	Total Com- bust.	Ash.	Sul- phur.
Whitebreast Fuel Co., Pekay, Iowa	46.06	46.89	92.95	7.05	2.81
Eldon Coal Co., Laddsville	42.72	47.78	90.50	9.50	4.96
Mine No. 2, Hocking, Iowa	45.18	45.34	90.52	9.48	3.98
Mine No. 3, Hocking, Iowa	40.02	44.86	84.88	15.12	7.41
Des Moines Coal Co., Marquissville	45.62	50.29	95.91	4.09	2.74
Lumsden Coal Co., Bloomfield	39.06	53.46	92.52	7.48	2.38
Whitebreast Fuel Co., Hilton	40.61	48.21	88.82	11.18	3.26
Block Coal Co., Centerville	37.79	54.85	92.64	7.36	3.29
Consolidation Coal Co., No. 10	37.09	50.83	87.92	12.08	2.27
Consolidation Coal Co., No. 11	48.69	45.02	93.71	6.29	3.58
Crowe Coal Co., Boone	41.46	50.33	91.79	8.21	4.16
Corey Coal Co., Lehigh	37.98	47.98	85.96	14.04	5.90
D. Lodwick, Mystic, Iowa	39.07	54.91	93.98	6.02	3.15
L. L. Lodwick, Willard	36.94	54.20	91.14	8.86	2.86
Platt Coal Co., Van Meter	40.54	51.04	91.58	8.42	3.68
Jasper County Coal Co., Colfax	42.24	50.27	92.51	7.49	3.08
Average of above coals	41.49	49.62	91.11	8.89	3.72
Average three Alabama coals	32.94	56.73	89.67	10.33	.87
Brazil (Indiana) coal	37.89	55.21	93.10	6.90	1.49
Average Hocking (Ohio) coals	38.14	53.03	91.17	8.83	1.68
Average Youghioghenny (Pa.)	33.99	58.04	92.03	7.97	....
Average Carnegie (Pa.)	38.52	54.16	92.68	7.32	1.97
Pocahontas (West Virginia)	18.23	75.08	93.31	6.69	.60
Average 22 Illinois coals	35.11	51.91	87.02	15.77	3.32

In 1900 boiler tests at the Iowa State College gave the results exhibited in the following table:

Mr. Kent, in discussing the heating of western coals, states that the volatile matter may yield as low as 10,000 B. V. T. per pound.

The writer has made use of the above data on Iowa coals to determine the heating value of their volatile matter. The heating value of any coal may be calculated from its proximate analysis by the formula:

(A) $B. T. U = (14600 \times C + K \times V + 40000 \times S) \times 1/100$ in which
C=percentage of fixed carbon.
V=percentage of volatile matter.
S=percentage of sulfur.
K=constant to be determined for each kind of coal.
B. T. U=heating value of one pound of dry coal.

The data at hand make it possible to transpose and use the formula thus:
(B) $K = (B. T. U \times 100 - 14,600 \times C - 4,000 \times S) \div V$.

Table III shows the data and results of the application of this formula to the fourteen samples above referred to:

TABLE III.						
C	V	S	B. T. U			
			K	Formula A	B. T. U.	Difference
			Formula B	K=12,180	Calorimeter	
53.46	39.06	2.38	12,150	12,657	12,650	+ 7
50.29	45.62	2.74	10,060	13,007	13,011	+996
48.21	40.61	3.26	12,870	12,115	12,396	-281
46.89	46.06	2.81	13,220	12,658	13,050	-592
45.34	45.18	3.98	12,790	12,280	12,560	-280
54.85	37.79	3.29	12,020	12,741	12,681	+ 80
47.78	42.72	4.96	13,960	12,397	13,141	-744
50.83	37.09	2.27	12,180	12,030	12,030	0
54.91	39.07	3.15	11,870	12,899	12,780	+119
54.20	36.94	2.86	11,410	12,526	12,245	+281
50.33	41.46	4.16	12,560	12,562	12,729	-167
47.98	37.98	5.90	13,660	11,865	12,431	-566
51.04	40.54	3.68	10,710	12,536	11,941	+555
50.27	42.24	3.08	11,060	12,606	12,134	+522
50.45	40.88	3.46	12,180	12,606	12,343	Averages

Therefore, for Iowa coal, if the samples are from representative districts, it appears that the volatile matter has a calorific power of 12,180 B. T. U. per pound and that

$B. T. U = (14,600 \times 12,180 \times V + 4,000 \times S) \times 1/100$

In 1900, boiler tests at the Iowa State College gave the results exhibited as follows:

Kind of Fuel—	Fuel Cost of	
	Cost per Ton of 2,000 lbs.	1,000 lbs. Steam from and at 212°
Marquisville, Slack	\$1.43	14.9c
Steam	2.35	21.2c
Nut	2.54	21.5c
Lump	2.88	24.0c
Coke, eastern foundry	8.00	60.4c
Anthracite, nut	8.95	52.0c

The interesting features of these results are the prohibitive cost of anthracite and the advantage of slack over the better grades of coal from the same mine.



Tells About the Ohio & Pennsylvania Fuel Co.

The Peoria Transcript, Peoria, Ill., under the heading of Canton correspondence, recently contained an interesting article concerning the defunct Ohio & Pennsylvania Fuel Co., of Chicago, as follows: "The Standard Coal Mining Co. and the St. David Coal Co. have sent O. J. Boyer, of this city, to Chicago to represent them at the meeting of the creditors of the bankrupt firm 'Ohio & Pennsylvania Fuel Co.,' the settlement of which is now in the United States court at Chicago.

The claims of the Standard Coal Co. (original firm) represent \$437.90 and the claims of the St. David company amount to \$402.

The case is a very interesting one. Frank B. Newell, who married Miss Kate Putman, daughter of the late Martin Putman, of Fulton county, was president and organizer of the Ohio & Pennsylvania Fuel Co. This company bought extensively of mines in this section, but their business went to the bad. President Newell, according to the statement of Frank A. Holmes, his secretary, saw that the company was gradually losing ground and would in time be forced into bankruptcy. Accordingly he left, several months ago, for Porto Rico and has not returned to the states. This left Holmes in absolute charge. Holmes, in endeavoring to revive the company, visited Canton several times, but two weeks ago the crash came and the firm was declared bankrupt, a receiver being appointed.

A singular incident in the case is the fact, that previous to the going under of the Ohio & Pennsylvania Fuel Co., Frank B. Newell and wife transferred all title they held to their share (one-fourth) of the Martin Putman estate, in Fulton county. This estate is now in process of partition and the real estate will be sold at auction at Lewiston, July seventh.

The Newells' share of the estate will amount to considerable, as Lucian Gray, of Lewiston, received a fee of \$1,000 for his work in the partition suit.



"Coal" is the title of a four-page brochure issued by I. W. Copelin, Toledo, Ohio, who therein relates a few facts about his new "Planet" bituminous coal, which is being extensively introduced. "Cope" also refers to his well known line of smithing and other bituminous coals.

Coal Men's Picnic to Be Held Next Saturday.

The annual picnic of the shipping coal trade of Chicago and employes of these companies will be held next Saturday at Pottawatomie Park, near St. Charles, Ill. There has been a liberal response to the fund to buy prizes for the contestants in the different athletic events which will be on the program for the day and it is expected that the prizes will excel those of a year ago, if this is possible. Much interest is being taken in the athletic program, which is nearly completed and a number of coal men are said to be in training for it. Sidney P. Hostler is said to have been practicing his automobile every night this week, and if there is an auto event on the program he feels reasonably sure of winning the prize, unless Donald A. Sage should happen to beat him out. Mr. Sage is not saying a word as to what he has been doing, but it is known that he is a winner when it comes to automobile events. The committee has not decided to include such a race on the program yet.

Frank J. Browning has been laboring with the committee on sports to include a fly-casting contest, claiming that it is a novelty which will be sure to win. As there have been no other entries, it is said to be a cinch if the committee acts on this suggestion Browning will get the prize. G. H. Conn and Charles Gilmore wanted a golf contest, but they have been ruled out. T. J. O'Gara is said to have first place in the fat men's race already in sight and Commodore Dering will lead in the boat race from the start. In the horse race Tandy will wear blue colors and Hill red, and both are being given "place" by all the bookies in town. Money is even up on them. No candidates have appeared yet to take part in the greased pig race. But, laying all joking aside, a good program of athletic events will be provided and every man who attends the picnic will have a chance to take home a valuable prize. The first event will be the ball game between the Black Diamonds and the Black Rocks. This will be the most interesting game of the season and will be hotly contested from start to finish. In the afternoon the other athletic events will occur, lasting for several hours. A photographer will be present and those who do not get any prize can get their pictures "took."

The special train over the Chicago Great Western railroad will leave the Grand Central station at 9:30 a. m., and coal men are requested to be on hand promptly. The best cars the company has on its line will be given over to the coal men for the day. Coal men have all been asked to close their offices all day and give their employes an opportunity to attend the picnic. As most of the offices were closed last year, it is expected this plan will be generally followed a week from today.

The committee in charge has been very careful to arrange all the details at the park so that the picnic will be a success. Tickets, including railroad fare, luncheon and dinner at the grounds, have been placed at \$2.00 for the round trip. The catering company which is to furnish luncheon and dinner has agreed that both meals will be worth the price. If coal men are to make the picnic such a signal success as it was a year ago they must be sure to attend. Last year's picnic was one of the most important events in coal circles of the year. It is expected the one to be held a week from today will hold the same position.



Current Trade Notes.

The Mitchell Spalding Coal Co., 215 Dearborn street, Chicago, has issued its all-rail anthracite circular for July, giving the new discounts and net f. o. b. prices at Chicago and Buffalo for the month.

The July circular of E. L. Hedstrom & Co., Marquette building, Chicago, is very complete in the list of bituminous coals quoted, including all the important descriptions sold in western markets. The anthracite circular for July, giving the new discounts and net prices, is also enclosed.

Coxe Bros. & Co., Inc., the Rookery, Chicago, have issued their July circular on both anthracite and bituminous coals, which is printed in the attractive form adopted the early part of the year by this company. The inside cover page of the circular contains a half-tone illustration of the Tomhicken breaker of the company located in the anthracite region.

The Robinson Machine Co., Monongahela, Pa., and Pittsburg, of which Ira E. Stevens, the "machinery man," Old Colony building, Chicago, is the western representative, has issued a handsomely embossed folder showing a Robinson ventilating fan in relief. The descriptive matter is devoted to the many virtues of this fan for ventilating coal mines. It is well prepared and is a credit to the advertising department of the company.

C. K. Pittman, Old Colony building, Chicago, has issued his July circular giving a complete list of bituminous coals and cokes handled by this for July, giving a complete list of bituminous coals and cokes handled by this house. One of the accompanying circulars is entitled "A Few Smithing Questions Answered," and contains many arguments for the purchase of standard smithing coals, which he ships to the trade. All the circulars are in the highest style of the printer's art and are very attractive typographically.

The central feature of the machinery exhibits at the world's fair in St. Louis is the huge Allis-Chalmers engine coupled to a Bullock electric generator. This colossal unit is the most powerful ever placed on exhibition. The engine is capable of developing 8,000 horsepower when operating, condensing at 150 pounds pressure of steam, and running at seventy-five revolutions per minute. But it is not merely a display feature; it furnishes the electric current for the now world-famous decorative lighting of the buildings and grounds, for which about 200,000 incandescent lamps are required. The exhibition authorities frequently employ it for other purposes as well, sometimes for operating the cascades and sometimes for general power purposes. Recently it was suddenly called upon to take the entire load ordinarily carried during the day by a large plant in the same building, and aggregating about 5,400 horsepower. Having carried this load as long as it was needed, the Allis-Chalmers giant then took up the regular lighting work for the evening. This engine and generator have been constantly ready for any emergency from the beginning, and have never failed to respond immediately and with complete satisfaction whenever called upon. The engine has worked perfectly ever since the steam was first admitted to its cylinders, and it is popularly known among the exhibition people as "Big Reliable."

THE BLACK DIAMOND

PUBLISHED WEEKLY IN THE INTEREST OF THE COAL INDUSTRY
BY THE BLACK DIAMOND COMPANY (INCORPORATED)

OFFICIAL PAPER OF THE ILLINOIS COAL OPERATORS' ASSOCIATION—President, O. L. Garrison, St. Louis; Vice-President, Jos. A. Agee, Chicago; Secretary-Treasurer, E. T. Bent, Oglesby; and Recording Secretary and Secretary of Commission, C. L. Scroggs, Chicago; Herman Justi, Commissioner, Chicago; THE INDIANA COAL OPERATORS' ASSOCIATION—J. C. Kolsem, President, Terre Haute; Secretary, Philip Penna, Terre Haute; THE IOWA COAL OPERATORS' ASSOCIATION—President, C. H. Morris, Des Moines; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa; Treasurer, T. W. Carpenter, Des Moines; Commissioner, John P. Reese, Albia.

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THERE is a retail coal firm in this country by the name of BURKIEWICZ & GRZEGORSEWSKI. When the Japs get through in Manchuria they might attack this name. It surely would result in an ignominious defeat for them.

THERE are two important events in St. Louis this month which should not be overlooked: The national democratic convention which is in session and Coal Men's Day on July twentieth. If you must miss either, Mr. Coal Man, miss the democratic convention.

THE child labor law in its application to mining operations in Pennsylvania has been declared unconstitutional. Most of the companies are abiding by its terms, however, which shows that laws do not always accomplish as much as public sentiment when the latter is founded on right motives. We, in this country, place too much reliance on legislative enactments and give too little attention to educating our citizens to distinguish between what is proper and improper. More education along sound lines will bring better results than a mass of loosely drawn laws.

Merely a Study in Economics.

The Sandusky (Ohio) *Register* is evidently edited by a man who has common sense and judgment, which can not be said of all the newspapers of this country, judging by the fol de rol which they dish up to their readers. The *Register* listened to the wailing and gnashing of teeth of the little editors over the country concerning the testimony submitted by the anthracite coal company presidents. After hearing what the others had to say, apparently, it became disgusted with the lack of intelligence displayed, for it recently published an editorial which should be read by every little editor in the country. We think this editorial is worthy of reproduction, not because it coincides with our views on the same subject, but because it is logical, sound reasoning and reflects the policy that is pursued by every honest man in the conduct of his business. It follows:

"Mr. BAER, the president of the Reading railroad, in testimony before the interstate commerce commission, admitted that the price of anthracite is not governed by the cost of mining and transportation, but by the public demand, or, as it is construed, 'by the necessities of the consumer.' He was asked a question, to which he generally replied that so long as there is a demand for all the coal that can be produced by the companies there will be no reduction in price, but he refused to say whether or not the so-called coal trust is running its mines at full capacity.

"For this he is roundly abused by certain newspapers that seem to think it legitimate to apply different rules of morals and economy to corporations than to individuals or firms. The price of any article is not necessarily governed by the cost of producing and delivering it to the consumer, but by the supply and demand. It would be monstrous folly for the owners of coal mines to run them to their full capacity for any length of time unless there was a demand for the coal that could be produced by running them to the full capacity. What would be the sense in unearthing and putting along the railroad tracks all the anthracite there is in the United States in a minute

or in a month or in a year if it could be done? Not one particle of sense. What would be the sense of devoting every acre of arable land in the United States to the production of potatoes, or of corn or wheat? What sense is there in overproduction? Experience has demonstrated that overproduction is an absolute injury to a country or to an industry. When we overproduce iron and steel, stagnation follows as a matter of course and men are thrown out of employment. If we have an overproduction of wheat, down go the prices and the producers suffer accordingly. There is a limit to human capacity to absorb and consequently a limit to the demand for anything. There is not a word in Mr. BAER's remarks or in his answers that is not based upon sound business economy. The price of anthracite is only in part governed by the cost of mining it and transporting it to the consumer. The demand which may be called the necessities of the consumer is a governing factor in fixing the prices of that or any other commodity. Why should there be a reduction of the price as long as the demand is equal to the supply and people are prepared to pay for it? Has there been any such enormous profit in the production of coal? Certainly not.

More About Dishonest Business Methods.

By calling attention in a general way to some of the dishonest business methods employed by irresponsible factors in the coal trade THE BLACK DIAMOND has aided in awakening public sentiment in the right direction. Every honest factor, whether retailer, shipper or operator, has commended this as the proper and only policy to be pursued by a trade journal which desires to serve its clientele of readers to the full extent of its ability.

Before calling attention to some of the palpably dishonest methods which can be specialized upon THE BLACK DIAMOND wishes to say that it believes the coal industry generally is higher in morals and in business integrity than many others in the country. It is essentially a business of large interests and heavy investments. Large interests necessarily depend for their success upon the honesty of those who are at the head of them. If they are officered by dishonest men the public soon loses confidence and will not invest. In the coal trade this is not true. Every year many new corporations are being formed and the capital of old corporations is being increased. These things are accomplished because the investing public has confidence and places its faith in the personnel of the trade in general, in spite of the many misleading slanders which appear in our daily newspapers. Under these conditions it is the duty of the leading trade journal in the coal industry to carefully safeguard the public against the occasional dishonest one who becomes identified with it, that such confidence can continue and that the large majority who are honest will be amply protected within their lawful and moral rights.

At this time there is occupying an executive, or at least partial executive, position, of a large western coal corporation, a man who is wanted to stand trial under an indictment which has been pending against him in another state on the charge of embezzlement since 1897. We understand that this man has never dared to invade the state in the daylight since that time for fear of his arrest and trial; that he resisted an attempt to take him on a requisition from the state of Wisconsin after his somewhat hurried exit from his former home. This man is entrusted with vast interests and is in a position to do unusual harm in his relations to his fellow man, if he still follows the same vicious policy he did at that time. As he has not returned to stand trial and clean up old scores it is difficult to believe that he has reformed. THE BLACK DIAMOND believes that the company which gives him a position should put him down and out until he completely exonerates himself; until he has returned to the scene of his alleged former depredations and has settled with the law as every man who has done anything wrong should settle. We believe that the very presence of this man in the coal trade and his association with other coal men is a menace to the integrity and honor of the industry and that it is incumbent upon every honest man to use his best endeavors to bring him to justice.

But the dishonesty in the coal trade does not stop here. In the city of Chicago there is at least one firm, and perhaps more, which buys Du Quoin coal and sells it for Carterville, a palpably dishonest business transaction. Inferior West Virginia coals are bought and sold to unsuspecting customers for full standard New River and Pocahontas coal. We have reason to believe that Pocahontas coal is unloaded from one car and mixed with duff from the Illinois mines and sold by the wagonload as straight Pocahontas coal at prices which the latter should command. We might go down through the list and add to this story of misrepresentation and false dealing and in all probability we would bring the whole thing back to a few firms. No honest man need fear, but the dishonest men will never know when they are safe, and these are the conditions that we believe should prevail. We hope, and if THE BLACK DIAMOND has the support of every honest coal man, we know, that a policy of lying and misrepresentation when practiced by any coal man, no matter whether he be large or small, can be stopped.

Western General and Personal Notes.

G. M. Woodard, Marquette building, Chicago, is in Minneapolis and St. Paul this week on a business trip.

E. R. Carter, of the Flat Top Fuel Co., Bluefields, W. Va., was in Chicago this week on a business trip.

H. M. Senseny, the well known veteran coal dealer of Bloomington, Ill., was in Chicago this week on a business trip for the first time in several months.

The Brenner Coal Co. has opened its new offices in the Brenner building, Miami avenue, By-the-Park, Detroit, and now has what is considered one of the handsomest and best equipped coal offices in the state of Michigan.

Morris Williams, president of the Susquehanna Coal Co., Seranton, Pa., John Y. Boyd, of this company and also of Boyd, Stickney & Co., and Clarence Thompson, of the W. L. Scott Co., Erie, Pa., were in Chicago the latter part of last week on a business trip.

W. W. Orcutt, of Orcutt Bros., coal and hardware dealers at Sioux City, Iowa, has been in Chicago the past fortnight in charge of his father, who has been undergoing an operation at St. Mary's hospital. The operation has proved a success and Mr. Orcutt Sr., is now on the rapid road to recovery.

R. C. Solomon, formerly principal stockholder in The Black Diamond Coal Co. at Springfield, Ill., has acquired 800 acres of valuable coal land at Auburn, Ill., and is preparing to develop it on a large scale. Mr. Solomon expects to put in a development that will cost about \$150,000 and will be thoroughly modern in every respect.

The Chicago-La Salle Coal Co. has removed its offices from the sixth floor of the Plymouth building, Chicago, to the ninth floor, where it has much larger and better quarters in every way. Mr. Carmichael, the president of the company, has a private office in the new location and this suite of rooms has been fitted up very tastefully.

With the exception of the steamship Augustus B. Wolvin, which holds the record for this year in the matter of large lake cargoes, the steamship Sahara, which cleared from Lorain, Ohio, is said to hold the record. Her maiden cargo was 8,608 tons and 300 pounds of bituminous coal. The Sahara is 494 feet long and will engage in the coal carrying trade at present.

G. F. Easterly, president of the Gilmore & Easterly Co., fifth floor of the Old Colony building, Chicago, accompanied by Mrs. Easterly and his family, is spending a couple of weeks in recreation at Gull Lake, Mich. Mr. Easterly is one of the hustling coal shippers of Chicago and will be highly benefited by the relaxation from business which this trip will afford him.

The Hutson Coal Co., of Cleveland, Ohio, is opening a new mine at Palmyra, Portage county, Ohio, and by August first will be in the market with Palmyra coal, which is considered one of the best of domestic bituminous coals produced. The mine is located on the L. E. A. & W. Ry., and therefore the company can ship direct to all points in the northwest and Michigan.

Sir Frederick Edward Barnes, formerly one of the court favorites of King Edward VII of England, now a coal mine operator at Canyon City, Colo., was recently married in that city to Miss Alice Ackerman, closely related to Lord Roseberry of England. The bride has resided at Toronto for a number of years and was one of the belles of the Canadian capital. The wedding was a very quiet one.

The numerous friends of F. O. Wyatt, secretary and general manager of the La Salle County Carbon Coal Co., Old Colony building, Chicago, will be pleased to learn that he visited his office for the first time this week after an illness extending over a period of nearly a month. Mr. Wyatt has been a great sufferer from an abscess in his head, which was extremely painful. He is now nearly recovered.

George F. Getz, president of the Globe Coal Co., Old Colony building, Chicago, left Tuesday night for important coal centers in Ohio and Pennsylvania on a business trip. Mr. Getz probably does more traveling in looking after his business interests than any other coal shipper in Chicago. Although his office and home are in this city, during the last six weeks he has not averaged a day a week at home.

Fred King, owner of the Royal Fuel Co., Center avenue and Kinzie street, Chicago, has purchased the retail coal yard of P. M. Mueller & Co., situated at the corner of California avenue and Bloomingdale road. This makes the third yard which the Royal Fuel Co. now controls in Chicago, the second also being located on the west side. Mr. King will not take possession of his new yard until May first, 1905, and until that time P. M. Mueller & Co. will operate it under lease.

The St. Paul & Western Coal Co., through H. H. Heimer, vice-president, announces the acquisition of docks at Milwaukee and Green Bay, Wis., which will give it facilities for handling and shipping a large tonnage of Sunday Creek Hocking coal. These docks were formerly controlled by the Earling interests in Milwaukee and are thoroughly modern in every respect. The St. Paul & Western Coal Co., with headquarters at St. Paul, now has, including its docks at Superior and Duluth, an annual storage and shipping capacity of 2,000,000 tons of bituminous coal.

P. C. Richards, Mrs. Richards, and their son, Marmet Richards, have returned from a ten day's trip to the world's fair at St. Louis, where they had a splendid time and saw a large part of the exposition. Mr. Richards, who is resident manager for The Marmet Co., Plymouth building, Chicago, this week in an interview praised the many features of the exposition very highly. "It is simply grand," he said, "and while we went at it systematically with a view to seeing all there was to be seen it would take a very long time

to take it all in. There are a great many features of value and of interest. One of these is the Philippine display, which is on a large scale and is very interesting throughout. The French exhibit and buildings are magnificent and we enjoyed them very much." Mr. and Mrs. Richards mapped out their program each day before entering the grounds and thus were enabled to cover the exposition very thoroughly.

The marriage of R. W. Durham, secretary of the Covey-Durham Coal Co., Plymouth building, Chicago, to Miss Jane Reid Flett at Englewood, was recently announced. The wedding occurred at the home of the bride's parents on June twenty-first and was attended only by the immediate relatives and circle of friends. Mr. and Mrs. Durham are now in Denver, but will probably return to Chicago within a short time and will make their home at Oak Park, where Mr. Durham has purchased a residence. They have received many congratulations upon the happy event.

J. F. Held has been appointed manager of the northwestern sales department of the Chicago & Wellston Coal Co., Twelfth and Clark streets, Chicago, and on July first assumed his new duties. Mr. Held has been identified with the coal trade of Chicago for the past three years and is well adapted to take charge of an extensive shipping business. The Chicago & Wellston Coal Co. has long had the distinction of doing a large steam business in Chicago, but it is now intended that in addition it shall become one of the leading shipping companies in the bituminous trade.

The annual congestion of vessels at the docks at Superior and Duluth by reason of the heavy shipments of coal is now a reality as a result of the heavy forwarding of anthracite and bituminous coal that has occurred within the past fortnight. There is not dock room for all of the vessels entering the harbor and in many instances boats are delayed from twenty-four to forty-eight hours before they can reach their unloading berth. Considering the immense tonnage of coal that has moved up the lakes within the past fortnight this is not to be wondered at, as there has been a heavier tonnage than for any similar period in the history of the coal trade.

The Chicago board of education has awarded contracts for supplying coal to the public schools the coming year. The city has been divided into five districts and the award of bituminous contracts was as follows: District No. 1, Alwart Bros., \$2.79; district No. 2, Anthracite-Bituminous Coal Co., \$2.79; district No. 3, Baker Bros., \$2.79; district No. 4, Busse-Reynolds Coal Co., \$2.78; district No. 5, City Fuel Co., \$2.91. The award of anthracite coal was as follows: District No. 1, Alwart Bros., \$7.00; District No. 2, Anthracite-Bituminous Coal Co., \$7.00; district No. 3, Baker Bros., \$7.00; district No. 4, Busse-Reynolds Coal Co., \$7.00; district No. 5, Nichols Coal Co., \$7.10.

H. A. Chaffin, vice-president of Hunter W. Finch & Co., Fisher building, Chicago, has returned from a two week's vacation trip in the Rocky mountains, much rejuvenated by the change of scenery and by the recreation in which he indulged while absent from Chicago. At Denver, he was joined by his brother, who is in the government service at that point, and they went to the northwestern part of the state where they spent more than a week in hunting and fishing. Their camp was located in a primeval forest in the mountains and for more than a week they "roughed" it. Mr. Chaffin had a total of 250 rainbow trout to his credit as a result of his prowess with the fly and line. As he has been closely confined to his desk the past year, the trip was one of immense benefit to him.

The Lehigh Valley Coal Co. has issued an official circular signed by J. W. Skeele, general sales agent and E. M. Platt, western sales agent, announcing the appointment of W. H. Scott to the position of sales agent, with headquarters at Chicago. Mr. Scott has been chief clerk to Mr. Platt and when Mr. Skeele was in charge of the Chicago office was also chief clerk to him. He has been a most faithful and valuable employee of the company and his promotion has been thoroughly earned by his long service. In his new position he will have charge of the sales department of the company and will be enabled to call on the trade, especially the larger customers of the company, owing to the fact that he will be relieved of much of the office routine. Mr. Scott has received many congratulations upon the promotion which has come to him in which THE BLACK DIAMOND most heartily joins.

The arrival of the steamship Augustus B. Wolvin, for the first time since going into commission at the port of Milwaukee last Saturday with a cargo of anthracite for the Milwaukee-Western Fuel Co. was properly commemorated. The Wolvin sailed from Buffalo the early part of last week with a cargo of 10,567 tons of anthracite from the mines of the Delaware, Lackawanna & Western Co. She was met in midlake by President E. A. Uhrig, of the Milwaukee-Western Fuel Co., and a party of his friends, who boarded the largest vessel on the great lakes and returned in her to Milwaukee. Saturday morning President Uhrig chartered one of the lake vessels at Milwaukee and assembling a number of his personal friends from other cities and the dealers of Milwaukee on board they went out to meet the Wolvin. There were about 300 coal men in the party, including George M. Space, president of the Youghiogheny & Lehigh Coal Co. at St. Paul; Fred Stewart, of the Ohio Coal Co. at St. Paul; J. H. Elliott, of the Pittsburg Coal Co., and Charles W. Gilmore, of the Crescent Coal & Mining Co., of Chicago, together with many others prominent in the western trade. They were accompanied by a band of music and a well stocked commissary department, which included refreshments for the day. When the Wolvin arrived in Milwaukee harbor with the party on board and her mammoth record-breaking cargo the harbor tugs and vessels gave her a salute that was also a record-breaker. The members of the party had a very pleasant time as a result of the well known hospitality of Mr. Uhrig and the Milwaukee-Western Fuel Co., and had an opportunity of thoroughly inspecting the Wolvin, which is the largest freight carrier on fresh water and one of the largest devoted to the exclusive carrying of freight in the world.

The Demurrage Discussion at the Sioux City Convention.

One of the most interesting features at the recent convention of the Iowa and Nebraska Coal Dealers' Association at Sioux City, Iowa, was a discussion of the matter of demurrage. A stenographic report is as follows:

President Chisam: Talking on the demurrage question, now, gentlemen, we will listen to anyone who wants to talk on demurrage.

Mr. Hull: I don't know whether you and your association know what has been done in Ohio in regard to the demurrage question. They took the matter up there jointly with the lumber men, and they came at the railroads somewhat as you have here. There have been instructions issued to the car service men in Ohio to grant ninety-two hours instead of forty-eight for unloading, which I think, when you come to forty or fifty ton cars, is more in proportion. I believe in demurrage and think they should charge demurrage. I think it is a protection to us. It prevents the scalpers from getting a car of coal on track and keeping it until they can sell it. For that reason I believe in demurrage, but the question arises, what is the proper time to allow? A decision recently made by the supreme court of the state of



C. H. CHISAM,
PRESIDENT IOWA AND NEBRASKA RETAIL ASSOCIATION.

Illinois on a case of the Northwestern road where a man refused to pay the demurrage and the railroad company brought suit, which was carried clear through to the supreme court, and the decision rendered was in favor of the Northwestern road, that they had a perfect right to collect that; and the judges went a little further, and, I think, too far in that case. Their decision was that forty-eight hours was a reasonable time to unload any car of coal. I do not think the supreme court of the state of Illinois should have done that, and we have that decision to contend with now, but I don't know why we can't accomplish what they have in Ohio, and all over in the east. I received a letter of very bitter complaint along about the latter part of March from Concord, N. H., in regard to unloading cars. Before he got through he admitted they had ninety-two hours already, and he thought they ought to have more than that. But in April, when I was in Boston, this question was brought up there. I found it was very general all over the eastern states that they get ninety-two hours for unloading their cars, and I think we should have the same, or at least seventy-two hours.

Mr. Peek: Like the gentleman who has just taken a seat, I am in favor of demurrage for the reason that he stated, and also for the unselfish reason that it is a fair proposition. There ought to be some limit to the time that a man can occupy the property of another in the unloading of coal or lumber, but I am also in favor of reciprocal demurrage, and for that reason I would rather agree with Brother Moore's time (seventy-two hours) than the time in Ohio, because we can expect that the railroads will ask for equal latitude in the delivery of cars when we place them in their charge to transfer, so I am in favor of asking them to give us seventy-two hours' time for unloading cars, and also some practical method of reciprocal demurrage. I am not prepared here to offer a schedule of hours and miles and all that, but I would like to see something done in that line. I would prefer to have our committee meet with the railroad managers and settle that on a fair basis. We are at more loss, I am satisfied, on account of detention of cars in transit than we are with the demurrage laws just as they are today. What we want is something that will apply both ways, what is "saucer for the goose will also be saucer for the gander." If we get the matter up in the right shape, I don't think any fair-minded set of railroad men will object to it, and they are fair-minded if you can make them see you are right, but they are just like all the rest of the world—will ride right over you if you don't say anything. You have got to hold up your head and holler.

Talk of Reciprocal Demurrage.

Mr. Hull: You speak of reciprocal demurrage; in Michigan and also in Cincinnati they have this kind of an arrangement, when a car is set on

track, if you unload that car inside of forty-eight hours, you are given credit for all the time you are entitled to, that is, the difference between the time you take to unload it and the time you are allowed for unloading it is put to your credit, and on the next car you have the credit for that time, and so on. They open a credit and debit account, and they open up a new account every month. The reason for that is if they didn't start even ever so often, by and by a man would have a month in which to unload a car. They have that arrangement at Grand Rapids.

Mr. Pratt: In regard to this reciprocal demurrage question, Virginia has the best law, I think, on the statute books at this time. The law of that state provides that the railroad company shall pay demurrage on all shipments which do not move fifty miles in twenty-four hours—shall pay demurrage to the shipper of one dollar if the car does not move fifty miles in twenty-four hours. It also provides that if a car isn't placed at the mine or the loading point within twenty-four hours after request by the shipper, they shall pay one dollar for each twenty-four hours' delay. Now, that law is on the statute books of Virginia, has been in force for the past year, and is very successful.

In Indiana the coal shippers and other shippers have formed an organization and they are working for a similar law. In the state of Illinois this work is in a chaotic condition as yet, but the coal shippers of Chicago are anxious to secure such a law, and I believe it is proper for the Iowa and Nebraska association, if they can, to appoint a legislative committee and bring this matter before their respective legislatures at the next sessions.

Mr. Moore: I think I have a claim on the railroad on this reciprocal arrangement. I ordered a car of coal and three weeks afterward I learned



R. E. HARRIS,
SECRETARY IOWA AND NEBRASKA RETAIL ASSOCIATION.

it had been taken to Belmont and turned over to a coal dealer there. In the course of time I got it back. The very next car from the same point laid in the Cedar Rapids yards eighteen straight days.

Mr. McGill introduces Mr. Daniels, of Virginia, to tell of the new law in that state.

Virginia Law Has Worked Satisfactorily.

Mr. Daniels: All I can say is the new law has worked beautifully ever since it has been in force, and I believe it is the salvation of the coal men in that section.

Mr. Patton, of Cleghorn: We have the same complaint at Cleghorn that you have at any of the small towns. We have forty-eight hours to unload, and the great grievance that we feel is that our car frequently is kept on the road from the mines a period of from two to three weeks, while we are anxiously waiting for the coal, and when it arrives we have to unload the coal in forty-eight hours. I believe that a resolution ought to be offered and action taken, or committees appointed to see if an extension of time for holding cars before demurrage is charged couldn't be had. I would be in favor of an extension to seventy-two hours, or a longer period, up to ninety-six hours.

Mr. Peek: I would like to make a motion. I move that our present legislative committee be authorized to take up this demurrage question, as

well as the short weight question. Their efficiency and ability in handling that matter has been so satisfactory to the entire association that I move that they be authorized to take this matter up in whatever way they see fit, either with the legislatures or with the railroad managers. Motion was seconded.

By a delegate: Now, in regard to this demurrage question, I am in favor of a reasonable demurrage law. I think it is a good thing for the railroads as well as for the coal dealers. I am also in favor of reciprocal demurrage, and I wish it understood that I want that in the bill. I think that we lose more money from the railroads' delaying our shipments from the time they are given them at the mines—last winter we had a car of coal on the road fifteen days from Chicago. If they had been compelled to move that coal or pay us for it, they would have brought it through in about five days.

Mr. Peck is asked to change his resolution so as to give the committee power to act in addition on reciprocal demurrage.

Mr. Peck: Yes sir, that was my intention, to include all the phases of the demurrage question, reciprocal demurrage as well as the other.

Mr. Betts: As a member of the legislative committee I would make a motion that the chairman appoint this morning a committee of three on the question of demurrage, to give the consensus of opinion of this convention to the legislative committee to work on. I would like to have a separate committee on demurrage, that committee to report at 1:30 today, so that the legislative committee will have something to work on.

Mr. McGill: I move an amendment to the motion of Mr. Peck, that a different committee be appointed for that matter of reciprocal demurrage. The legislative committee has done splendid work on short weights and they made a specialty of that. We all know that the man who makes a specialty of anything does the best work, and I believe we should have a different committee to take up the demurrage question.

Referred to the Legislative Committee.

Mr. Peck: I catch Brother McGill's point, but I want to say in reply to that that I am in favor of the sentiment of Lincoln—we don't want a short horse for crossing a stream. If I have a good man in my employ, I want to keep him. The legislative committee understands the whole question, they are acquainted with the railroad officials and have looked over the ground. Now, the sense of this Association here today I think the legislative committee fully understands, just as fully as if they should appoint a separate demurrage committee and draw up a set of resolutions.

Mr. Wickham: I don't believe the demurrage question bothers us so much as the delayed shipments. That is what we want to get at. I have

had cars of coal in transit for two months. Take the Illinois Central, they get the southern Illinois coal, and they will leave it in the yards for sixty days. They will not even acknowledge a tracer. I think we ought to get some legislation to compel them to move a car at least sixty miles a day. That is my idea.

Mr. Burke: For our part, we have no trouble in unloading a car in forty-eight hours. The only trouble we experience is where we have ten, fifteen or twenty cars in a day. I would really hate to see the forty-eight hours for unloading coal disturbed, for the reason that some of the other gentlemen have mentioned, that it would give any old body a chance to use the car for a coal shed, and it seems to me that forty-eight hours is plenty of time to unload a car of coal. What we need is where we have ten, fifteen or twenty cars in a bunch, I think we need more storage time on this coal, but not more than forty-eight hours to actually unload a car of coal after it has been placed in our yards.

Time is Now too Short for Unloading.

Mr. Gregory: The remarks that have been made pro and con on this question have only emphasized more fully to me the unfairness of this demurrage law. In Dubuque they have three days to unload. At Marshalltown they have forty-eight hours from the time the car strikes the town. It is reported to us in the morning and we are supposed to give disposition at once. * * * Another point, I have been told by members here that when the weather is inclement, that time does not count. At our town we have to unload whether it rains or shines, or pay demurrage.

By a Delegate: At our place it is the same as at Marshalltown. If a car comes in in the afternoon one day, the next morning about eight o'clock I am supposed to give orders where I want the car placed. The usual time of switching is about ten o'clock. The time commences then at noon on that day, and we have forty-eight hours to unload from the time of placing. But if a car comes in and I don't give orders for placing, time commences at that time, so in reality we only have forty-eight hours practically from the time the car arrives to the time it has to be unloaded.

President Chisam: Gentlemen, you have heard Mr. Peck's motion in regard to appointing the legislative committee to act on this demurrage question. Voted on and carried.

President Chisam: You have also heard Mr. Bett's motion appointing a committee to take up these matters and draft a set of resolutions for this legislative committee to work on. Motion voted on and carried.

President Chisam appoints Mr. W. K. Beck, Mr. A. B. Cook, Mr. George Wickham and Mr. W. R. Webb to act as said committee.

Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, July 7.

With the commencement of the last half of the year indications are that the requirements in the anthracite market, which have been extraordinary for the past six months, are not as urgent as they were and that the trade has been about supplied for the present or until more seasonable weather for consumption shall again prevail. The month so far, unlike the several months preceding it, affected by the ten cents advance, has not shown any activity in the number of orders received from any of the consuming territory and there seems to be an indifference on the part of buyers as to further supplies. Though this is only natural considering the season and weather conditions, it does not augur well for large shipments the next two months. The usual advance of ten cents per ton per month was made on the first instant, making the f. o. b. prices in this harbor: Broken, \$4.55; egg, stove and nut, \$4.80 for all shipments during the current month. While there were still some old orders upon the books of shippers from the preceding months, at the lower figures, these are now generally being cancelled on the ground that dealers are filled up and can not take on more coal. This no doubt is true in the majority of cases, as a large tonnage has been the feature of the movement this year since the opening season, though it is not unlikely and in some instances the belief is expressed that a proportion of the business is still open, but buyers are preferring to take chances on the future market, as the difference in price is so little as to not much more than represent the interest on money invested. Some of the smaller trade, too, is probably not so well stocked on coal but what it could take on more, but dealers have to be satisfied with their present stocks, owing to the fact they have their available capital already invested in coal, and must work off some of the supplies before they can buy again.

Fair Demand for Storage Coal.

The only demand of any account seems to be for storage coal, the other sizes showing more or less contraction, according to conditions, and in some cases they are accumulating. So far, however, there has been no excess of shipments from the mines. The larger distribution now going westward is absorbing this coal and will continue to do so for several months more, relieving this market accordingly. It is thought with the proper curtailment at the mines only a normal tonnage will be carried over in stock to the winter months. The shutting down of the mines for four working days over the Fourth is having a good effect in regulating the supply coming at this time, especially as regards the smaller sizes, and it is understood in this connection that the requirements of the market will be duly considered from this time forward. Trade eastward is quieter than it was, though some orders are still coming forward on which current shipments are being made. The local trade is quiet and dealers are merely buying to replenish their daily consumption. All-rail business is consider-

ably reduced from what it was, and buyers are indifferent to matters pertaining to coal, many of them having other more important interests to occupy their time at present. The steam sizes are somewhat heavy and are the only feature in the trade giving any concern to shippers. They, of course, will move off more freely later in the season, but the difficulty is in carrying them over. Provisions are being made to stock a larger quantity of these coals, however, and it is thought that in another year ample facilities will have been provided to facilitate their being stocked to meet the fluctuations in the market.

Little Change in the Bituminous Trade.

The Atlantic soft coal trade shows little, if any, change in conditions from those prevailing last week and is generally very quiet. Some of the producers of the higher grade coals report slightly better conditions and see in this a good omen for improvement in the general trade. Certain sections of the consuming territory are sending business in a small way, which is more than they did a week or two ago, and this is affording some slight encouragement.

The tonnage going forward at this time is still contracted, especially from the Pennsylvania field, and indications for any improvement in regard to production are not very propitious for the near future. Prices show no change and continue at the low level that has prevailed for some time past, which in many cases is down to cost. Owing to this fact these figures are not likely to show any further reduction and the concessions made from them are to avoid demurrage charges on coal standing, which, through the vigilance of the railroad officials, is greatly decreasing the accumulations of this character. The prices range at about \$2.25@2.50 f. o. b. this harbor for the ordinary grades of coal, and at these figures it is evidently a good time to buy, considering the advanced season and the possibility of a car shortage or advance in vessel freights at any time now which would affect values, possibly creating a stringency in tonnage.

Efforts Made to Prevent Car Shortage.

The Pennsylvania railroad issued to its shippers last week a circular letter requesting their co-operation in giving coal cars every dispatch in unloading and returning the same promptly, as otherwise it was feared a serious shortage would occur on this line. Cars already show a shortage and should this continue it may further curtail shipments. The mines generally are still curtailing their production and are giving but little attention to coal matters at present, many of them enjoying a vacation.

The far east continues dull, though a few more orders on contracts are said to be developing. Consumers no doubt are commencing to realize that this is an opportune time to get some coal in stock, everything being favorable to getting it forward at a minimum of cost. Sound business is quiet and shows even little inquiry for coal as yet. New York harbor is flat in the way of needs and nobody looks for any change here with cur-

rent arrivals accumulating. All-rail trade is slow and shipments are reduced below normal.

Transportation from mines to tide is good and coal is running through on about schedule time. Cars are in ample supply to meet all needs of shippers where they are given prompt dispatch at unloading points. In the vessel market there is enough craft offering to meet the demand and rates are unchanged. Philadelphia quotes as follows: Boston, Salem and Portland, 85c; Sound ports, 70c; Portsmouth and Bath, 90c; Newburyport and Bangor, \$1; Lynn, 95c; Saco, \$1.05 and towage; Gardiner, \$1 and towage.



Buffalo and the Lakes Trade.

BUFFALO, N. Y., July 7.—(*Special Correspondence*).—All the coal trade in this vicinity seems to have a sort of vacation fever, judging from the conditions existing in the coal markets, with which Buffalo is concerned. The anthracite trade has now settled down to its summer quiet. Conditions in the bituminous trade have improved as the surplus in this market has been wiped out. The coke market seems to be stronger this week and some of the dealers are asking more for their product.

Shipments of anthracite from this port for the month of June show that the lake trade has started with a boom. Some of the coal that the companies failed to ship up the lakes during the strike has now been made up. The shipments for June amounted to 510,606 tons, as against 290,262 tons in June, 1903. This increase over last year was to be expected, inasmuch as the month was begun this year with 500,000 tons behind last year's shipments. This increase of 200,000 tons for this year over last year, for the month of June, will help to make up the 500,000 tons that the season is behind. Last year's August and September shipments from this port are the record months for shipments of coal and it will be hard to beat them. The remainder of that 500,000 tons shortage will, therefore, probably not be made up until next fall, when last year the shipments were light.

How Heavy June Shipments Were Distributed.

This year's June shipments of anthracite from this port, were distributed as follows:

	Tons.		Tons.
Chicago	144,485	Marquette	7,856
Milwaukee	116,199	Portage	6,250
Duluth	75,479	West Superior	6,000
Superior	63,577	Hancock	5,800
Sheboygan	35,200	Gladstone	5,000
Fort William	14,490	Escanaba	4,150
Green Bay	9,300	Racine	3,850
Toledo	3,450	Other ports	4,370
Bay City	3,150		
Waukegan	2,000	Total	510,606

Anthracite sales agents report that rail orders have fallen off, but they are not alarmed over the situation as it was to be expected at this time of year, when few people are buying coal. The orders for lake coal are coming in in good shape—faster than they can be taken care of by the sales agents. The amount of coal that is coming forward for lake shipment from the mines is not large enough to equal the demand. There is plenty of vessel tonnage on the market here and charters can be made at low rates. In the opinion of a prominent coal man, the small amount of coal coming forward for lake shipment is due to the good demand for rail coal prevalent over the country. As invoices for rail coal are paid more promptly than for lake coal, the anthracite companies take care of the rail orders first. The local retail demand continues light.

Outlook in Bituminous Trade More Encouraging.

All of the bituminous jobbers are optimistic as to present conditions. They say that since the first of July there have been more orders for bituminous and more inquiries are coming in. The improvement, however, is not such a great one as to cause an increase in the price. As was pointed out before, many factories and other users of bituminous were engaged in taking inventories during June. Others held off until the beginning of the new fiscal year, on July first. For these reasons, the trade was unusually quiet at the end of June. The resumption of regular work again this week, after Sunday and the Fourth, has brought in a large number of inquiries. There are some jobbers who say that this better tone to the market is due to the reaction to the June quietness and so may not last. The market has been temporarily bettered by trouble at the mines in getting gondola cars this week. Trouble with cars immediately shows in the market here, indicating that the surplus has been wiped out. It is not likely that another surplus of coal will be a feature for some time, as the results of the one just past are still fresh in the minds of the dealers here and they will not be caught again soon.

It has been learned that, in all probability, the Pere Marquette railroad will begin its regular service into Buffalo on Monday, July eighteenth. The road will use the tracks of the Michigan Central from its present eastern terminus at St. Thomas to Buffalo, according to a traffic arrangement made between the two roads last December. It has become officially known that the payment of rent for the trackage rights will begin on July eighteenth. As pointed out by Pere Marquette officials, the road is not going to pay the Michigan Central a quarter of a million dollars a year and lose many days. As a further fact looking to the beginning of early service, train crews have been stationed at St. Thomas by the Pere Marquette and have been running over the Michigan Central into Buffalo to familiarize themselves with the road. The new yards of the road, which are under construction at Fort Erie and at Niagara Falls, Ont., are being rushed to completion. For the Fort Erie yard the steel is already on the ground and will be put in place soon. That yard will have about twenty-five miles of track.

An echo of the excursion of the New York and Pennsylvania Retail Coal Association was heard on June thirtieth. On that day, W. T. Roberts,

western sales agent of Williams & Peters, and a number of friends, gave a banquet at the Ellicott club in this city, to H. T. Jaeger, general agent, passenger department of the Erie railroad, who took charge of the special train that took the coal men on their excursion. During the course of the banquet Mr. Roberts presented to Mr. Jaeger, on behalf of the New York and Pennsylvania Retail Coal Association, a very handsome leather covered library chair and to Mrs. Jaeger, a beautiful parlor cabinet. H. C. Harrison, of the Buffalo Grain Co., who was on the trip, also made some remarks. Mr. Jaeger responded feelingly. The presentation was made as an expression by those who went on the trip of how much they appreciated the excellent manner in which Mr. Jaeger had cared for the party.

Messrs. Reed, Minton and Lewis, traveling men for the Philadelphia & Reading Coal & Iron Co., were in conference with D. L. Tuttle, sales agent, to whom they report, this week. This is the first full conference since Mr. Tuttle's return from his trip to the Pacific coast.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., July 8.—(*Special Correspondence*).—With the advance of ten cents per ton on anthracite coal for the month of July the unfilled orders from the preceding month which were simultaneously cancelled and must be re-entered at the new price, amounted to a considerable tonnage. What proportion of this business will be placed for shipment during the current month it is yet too early to state, but it is likely that a proportion of it will be cancelled, except for certain sizes and grades to fill up the stocks in hand, as orders are not coming in as freely as they have in the past. Present prices being only twenty cents below the fall and winter schedule, dealers naturally are not so desirous to put in additional stocks as they were at the lower figures and the demand for the next two months at least will be largely on a weather basis. With the general falling off in business orders are receiving prompt dispatch and it is thought the next few weeks will see all delayed shipments cleaned up. This condition will also affect the production at the mines, requiring less coal to supply the trade and advantage of it will likely be taken to shut down such collieries that require repairs and allow engineers to put machinery in order. While there has been no accumulation of the prepared sizes so far and with the requirements in the west a healthy market should prevail, it will help the small sizes which are not in good demand at this time and inclined to be heavy. Prices are well maintained and one hears little of concessions made on them. At retail the demand is not urgent and with householders now going to their summer homes a quiet spell is likely to follow.

No Change in Bituminous Market.

There is nothing new to report in regard to the bituminous coal trade and the business transacted is generally of a limited and indifferent character. Producers continue to restrict their production at the mines to actual requirements and these shipments are principally on orders for season contracts. The holidays interfering with the transportation of coal the first of the week, rather disorganized the trade temporarily by delays in arrival at the shipping ports and the loading of vessels for coastwise shipments. The Pennsylvania railroad announces that the number of available cars is decreasing and requests shippers' assistance in giving them prompt dispatch to avoid further stringency. As yet this has not affected the trade outside of those people who are not unloading the cars promptly at points of destination, and the notice is looked upon more as a precautionary measure to prevent its occurrence. Prices continue to rule at the low level established some time ago and are not likely to change either way in the near future. Being about cost, producers can not afford further reductions and any improvement at present it is thought will be more in the way of tonnage than values. In the coastwise vessel market there are enough vessels offering for all business available at present and rates are not very strong. We quote current quotations from here as follows: Boston, Salem and Portland, 85c; sound ports, 75c; Portsmouth and Bath, 90c; Newburyport and Bangor, \$1.00; Lynn, 95c; Saco, \$1.05 and towage; Gardiner, \$1.00 and towage.



Monthly Report on Movement of Coal.

WASHINGTON, D. C., July 8.—(*Special Correspondence*).—Domestic trade movements covering the first five months of the current year are reported in the *Monthly Summary of Internal Commerce* for May by the Department of Commerce and Labor, through its bureau of statistics. Coastwise coal trade at five tidewater points, as reported by the railroads and shipping companies for the month of May, 1904, amounted to 3,013,904 tons, and for five months ending May, 1904, 13,501,445 tons. From New York these shipments amounted to 8,804,837 tons for five months; from Philadelphia, 2,049,566 tons have been reported; from Baltimore, 871,947 tons; from Norfolk, 781,691 tons; from Newport News, 994,204 tons. Of the total shipments from all these ports, 7,135,368 tons were bituminous coal and 6,366,077 tons anthracite. Coal receipts at Boston from domestic sources, mainly by coastwise shipments, totaled 1,819,789 tons to the end of May, of which 854,592 tons were anthracite and 965,197 tons bituminous. A year ago the five months' receipts amounted to 1,801,140 tons.

Compared with the exceptionally large shipments of anthracite coal during the first five months of 1903, the current year's tonnage has been nearly three millions short. By the end of May, 1903, an aggregate of 26,448,455 tons had been moved from the mines. This year 23,528,412 tons have been reported. Partial suspension of lake business during May acted in favor of a restricted movement.

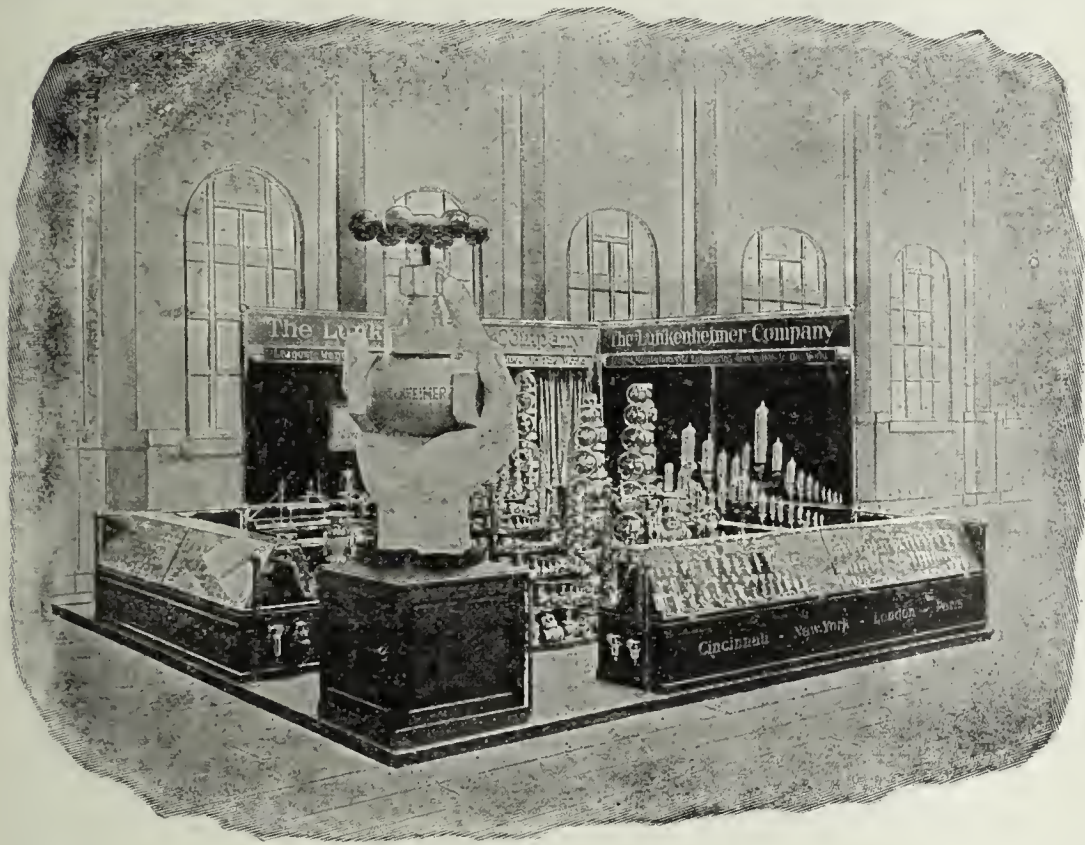
In the bituminous coal regions a materially lighter coke demand has reduced tonnage of this class. The Pennsylvania railroad reports 3,538,749 tons of coke originating east of Pittsburg and Erie, against 4,097,761 tons to the

end of May, 1903. The same road's bituminous coal figures for corresponding periods in these two years show a very little reduction.

Taking the three bituminous coal roads reaching tide water on the Chesapeake Bay, there does not appear to have been any loss of tonnage. The Baltimore & Ohio, reporting for four months, the Chesapeake & Ohio for four months, and the Norfolk & Western for five months, show a combined total of 14,106,676 tons, compared with 13,474,029 tons last year. On the contrary, seven Ohio railroads report a falling off in bituminous shipments from 5,629,948 tons last year to the end of May, to 5,055,777 tons this year. At Chicago 4,547,973 tons were received this year, against 5,127,846 tons in 1903. St. Louis reports a similar shrinkage.

Boston and the New England States.

BOSTON, MASS., July 8.—(Special Correspondence.)—There is a continued demand for anthracite coal in this territory and while possibly not so active as last month where the advance in price is a factor with the buyer, yet there seems to be enough business to keep shippers going and hold the market steady. Much of the new business is of an urgent character, evidently placed with the idea of getting the coal forward at the current figures, which are still twenty cents below the regular schedule. There has also been a feeling prevailing here that the west, now that lake navigation



THE LUNKENHEIMER EXHIBIT AT ST. LOUIS.

is open, would receive the bulk of the tonnage from the mines and through fear of delayed shipments easterners have placed additional orders to guard against any possible future shortage where stock room is available. Enough coal is arriving at the various receiving ports to provide for the orders in hand and while probably not of the proportion of a few weeks ago, it is moving more regularly and is thought to be ample to fill all wants and few if any orders will need to be deferred for August shipment. Owing to a slight shortage of cars for all-rail shipments the receipts by water are comparatively larger at present, though some of the farther eastern all-rail points are still in need of coal and urging delivery by this route. At retail, trade is inclined to be quiet so far as new orders are concerned, householders generally having removed to the country, though dealers as a rule have had enough old business to work on to keep them busy. There has been no change in the prices at retail and no advance will likely be made now until August or possibly September.

Bituminous Market Still Characterized By Dullness.

Dullness still characterizes the soft coal market, while shippers are, if anything, more despondent from the delay and inactivity of the trade. Buyers on the other hand are seemingly indifferent to the situation and are not worried over their future needs. Even where the prevailing low prices are shaded they are not sufficiently attractive to bring an order. The easier vessel market may have some influence in producing business before long, as with the knowledge that coal can now be forwarded at minimum costs of the season both as to price and ocean freight, it would seem that the more foresighted will provide some stocks ahead to avoid any possible stringency in its movement later on. The bulk of the tonnage arriving is still from the Virginia cape ports, which seem to have most of contracts this year. The Pennsylvania shippers are largely confined to the inland points, depending upon all-rail shipments where net coal has favored it. Prices range according to quality from \$3.20@3.40 for the West Virginia coals and \$2.90@3.20 alongside this harbor for the Clearfield grades. Georges Creek coals have been better maintained than the other products and average about \$3.60, though we hear of some concessions lately below these figures. In the ocean vessel market sufficient craft is available to meet present demands and freights are weak. New York quotes 70c to points around the cape; Philadelphia freights are weak. New York quotes 70c to points around the cape; Philadelphia

Two Large Eastern Companies are Merged.

Two large eastern coal corporations have been merged. These companies are Madeira, Hill & Co., 143 Liberty street, New York City, and Geo. B. Newton & Co., North American building, Philadelphia. The name of Geo. B. Newton & Co. will be dropped and that of Madeira, Hill & Co. retained. Under the merger the business of the two companies will be conducted more economically, but the excellent facilities will be retained together with the lines of coal handled, insuring the best of service to the customers of both. The Philadelphia office of Geo. B. Newton & Co. will be retained by Madeira, Hill & Co.

The Lunkenheim Exhibit at St. Louis.

In machinery hall building, location 5G, block 26, is the unique exhibit of the Lunkenheim Co. It is easily identified by a large model of this company's familiar "Valve in Hand," which occupies a prominent corner of their exhibit, as shown by cut.

Pyramids of globe, angle, cross, lever and gate valves of various designs and sizes, both brass and iron, are artistically arranged about the exhibit, and are agreeably offset by a black plush curtain at the side and rear.

The glass cases arranged in front of the exhibit contain a smaller class of the goods manufactured by the company, such as lubricators, oil and grease cups, cocks, etc., of all sizes. Neat designs of racks, containing various sizes of whistles, injectors, pop-valves and a variety of other specialties, lend to make up an exhibit worthy of notice. A new design of water gauge, and oil-pump for cylinder lubrication, are features in themselves.

Dispersed about the exhibit are pipe fittings of every description, together with whistles, safety and check valves and numerous other appliances.

The large variety of steam goods exhibited by the Lunkenheim Co. and manufactured by it necessitates more than a casual glance to thoroughly appreciate it in all its details.

Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York. Steamer Pocasset, 1,726 tons register, was recently chartered to take coal from Philadelphia to Genoa, Leghorn, Naples or Savona at 7s 6d, which is a shade under previous charter, and there is inquiry for additional tonnage in the same direction at the same rate, but other owners do not seem inclined to accept this figure at present. The steamer Therese, 1,117 tons register, was chartered for Norfolk-Demerara coal at \$1.75; steamer Truma for New Orleans-Matanzas coal at \$2.00, and two or three additional boats chartered from north of Hatteras to Cuban ports at about rates recently quoted, which constitutes about all of the coal chartering during the past week. Freights remain at about the same level.

We would quote freight rates by steamer, as follows: \$1.25@1.30 to Havana or Matanzas; \$1.75@1.80 to Cardenas or Sagua; \$1.45@1.50 to Cienfuegos; \$1.30@1.35 to Port of Spain, Trinidad; \$1.50 to St. Lucia; \$1.45 to St. Thomas; \$1.65@1.75 to Barbados; \$1.30@1.35 to Kingston; \$1.20 and port charges to Curacao; \$1.85@1.90 to Demerara; \$1.65@1.75 to Bermuda; \$1.45 to Tampico; \$1.45@1.50 to Vera Cruz; 7s 6d@8s to a direct port in the Mediterranean, not east of the west coast of Italy, Spain excluded; \$5.00 to Manila; \$5.25 to a Japanese port.

Pennsylvania Coal and Coke Shipments.

The statement of the coal and coke originating on the Pennsylvania railroad lines east of Pittsburg and Erie, for the week ending June twenty-fifth, with comparisons, is as follows, in short tons:

Short tons—	1904.	1904.	1903.
	Week ending June 25.	Year to June 25.	Year to June 27.
Anthracite coal	101,819	2,139,479	2,240,135
Bituminous coal	481,458	12,864,786	13,312,461
Coke	145,308	4,144,345	4,915,479
Total	728,585	19,148,610	20,468,075

A Cannel Product That Leads.

Among the cannel products which are now in better demand and moving off more freely to the consuming trade, Falling Rock cannel is one of the favored coals in the market and merits distinction on account of its superior qualities as a high grade domestic fuel and gas enricher. It is recognized as one of the standard cannel coals and the careful preparation of this coal will satisfy the most critical requirements. This is one of its strong characteristics and is chiefly responsible for the steadily increasing demand for it. When you buy cannel be sure that you get Falling Rock, and it is certain it will meet your requirements.

A small vein of coal was recently discovered near Elsmore, Pa., while sinking a well. The coal is about two feet and a half thick and may be worked in a small way.

Eastern General and Personal Notes.

D. G. Thompson, traffic manager of the Beach Creek Coal & Coke Co., spent most of the present week in Boston in the interest of this company.

J. W. Skeele, general sales agent of the Lehigh Valley Coal Co., left on Thursday last for a vacation trip of two weeks. He will spend most of his time in the mountains and at up state resorts.

F. H. Leonard, of the Stony Creek Coal & Coke Co., has taken up his summer quarters at Sound Beach, Conn. He expects to spend most of the season there, coming to his office only as business requires.

President A. J. Cassatt, of the Pennsylvania railroad, left last week for Bar Harbor, Maine, where he will spend the next two months. Vice-Presidents Green and Rea will look after his duties during his absence.

Jerome Hill, New York manager of the United Coal Co., is spending a couple of weeks at his home in Bolivar, Tenn., where he is enjoying a rest. He will probably return to his duties some time during the week.

J. A. Renahan, vice-president and general manager of the Smokeless Fuel Co. at New York, sailed on the steamship Teutonic on Wednesday of this week for Europe to enjoy a well earned rest. He expects to be abroad about six weeks.

The United Coal Company at New York reports a good business on its Youghiogheny gas coals. This company has secured a large portion of the Consolidated Gas Co.'s contract this year, as well as many smaller ones in this market and the east.

W. P. W. Haff, No. 1 Broadway, New York city, spent the past week at the Thousand Islands, Canada, enjoying a short rest. This is one of Mr. Haff's favorite recreation places and he spends a good deal of his time there during the summer months.

A. W. Hillebrand, of Hillebrand & Moore, spent several days of last week in the Catskill mountains with his family, who have taken up their summer residence there. Mr. Hillebrand has entirely recovered from his recent illness and is again actively engaged in the firm's interests.

President George F. Baer, of the Reading, entertained the Farmers' Club of Philadelphia at his country home "Bruin's Choice," near Reading, Pa., on Thursday of last week. The members of the club and invited guests were taken in his private car, Philadelphia, there and return.

President George H. Colkett, of the Huntington & Broad Top railroad, in an interview reports heavier coal shipments for the past week and says that the settlement of the lake strike is certain to be reflected from now on in a gradual return to a more normal movement of coal along all lines of railroads.

The Lehigh Valley Coal Co. has secured by purchase during the week the mines and equipment of the Warrior Run Coal Co. at Wilkesbarre, Pa. The Warrior Run mine has a daily capacity of 600 to 800 tons and employs five hundred men. It is likely the Lehigh Valley Co. will further develop the property to increase the output considerably.

Ex-Congressman James Kerr, prominently identified with the coal trade, is among the democrats attending the democratic national convention at St. Louis this week. Mr. Kerr for years has been prominent politically in Clearfield county, Pa., and his interest in politics at this time with his wide official duties indicates the value of his services to his party.

The David Judson Coal Co., of Troy, N. Y., lost by fire last week its extensive plant at that place, comprising the pockets, trestle and yard equipment. Most of the coal in stock was damaged to an extent where it has little value. The fire originated in a lumber plant adjoining. The loss is estimated at \$30,000. A new plant will be constructed at once along modern lines and on an increased scale.

George F. Getz, president of the Globe Coal Co., of Chicago, was in New York last week on a business and pleasure trip combined. While here he renewed his arrangements with the Falling Rock Cannel Coal Co. to handle its cannel product in Chicago and the west the coming year and anticipates a big sale for this coal. His company has been the selling agents for this high grade cannel for several years past.

An instance of the reduced shipments of bituminous coal to tidewater lately is shown by the shutting down of three out of the six Greenwich piers at Philadelphia, of the Pennsylvania railroad. A new pier was constructed only last year and other improvements made at a cost of \$350,000 to increase the facilities at that point, but the unexpected slump in coal and other lines this year does not call for the increased service.

The contract to supply the normal schools of New York with 700 tons of red ash furnace coal was awarded last week to Curtis & Blaisdell at \$5.52 per ton. Mathew Wilson & Co., who were the lowest bidders on a former request, bid \$5.83. This is the third time this business was advertised for bids, on one occasion only one firm naming figures. The size of the coal required was changed on last tenders to furnace instead of egg, as formerly.

J. J. Hobbs, of New York, sailed on Tuesday of this week abroad in the interest of his export business and the producing concerns he represents. He will be away for about three months and expects to pick up some good sized orders on the trip. Mr. Hobbs has devoted many years to this class of trade and is well posted on the details and its requirements. He reports conditions very favorable for a fair demand this fall and orders for same ought to come in now shortly.

J. Samuel Smoot, of the Smoot-Weaver Coal Co., New York city, who met with a painful accident on June twenty-first when an automobile ran over his right foot while crossing Broadway at Thirty-ninth street, is

slowly improving. He expected to be around much sooner, as no bones were broken, but the bruise was a bad one, necessitating the foot being placed in a plaster cast, which somewhat delayed his recovery. He will likely be out in a day or two.

Col. John T. McGraw, of West Virginia, a prominent coal operator and owner of large tracts of coal lands in that state, is again prominent in political circles and his friends are endeavoring to have him nominated as a vice-presidential candidate. The West Virginia delegation left last week for the democratic national convention at St. Louis fully equipped to launch a boom for the colonel. He is very popular with the people in his state and has on one or two occasions been a candidate for the senate.

Reports from Philadelphia state that the call for the organization meeting of the Bituminous Coal Trade League, representing the independent operators of Pennsylvania, is ready to be issued and a meeting will be held in that city when convenient to the prime movers. Copies of the proposed by-laws and constitution have been submitted to the subscribers for their consideration. The general objects of the organization are "to take necessary action to obtain redress for wrongs and losses caused by railroad discrimination in the various forms it takes against the operator and shipper of soft coal."

The board of directors of the Lehigh Valley railroad at a meeting last week declared a dividend of ten per cent on the preferred stock and one per cent on the common. This is the first Lehigh Valley dividend in eleven years and marks an important point in the road's history, following a change in management, combined with a period of prosperity in the coal industry and the rehabilitation of its property. The dividend on the common stock is semi-annual, while the ten per cent dividend on the preferred is annual, the same as was last paid in 1893. Following the meeting of directors, the stockholders of several of the subsidiary coal companies held meetings and unanimously voted for a consolidation of their interests.

The New York Central announces the following changes of officers effective from July first in its freight department: Fred L. Pomeroy, formerly assistant traffic manager, has been appointed traffic manager and F. La Bau was promoted to the vacancy. Mr. La Bau was with the West Shore as general freight agent. H. B. Carter has been made general freight agent of the West Shore railroad. W. S. Kallman, formerly chief of the tariff bureau, has been appointed first assistant general freight agent of the New York Central and West Shore. I. H. Hubel has been made second assistant. H. W. Henry, chief clerk to Mr. Harriman, the general coal agent, was promoted to the position of assistant general coal agent.

The Western Maryland railroad has called for bids on the construction of two coast schooners and four barges to be built for that company within the next four months. The craft is for the purpose of carrying coal from Baltimore and Philadelphia to the New England ports. It is evident that the Gould interests are making preparation to increase their coal tonnage with the completion of their line to tidewater and a much larger output by the Davis Coal & Coke Co. and other producing interests in the West Virginia coal fields will result to meet the new conditions. The Davis Coal & Coke Co. has had an equipment for years of three barges, two schooners and an ocean going tug to carry its coal coastwise. It is also said that if present plans are carried out another ocean tug of modern construction will be built for this service.

In the promotion of H. W. Henry, chief clerk to Mr. Harriman, the general coal agent of the New York Central railroad, to the position of assistant general coal agent, persons in the trade and friends who have known him well for several years, there is no surprise, as with the remarkable readiness and ability with which he has adapted himself to the business interests of this company in the past three years and his general knowledge of railroad and coal affairs he is amply equipped for the new position. Mr. Henry was born at Rochester, Vt., in June, 1869, and entered the Potsdam normal school in 1884, where he equipped himself for a business career. His first position was with the R. W. & O. railroad as stenographer and clerk at various points along this line. He served in this capacity from 1888 to 1890, when he accepted a position as telegrapher, stenographer and clerk in the office of the New York state agent of the West Shore railroad fast freight lines at Syracuse, where he remained until 1894. Following this he was promoted to the position of chief clerk to division freight agent of the West Shore at Syracuse, where he remained until 1901, when he went with Mr. Harriman as chief clerk and his present promotion makes him his assistant general coal agent.

Prices at retail were advanced twenty cents per ton in New York City on anthracite on July first to conform to the wholesale figures. No advance was made in June, which accounts for the advance of twenty cents made necessary to cover the two months. The advance applies only to the domestic sizes. Soft coal has been reduced twenty-five cents per ton. The present prices are as follows: Family trade, boarding houses, stores, saloons, barber shops, boarding and livery stables, designated as Class No. 1, and apartment houses, churches, mission schools, libraries, small theaters, small clubs, small hotels, lodging houses, laundries, restaurants, bakeries and sweat shops, Class No. 2: Broken, egg, stove and chestnut, \$6.05; pea coal for Class No. 1, \$4.50, and Class No. 2, \$4.00; soft coal, \$4.00. Class No. 3, groceries and coal sellers and trade buying to sell again: Broken, egg, stove and chestnut, \$5.80; pea coal, \$4.25. Class No. 4, steam trade for generating steam for power, such as factories, hotels, large club houses, large department stores, theaters, hospitals, breweries, office buildings, contractors' plant for excavating, hoisting, etc.: Egg, stove and chestnut, \$5.80; broken, \$5.55; pea, \$3.75; buckwheat, \$3.25; No. 2, \$2.75; bituminous, \$3.75. Class No. 5, yard prices: Peddlers and similar trade, \$5.30 for July only, then to advance ten cents monthly to September first inclusive when \$5.50 is to be reached.

Retail Coal Associations of the United States:
Retail Coal Dealers' Association of the New England States.
Retail Coal Dealers' Association of Illinois and Wisconsin.
Mid-State Retail Coal Dealers' Association.
Northwestern Retail Coal Dealers' Association.
Wholesale and Retail Coal Dealers' Association of Ohio.
Michigan and Indiana Retail Coal Association.
Coal Dealers' Association of Iowa and Nebraska.
Ontario Coal Association.
New York and Pennsylvania Retail Coal Dealers' Association.

A DEPARTMENT

For the

RETAIL TRADE

CURRENT NEWS AND COMMENT IN THE
RETAIL COAL TRADE—SUGGESTIONS AS TO
ADVANCED BUSINESS METHODS THAT
HAVE BEEN TRIED AND HAVE PROVED
SUCCESSFUL—PERSONAL NOTES OF CHANGES
IN THE TRADE—HINTS CONCERNING
PROPER ADVERTISING. * * * * *

Belvidere (Ill.) coal dealers are engaged in a merry price war. None of the dealers in that city can tell when the trouble will stop, and there are indications that it may continue all winter. Three of the leading firms cut the price to \$7.50 per ton for anthracite delivered during the latter part of

A Merry Price War Prevails at Belvidere, Ill.

June, and have published a card to their customers telling all who purchased at a higher figure to call at the office and they will refund them all over \$7.50 per ton that they paid when purchasing earlier in the season. A number of consumers have taken advantage of this offer and have secured the rebate, while other consumers are all rushing to place their orders, fearing that if they do not do so they will be unable to purchase the coal at the low prices now prevailing.

There has been considerable price cutting in the Belvidere trade ever since the commencement of the new mining year. It is claimed there are several new dealers in business at that point who started in with the idea that if they made a profit over and above the cost of the coal f. o. b. cars of fifty cents a ton they would get rich at it. The older dealers reasoned with them and endeavored to convince them that they ought to make a profit of at least a dollar a ton over the cost of the coal on board cars to pay the expense of handling, delivering, and for their investment and time. The newer dealers could not see it that way. One of them when reasoned with recently by an old time coal dealer who does business on a business basis maintained that it only cost him thirty-five cents a ton to do business. An effort was made to show him that this was incorrect, but he failed to connect with it and continued to sell at his former figures, thereby generally demoralizing the business.

In the meantime the older and more conservative firms were holding for full retail prices based on the cost of the coal, and they did only a small amount of business.

The recent cut in price was a result of their decision to do business at a loss, if necessary, in order to show the real price cutters what they might expect if they continued. Three firms, at last accounts, were engaged in selling coal at \$7.50 per ton, which cost them \$7.40 f. o. b. the cars at Belvidere. The Hollister Lumber Co. started the ball rolling by inserting an advertisement in the local paper in which it stated it would sell anthracite delivered till further notice at \$7.50 and would rebate all customers who had bought at a higher price down to that figure.

O. H. Wright & Co. followed a few days later with a similar cut and announcement in the newspapers. They were followed by John G. Tripp, another local dealer, who also made a similar cut.

Other Five Dealers Did Not Meet the Cut.

The other five dealers in the town refrained from cutting the price to this figure, but are still attempting to maintain a price of \$8.25 for anthracite. Every effort was made to avoid the open war in prices that has occurred, and the leading dealers who recently cut the price wide open were the foremost in endeavoring to do this. Failing in their efforts, they are now prepared to continue present prices a year, they say, if necessary to demonstrate that the other fellows must tote fair or there will be trouble.

The outcome of this price war will be watched with much interest by dealers in other parts of the country, where the same thing is constantly occurring. Many well established dealers are constantly obliged to put up with competition from new dealers who do not understand the coal business and who are selling coal at a loss or without any direct profit, making everyone else in the trade do the same thing or lose their business. The Belvidere dealers who are now leading in the fight were willing to share their business with newcomers in that field on an equal basis as to prices, but their overtures along this line were rejected, it is said. They have made every possible effort to avoid trouble of any kind and only adopted the course they are now pursuing as a last resort. They believe in honest competition and legitimate profits and do not care how many others engage in the retail coal trade if the latter will only make a study of the business and ascertain what is a legitimate profit and take into account all of the conditions surrounding the sale of coal.

In the meantime the consumers of Belvidere are reaping the benefits. They are getting their coal at cost, or below it, and are placing their orders faster than the firms who are naming the cut prices can fill them.

It is probable the present blood-letting among the coal men of Belvidere will be of benefit to the trade at that point. It will establish the retail business on a stable basis when it is all ended and the dealers after a time may learn to be good friends and to abide together in peace and honor.



New President of Illinois and Wisconsin Association.

At the last annual convention of the Illinois and Wisconsin Retail Coal Dealers' Association L. Waldo Thompson, of the Beloit Lumber Co., Beloit, Wis., was elected to the presidency of this organization. Mr. Thompson has been identified with the retail coal and lumber business for the past ten years and has been very successful in the management of that company. Mr. Thompson's entry into the retail trade was as a hardwareman. An

opening presenting itself he disposed of his interests in the hardware line and went to Beloit, where he established the Beloit Lumber Co. This is one of the yards owned by the same interests as the Rockford Lumber & Fuel Co., Rockford, Ill., of which E. H. Keeler, the secretary was up to this year one of the board of directors of the Illinois and Wisconsin Retail Coal Dealers' Association. Mr. Thompson in addition to being heavily interested at Beloit is also a stockholder in the Rockford company and also in the same company which owns a retail yard at Whitewater, Wis. The other officers of these companies are: President, Colonel T. G. Lawler; vice-president, T. D. Reber.

As indicative of the success with which the Beloit company has met under the direction of Mr. Thomson, it is only necessary to say that when the company began business at that point ten years ago it had only two competitors. During the past year it had seven competitors and its tonnage was fully double that of the first year's business. The company does a substantial business with the steam users at Beloit and also has several state contracts, the last of which was recently awarded to it by the board of control at Madison. This contract calls for the delivery of 3,000 tons of coal during the coming year to the Industrial School for Boys at Waukesha.



L. WALDO THOMPSON, BELOIT, WIS.
PRESIDENT ILLINOIS AND WISCONSIN RETAIL ASSOCIATION,

Mr. Thompson, while somewhat reluctant to accept the duties and responsibilities as president of the Illinois and Wisconsin Association, is well adapted and is capable of filling the office in every particular. His successful business career gives him a high standing with other coal dealers of the two states, while he has a pleasing personality and marked executive ability, both of which are necessary qualifications. He has been identified with the association cause for a number of years and is thoroughly in accord with the principles of the organization. He has already entered upon his new duties with enthusiasm and with the full belief that many additional members can be obtained the coming year and that much good can be done to benefit the retail trade of the two states. In this work Mr. Thompson should have the active support of every retail dealer eligible to membership in the association. If he is accorded this support there only can be one outcome when the convention is held next year, and that will be a large growth in the organization.



It is reported that work will shortly be resumed on the development of the mines of the Glen Easton Coal & Coke Co. in the vicinity of Wheeling, W. Va.

In The Field of The Retail Dealer.

Written for The Black Diamond.

Considerable interest was evidently aroused in the memorandum slip which I reproduced in this column last week.

Two dealers have seen fit to send me in the blanks which they use for the same purpose, which in some respects they claim are better than the slip shown.

Scherer & Boehringer, wood and coal dealers at Two Rivers, Wisconsin, have written me a letter in which they explain carefully a system of blank memorandums they use, with the additional suggestion that any dealer who cares to have similar blanks printed is at liberty to do so. Their blank is reproduced on this page filled out. It has one advantage which the one produced last week did not contain and that is a place for carrying charges. Of course, here is a different condition than was found in North Dakota. East of the Mississippi dealers must provide for carrying coal into bins, while in North Dakota and in the country

in your pocket conveniently. When the pages have all been used, take the stub out, tie securely and place in a drawer or some other place where it can be found when a customer calls on you for an explanation. This can be referred to easily in such a case and the explanation will be forthcoming because you have complete details of the transaction. In addition to this we use a stock book, journal and ledger. We do our own bookkeeping and by the use of this simple system we save considerable money. We do not sell these memorandum books. Anyone can get them printed almost anywhere at the price we have mentioned. Any dealer who desires to use this system, if he will write us, we will be pleased to give him any information we may have."

S. E. Tilton & Son, who do a carlot steam business as well as retail business at Prairie Depot, Wood county, Ohio, have also devised a memorandum blank, which is different, but is very complete. This is well adapted

6476	
S. E. Tilton & Son,	
.....190..	
Kind	
Price per ton \$.....	
Hauled by	
Gross..... Lbs	
Tare..... Lbs	
Net..... Lbs	

ORIGINAL WEIGH BILL.	S. E. TILTON & SON,	
	DEALERS IN	
	DOMESTIC AND STEAM COALS.	
	Prairie Depot, Ohio.....190..	
	To.....	
	From Car No..... Bin No.....	
	Hauled by..... Ordered by.....	
	Delivered to.....	
	Weighed by..... Driver on..... Off.....	
	Price per ton \$..... Gross..... Lbs	
Hauling per ton \$..... Tare..... Lbs		
Net..... Lbs		

CUSTOMER'S DUPLICATE WEIGH BILL.	6476	
	S. E. TILTON & SON,	
	DEALERS IN	
	ANTHRACITE AND BITUMINOUS COALS.	
	Prairie Depot, Ohio.....190..	
	To.....	
	Kind.....	
	Hauled by.....	
	Delivered to.....	
	Ordered by.....	
Price per ton \$..... Dray \$..... Total \$.....		
Weighed by..... Gross..... Lbs		
Net..... Lbs		
Tare..... Lbs		

Above weights and other entries subject to correction of Errors in Entry of figuring.

where farmers are the buyers consumers do that work themselves in the majority of cases. There is also a blank for charges which go on the book and for cash. If a customer pays half his bill a memorandum can be made of the amount of cash paid and the amount that is to be charged, which is an addition of importance.

This memorandum blank is a very complete one in every respect and shows every detail of the transaction. For reference purposes I do not see how it well could be improved upon.

Scherer & Boehringer, writing in regard to it, say: "In your issue of July second we find a copy of a coal dealer's memorandum book, and beg

to steam business where coal is sold at a net price and hauling charges are added, there being a blank space for the haulage charge. Another feature is a duplicate which is given to the customer when the coal is delivered and can be used by him for reference purposes, which is a good idea. This bill is well adapted for use in the larger cities on steam contracts, but also can be used in making single lot deliveries to domestic consumers, answering both purposes equally well. Referring to this system and explaining it, S. E. Tilton & Son, in a letter, say:

"We enclose you proof of a new style of weigh-bill recently originated by Wilfred R. Tilton, of our firm, and which we are using in our business.

No. 500	Cash price \$ 8.00
	Carrying \$
	Amount \$ 4.00
Date July 1	1904
For John Doe	
Gross weight 2000	lbs.
Weight of wagon 1000	lbs.
Net weight Coal 1000	lbs.
Kind Egg	
or 1 Cord Maple	Wood Sawn
Paid \$ 2.00	Charged \$ 2.00
John	Weigher.

SCHERER & BOEHRINGER.	
..Hard and Soft Coal..	
and Wood of all kinds.	
No. 500	Two Rivers, Wis.,.....190..
For.....	
Gross weight.....	lbs.
Weight of wagon.....	lbs.
Net weight.....	lbs.
Kind.....	Cord..... Wood Sawn.....
Price, Cash \$.....	Paid \$.....
Carrying \$.....	Charged \$.....
Amount \$.....	
.....Weigher.	

OFFICE ONE DOOR SOUTH OF KLEIN'S FURNITURE STORE. TELEPHONE NO. 54.

leave to state that we have been using a system similar to the one referred to, but it seems more complete. If you think it worth while you may publish the same for the benefit of those who can make use of it.

"Enclosed you will find a copy of form of the book which we have printed. We have them printed in thousand lots at \$3.00 per thousand. Then we have a good leather cover which extends one-sixteenth of an inch in length and width beyond the pages and which is used with each book of 100 pages. It can be made to cover more pages if deemed necessary. To hold the cover and pages secure punch two holes, as shown in the copy, with a punch or nail and bind together by putting a shoestring or piece of strong cord through the holes tying it on the cover. With a rubber band on the other end to hold the pages closely together, you have a book which can be carried

While the sample enclosed contains some typographical errors it will serve to show the system. This method is designed to keep a close and accurate record of all coal leaving our yard. All daybook charges are made from these slips. The duplicate slip is given to the customer or teamster. If the deal is a credit transaction the teamster or customer is required to sign the receipt on the back of the original weigh-bill. This receipt oftentimes settles disputes, in the event a customer claims he never bought or received certain loads of coal. We file each month's weigh-bills consecutively for future reference."

While S. E. Tilton & Son do not say whether other dealers are at liberty to use this system or not, it may be taken for granted that such is the case. THE YARD MANAGER.

Western Retail Notes.

The Citizens' Coöperative Coal Co. has been incorporated at Dale, Ind., with an authorized capital of \$25,000.

Bert D. Sawyer, a leading coal dealer of Neenah, Wis., died recently at the age of thirty-three years. Burial was at Menominee, Mich.

The Mercley Mercantile & Lumber Co., of Pine River, Minn., has sold its retail yards and sheds to H. H. Hill, who will continue the business.

The Washburn Lignite Coal Co. has opened a retail office in the Magill block at Fargo, N. D., and will sell its coal at that point in the future.

Fire recently destroyed the wood and coal yard of T. S. Montgomery at Morgan Hill, Cal., resulting in a loss of \$5,000. The cause is unknown.

The Youngstown Ice Co. has been awarded the contract for furnishing coal to the Youngstown, Ohio, waterworks and crematory the coming year.

The Empire Elevator Co. has completed a new coal shed at its yard at Odessa, Minn., and its agent at that point will handle coal at retail the coming year.

The Toledo Ice & Coal Co. has been incorporated at Lansing, Mich., with an authorized capital of \$70,000. It is believed that it will do business at Toledo, Ohio.

H. E. Westerman was recently in Elysian, Minn., for the purpose of superintending the construction of a new coal shed to be built by the Elysian Lumber Co. at that point.

Racine, Wis., retail coal dealers report that they will receive a sufficient supply of lake anthracite, now that the strike has ended, to meet their requirements the coming winter.

J. H. Hicok has been appointed manager of the retail coal business of the Portage Coal & Dock Co. at Hancock, Mich. He was formerly in the newspaper business at that point.

The Turner Lumber & Coal Co. has been incorporated at Bethany, Kan., with an authorized capital of \$8,000. The incorporators are C. O. Turner, L. L. Turner and Bird Critchfield.

O. P. Nason, coal and wood dealer at Pipestone, Minn., is making a number of improvements in his yard. The coal sheds have been moved west and additional sidetracks are being laid.

The Citizens Coöperative Coal Co. has been incorporated at Fort Wayne, Ind., with an authorized capital of \$4,000. The directors are given as John M. Walker, Ralph W. Rowe and George R. Montgomery.

New Ulm, Minn., is airing its coal contract matters, and it is likely the city council will decide to readvertise for bids to furnish coal to that city on the ground that the bids submitted were too high.

The Cramer Grain & Coal Co. has been incorporated at Cramer, Ill., with an authorized capital of \$2,500, to deal in coal, grain and live stock. The incorporators are O. S. Stevens, James Kyle and B. K. Moul.

John Archibold, a coal dealer at Evansville, Ind., was recently arrested in that city on the charge of assault and battery preferred by one of the other dealers. The trouble is said to have arisen over moving some coal barges.

M. J. Braidon is one of the oldest retail coal and lumber dealers at Rochelle, Ill. He established his business in 1871 and has been very successful. F. W. Craft is manager of the business and has held this position for the past eighteen years.

The Yawkey-Crowley Lumber Co. has been incorporated at Waupun, Wis., with an authorized capital of \$100,000, to succeed the Crowley Lumber Co. C. C. Yawkey is president of the new corporation, which owns a number of retail coal and lumber yards at different points.

The Butler & Rhodes Coal Co. has been incorporated at Fort Dodge, Iowa, with an authorized capital of \$10,000, to engage in the wholesale handling of coal. The officers of the new company are: President, J. B. Butler; vice-president, I. W. Rhodes; secretary and treasurer, Daniel Rhodes.

Fire at the coal yard of Clark Gaddis, at Shenandoah, Iowa, recently created much excitement in that town and for a time it was thought a large number of buildings would be destroyed. The loss to the buildings was about \$600 and to the stock about \$1,000, partially covered by insurance.

At the recent convention of the Ohio Wholesale and Retail Coal Dealers' Association at Sandusky, Ohio, the following officers were elected for the ensuing year: President, Fred K. Marshall, Sandusky; vice-president, E. G. Herron, Toledo; secretary, W. J. Ferguson, Dayton; treasurer, W. A. Gibson.

The Schmitt-Miller Ice, Coal & Teaming Co. has been incorporated at St. Louis, Mo., to engage in the sale of coal and ice and to do general teaming business. The capital stock of the company is \$60,000, and the incorporators are Henry Schmitt, A. Miller and Jesse Dillon. The new company will have offices in the Commonwealth Trust Co. building.

The copartnership of Sanborn & Blood in the retail coal business at Sioux City, Iowa, has been dissolved, the firm being succeeded by Woodbury Sanborn, who will continue the business. Elmer Blood, who was formerly a member of the firm, has other interests. Sanborn & Blood have been very successful ever since the copartnership was formed and established a nice business.

Collins & Peterson is the name of a new coal firm formed at Fort Dodge, Iowa, to engage in the retail coal business. The members of the firm are Orin Collins and Harry E. Peterson. Both are experienced coal men, having been employed by local companies in that city. The firm has secured a site for a yard and office at the Chicago Great Western tracks and Sixteenth street.

The firm of Parks & Walker, at Jeffersonville, Ind., has been dissolved, and Lyman Parks, senior member of the firm, will continue the business. This firm was formed about seven years ago and has been successful in building up a substantial retail trade at that point. Don Walker, the retiring member of the firm, will also engage in the retail coal business, in all probability, at Jeffersonville.

The Weir City & Western Coal Co. has been reorganized at Wichita, Kan., with an authorized capital of \$15,000. The stockholders are E. E. Balling, Henry Balling, A. W. Reynolds, J. R. Everett, E. T. Battin and W. E. Turkinton, of Cherokee, Kan. The name of the reorganized company will be changed to Wichita Coal & Material Co. It will do a large wholesale and retail business and will be provided with additional yard and office room.

N. R. Derby, a local retailer at Burlington, Iowa, discussing the possibility of a shortage of coal there the coming fall and winter, in a recent interview, is quoted as saying: "The strike on the lakes does not affect us to any appreciable extent. Our coal comes principally by rail all the way from the mines. We prefer it that way. The coal looks better when shipped by rail. We have been delivering since early in the spring, and have, perhaps, one-half of our orders filled. We anticipate no difficulty in filling all the orders we can get."

H. D. Swarthout of Geneva, N. Y., and L. J. Barden of Bellona, have formed the firm of Swarthout & Barden, and are arranging to go into the retail coal business on an extensive scale in Geneva. The new yard will be situated on the east side of North Genesee street, just beyond the Lehigh Valley tracks. A trestle will be erected on the switch from the Lehigh Valley switch to economize in handling coal. The work of erecting the trestle and other necessary buildings will be commenced at once, and it is expected the yard will be completed by September first.

Eastern Retail Notes.

The water committee of the Camden, N. J., city council has awarded a contract for supplying 5,000 tons of George's Creek coal to W. F. Moody & Son at \$3.15 per ton.

One of the largest coal fleets of the year arrived at Bangor, Maine, on June twenty-third. There were nine schooners in the fleet and it carried about 15,000 tons of coal, which is considered record-breaking for that port.

Work on the new coal yard being established by the Bruner estate at Columbia, Pa., has been commenced and will be pushed vigorously from this time forward. The railroad siding has been set back and a trestle and sheds will be constructed.

The Henry Meyer Co. has been incorporated in New York city with an authorized capital of \$15,000 to engage in the retail coal and wood business. The directors are Henry Meyer, H. H. Meyer and Henry True, all of New York city.

The A. G. Wells Co. has let the contract for the construction of docks at De Pere, Wis., on Lake Michigan. The docks will have a capacity of 10,000 tons of coal. In addition warehouses will be constructed for the storage of merchandise.

The Pittsburg Coal Co. has opened a local office at Erie, Pa., from which it will handle its tonnage in that city in the future. W. L. Scott, manager of the Philadelphia interests of the Pittsburg Coal Co., has been appointed manager at Erie for the company and has taken up his new duties.

The Batavia Lumber & Coal Co. has been incorporated at Batavia, N. Y., with an authorized capital of \$25,000. The company will operate the Stanley and Tunison yards in Batavia and a yard in Fairport, N. Y. The stockholders are J. A. Wilson and G. A. Williams, of Chicago, and S. B. Spencer, of Batavia.

Fire recently broke out in the New York Central railroad coal trestle at Rochester, N. Y., and threatened to destroy the trestle and 800 tons of anthracite which were stored therein. The fire occurred in the monitor room and was very difficult for the firemen to fight, owing to the fact that the smoke was so dense and black. A large amount of damage was done to the trestle and machinery, estimated at \$15,000.

The growth of the consumption of anthracite in Philadelphia is said to have been remarkable during recent years. In 1880 it is claimed that the total consumption in the municipality was only 2,000,000 tons, which had grown to 3,000,000 tons in 1890, and for the current year it is estimated will be 4,500,000 tons. The consumption of bituminous coal the present year is estimated at 2,500,000 tons, which will bring the total coal consumption of Philadelphia up to 7,000,000 tons.

The investigation of the coal contract for supplying the fire department of Hartford, Conn., with coal the coming year being conducted by the city council is causing a sensation. K. Goldberg, one of the local Hartford dealers, threatens to sue Commissioner Beardsley for damages as soon as the matter has been settled, alleging that Beardsley said he gave short weight coal. Mr. Goldberg says he has been in business there a number of years and has an honorable business record. He says further that there is no evidence that he ever gave short weight. Other charges made against him he has also refuted.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Pultney Coal Co. is preparing to install a wire rope haulage system at its mines near Wheeling, W. Va. The capacity of the tippie will be doubled by the improvement.

The Daniels' Creek Coal Co. has been incorporated at Washington, D. C., with an authorized capital of \$1,000,000. The incorporators are H. Clay Campbell, C. W. Embrey and R. E. Campbell.

The Trotter plant of the Frick Coke Co. in the Connellsville region will be remodeled the present summer. A new steel tippie will be built, the shaft will be relined and many other improvements will be made.

The New York Wyoming Coal & Oil Co. has been incorporated at Augusta, Me., with an authorized capital of \$600,000. Nothing has been paid in. The president and treasurer is I. L. Fairbanks, of Augusta.

The Spruce River Coal Land Co. has been incorporated at Charleston, W. Va., with an authorized capital of \$1,000,000. The incorporators are W. A. Mac Corkle, R. A. Carr, W. E. Chilton, A. D. Mac Corkle and T. S. Clark.

Alphonse McCall and John H. Touhill have leased coal lands from Henry Zeigler in the vicinity of Pittston, Pa. They are running a drift at present, but expect shortly to build a small breaker and make the prepared sizes of coal.

A local firm at Pottsville, Pa., has been awarded the contract to sink three 1,200-foot shafts by the Philadelphia & Reading Coal & Iron Co. at Phoenix Park, Pa. The new colliery will be known as the John Veith and will have a large production.

The Fundy Coal Co., Ltd., owning properties near Amherst, Nova Scotia, is planning extensive improvements which will increase its present nominal production to 1,000 tons daily. The capital stock of the company is largely owned by Americans.

McCauley Bros. have discovered anthracite at Smithville, Pa., and have secured leases on 3,384 acres of coal land in that field. The lessees are opening slopes to the property and claim that part of the tract has been mined. They will continue the development work.

Coulter & Huff, of Greensburg, Pa., are opening a new operation opposite Saltsburg, Pa., in Loyalhanan township and have let the contract for a new tippie and a bridge across the Kiskiminetas river, which will afford transportation to the mine by means of the West Penn railroad.

The Marion Coal Co. has been chartered at Butler, Pa., with an authorized capital of \$60,000. The incorporators are John J. Shuttleworth, of Pardoe; S. S. Atwell, of Butler; D. S. Littell and M. R. Dindlinger, of Zelienople. A mine will be opened by the new company near Boyer station.

Four new collieries are to be opened during the next two years by the Philadelphia & Reading Coal & Iron Co. These will be known as the Wahesville shaft, Heckscherville shaft, Pottsville shaft and Tamaqua shaft. Officials of the company recently returned from a trip of inspection and it is announced that this is the result.

The incorporators of the Wopsononock Coal Co., recently chartered at Altoona, Pa., are as follows: W. S. Lee, W. L. Shellenberger, George W.

Loudon, of Altoona; George M. Wertz, James P. Thomas and Elmer E. Davis, of Johnstown. The company will develop extensive coal properties on Wopsononock mountain near Altoona.

Extensive improvements are to be made at the Diamond colliery of the Delaware, Lackawanna & Western near Scranton, Pa. The old Tripp shaft is to be sunk to the Dunmore No. 1, No. 2 and No. 3 veins, which never before have been worked, although the mine is the oldest in that section. It is believed the coal which will be opened will keep the colliery in operation for another twenty years.

The Troy Coal Co. has been organized in Wilkesbarre, Pa., with a number of local capitalists as stockholders. The old Hutchins breaker which has not been operated for some time has been fitted up with new machinery and 250 acres of additional land have been leased. The officers of the new company are: President and treasurer, William H. Sherred, of Wilkesbarre; secretary, John H. Dando; general manager, John H. Morris.

General Eastern Coal and Coke Notes.

The Upper Lehigh Coal Co. has donated \$2,500 for the new Y. M. C. A. building to be built at Hazelton, Pa.

The Georges Creek Coal & Iron Co. has declared a semi-annual dividend of \$3.00 per share payable July sixth.

The water is about out of the Potts colliery at Locust Dale, Pa., but the officials are uncertain as to when work will be resumed.

The second battery of ovens of the Pennsylvania Steel Co. at North Lebanon, Pa., has been completed and will shortly be ready for the drying-out fires.

George H. Proctor, of the Summit Coal Co., with a party of western capitalists, is inspecting the properties of the company in West Virginia and Maryland.

The coal tipples and buildings of the Hofflin Coal Co. at Newcastle, Pa., recently burned, throwing the miners out of work and causing a considerable loss.

John Harrison, of Harrison, Tidswell & Co., 66 Mark lane, London, and Alfred De Mattos, of the same firm, foreign coaling agents for C. J. Wittenberg and the Chesapeake & Ohio Coal & Coke Co., spent the past week in New York city on a business and pleasure trip combined. They sailed for home on Saturday, last.

Owing to the recent complaints made against the smoke nuisance resulting from the use of soft coal at the Custom House, New York City, by Wall street bankers, government officials have decided to stop the use of this fuel. Charles D. Norton Company, who were awarded the contract last month to supply this department with 1,900 tons, were asked last week to substitute standard grade No. 2 buckwheat instead, to the amount of 2,200 tons at \$2.70 delivered.

The Westmoreland Coal Co. recently celebrated its semi-centennial by giving a dinner at the Brunswick hotel in Irwin, Pa., to its local officials, twenty-two in number. President E. H. McCullough of Philadelphia presided, and at his side sat John McCallen, general foreman, who has been with the company since it was organized. Mr. McCallen was presented

Delaware, Lackawanna & Western Railroad Co.

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Miners and Shippers,

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with a gold watch and chain by the board of directors, as a result of his long and faithful service.

Miners who recently went on strike at the mines of the Elm Grove Coal Co., near Wheeling, W. Va., have returned to work and the matters in controversy have been referred to an arbitration committee for adjustment. The trouble arose over the employment of a blacksmith, the men claiming they were to designate the smith to be employed, while the company held that the agreement gave it that right. District officers of the miners' union ordered the men back to work pending arbitration of the matter.

Shaft No. 1, east of Irwin, Pa., owned by the Penn Gas Coal Co., has been closed, owing to the territory being worked out. The tracks are being lifted and the machinery is being removed. The company still has 100 acres of coal, but this will be taken out at the other shafts. This shaft was opened in 1871 and its output up to the time it was closed was 12,000,000 tons of coal. Including the equipment, the owners spent about \$12,000,000 in getting the coal out. It was one of the best known mines in the Irwin field.

At the Mineral Springs colliery of the Lehigh Valley Coal Co. a device has been installed to prevent accidents. When the cage ascends to a certain height toward the sheave wheel it strikes a lever and the latter falls, shutting off all steam to operate the hoisting engine. It also holds the cage in a stationary position and there is not the least danger, either of a quick descent or the cage being taken over the top of the headhouse. The new device, it is said, has been thoroughly tested, and the officials of the colliery are heartily in favor of it and believe it will not only prevent expensive accidents, but loss of life.

Conferences are being held between the officials of the Scranton Coal Co. and the mine workers employed by that company with a view to reaching an agreement over the check-off system which the miners desire to have adopted. The company maintains that it must secure an assignment of wages of all its employes in order to collect a proportionate part of each man's wages to pay the checkweighman, while the miners hold that only a majority of the miners must signify their desire to set aside part of their wages for this purpose to enable the company to collect from all. Concessions have been made on both sides and it is probable a satisfactory settlement will be reached within a short time.

A train of sixteen runaway cars recently created havoc at the West Ridge colliery of the Ontario & Western, near Scranton, Pa. The cause of the accident was the breaking of a coupling on one of the cars and was also due to the fact that a latch leading from the slope to the shaft, situated on the heading, was opened and the cars, instead of going out to the chambers to be distributed, continued the descent and went into the shaft, creating terrible havoc at the bottom. A loaded car was being hoisted in the shaft and as the runaway cars went down the increased burden was too much for the hoisting engine, the empty carriage on the other side of the shaft being shot up like a cannon ball to the top, where it demolished girders, buntings and machinery. The accident will cause the mine to be idle for some time. Fortunately, no one was injured, Engineer Pearce sustaining a remarkable escape, his engine being a complete wreck.

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Southern Coal and Coke Notes.

New Southern Enterprises.

W. M. Ausmus & Bro. are opening new coal mines near La Follette, Tenn., and will have them in operation by September first. Their headquarters is at Nashville, Tenn.

The St. Paul Coal Co. has been incorporated at Georgel, Wise county, Va., with an authorized capital of \$25,000. The officers are: President, H. Hardaway; directors, W. B. McFerran and George A. Kent.

It is reported that John Boshling and associates, of New York City, have purchased coal lands in De Kalb county, Ala., including the property of the Valley mines, and will develop the same, building in addition fifty coke ovens.

Jerome Hinds, Baltimore, Md., is reported to have purchased 40,000 acres of coal, iron and timber lands in Winston county, Ala., in the vicinity of Clear Creek Falls, and will develop the same. Miss Floy Hinds, Decatur, Ala., has charge of the development work.

The Montgomery County Mining Co. has been incorporated at Mt. Sterling, Ala., with an authorized capital of \$1,000. The incorporators are W. H. Strossman, C. W. Harris and E. W. Senf, all of Mt. Sterling. The company will operate a mine.

The 96 Meridian Coal, Oil & Gas Co. has been incorporated at Oklahoma City, Oklahoma, with an authorized capital of \$100,000. The incorporators are John R. Clover, James R. Dunworth, Bruce L. Cosmer, William H. Gregory, Enid; James E. Hopkins, of Tulsa, I. T.

The Anderson Coal Co. has been incorporated at Nashville, Tenn., with an authorized capital of \$30,000. The incorporators are M. O. French, W. S. Anderson, F. E. Halliday, William J. Fleming and Dennis W. King. The company will develop mines in east Tennessee.

General Southern Coal and Coke Notes.

Don Walker has decided to engage in the retail coal business at Louisville, Ky.

The British steamer Amberton recently sailed from Norfolk, Va., with a cargo of coal for the government station at Cavite near Manila, P. I.

Several engines are being built at Richmond, Va., for the Virginia Anthracite Coal & Railway Co., to be used in hauling coal from the mines of this company.

The charter of the Sewanee Coal, Coke & Land Co., of Tullahoma, Tenn., has been amended increasing the capital stock from \$150,000 to \$300,000 to permit of extensive improvements.

It is reported from Norfolk, Va., there is a large coal fleet assembled at that point as a result of a controversy over coal freight rates. The coal operators maintain that the asking rates of vessel owners are too high.

The Rector Coal Co., recently incorporated, has let the contract for the construction of a mile and a half of railroad from the Southern Railway to its coal property at Buckeye, Tenn., and work will be commenced at once.

The steamship Manchuria, of the Pacific Mail Steamship Co.'s line, has sailed from Lambert's Point, San Francisco, with a cargo of 8,000 tons of coal. The Manchuria was recently launched and this is her maiden trip.

The "Katy" which has been making special storage rates on coal amounting to a reduction of twenty-five cents a ton on shipments during June into Oklahoma and Indian Territory, has decided to continue these rates till August first, official announcement having been made to this effect.

Mine Inspector R. A. Shiflett of Tennessee has completed his annual report for 1903, showing that the output of the mines was 4,810,758 short tons of coal valued at \$6,173,724, an increase over the previous year of 578,-

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A 600 ton daily capacity

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426 tons and \$894,803 in value. A total of \$436,126 was expended for improvements. There are 2,421 coke ovens in the state at sixteen establishments, and they consumed 1,013,531 tons of coal and produced 547,109 tons of coke valued at \$1,693,292.

Operators and miners of the Birmingham, Ala., district are holding a joint meeting at Birmingham this week for the purpose of arriving at an agreement as to a new wage scale the coming year. The present scale expires June thirtieth, and is a result of the arbitration of Judge Gray, who served on the anthracite arbitration board, owing to failure of the miners and operators to agree a year ago. It is expected that an agreement may be reached without much difficulty.

As a result of heavy rains and the overflowing of the creeks and rivers in the vicinity of Daw, I. T., many of the coal mines have been flooded, and much loss has been sustained by the operators. The miners at Craig, three miles from Daw, saved the mine by placing baled hay and other articles as a levee around the mouth of the shaft, thus preventing the water from flooding it and saving \$20,000 to the operators, it is estimated. The floods will probably cause a suspension of mining at other points for some time.

The Colorado Fuel & Iron Co. has incorporated the New Mexico Midland railway with a capitalization of \$500,000, and headquarters at Santa Fe and Denver. The proposed road will be fifteen miles in length, and will tap the Carthage coal fields in Socorro county, N. M. The San Antonio & Eastern railway has also been incorporated with a capitalization of \$240,000. It will build a road twelve miles in length, and headquarters will be at San Antonio, Socorro county. The Carthage coal fields last year produced 30,000 tons of coal, but with more abundant railroad facilities, they are capable of extensive development.

The Southern Coal & Coke Co., a new company, with headquarters at Knoxville, Tenn., has commenced shipping from its new mine at Gatliff, Tenn. Shipments are small at present, but by the end of another sixty days it is expected they will be increased to 500 tons daily. The company is developing a new vein of coal, which, it is said, has never before been opened, and will place its product on the market under the name of Reel Block coal. The officers of the company are as follows: President, Dr. D. A. Gatliff, Williamsburg, Ky., vice-president, J. P. Mahan; secretary and treasurer, E. C. Mahan; general manager of sales, E. C. Schenck; general superintendent at mines. The mine is located on a railroad affording good shipping facilities.

Literary Notes.

The Century for July is primarily, but by no means wholly, a fiction number. The opening article by Sylvester Baxter describes "The New West Point" as it is to be, with impressive drawings, done under the supervision of the architects, one of which, printed in color, is a frontispiece. The Far East comes in for special attention; the theater of war is described in an illustrated paper on "Manchuria," written by the present United States consul at An-Tung, Mr. James W. Davidson, from a special trip of inspection made last fall; the Japanese Constitution is the subject of a paper by one of its four framers, Baron Kaneko (a Harvard LL. D.), under the title "The Magna Charta of Japan," and Andrew D. White contributes a paper of recollections of "Russia in War Time," recording his humorous and stirring experiences as attaché at St. Petersburg during the Crimean war. "The Centenary of Hawthorne" (July fourth) is the title of a paper of appreciation of the novelist by Dr. T. T. Munger, and there is a poem by Edith M. Thomas entitled "The Eyes of Hawthorne," facing an admirable portrait. Henry R. Elliot, under the title, "The Most Popular Book in the World," gives curious facts concerning the publication and distribution of the Bible. Apropos of St. John's Eve, Maud Howe writes of "The Evil Eye and Witches' Night in Rome." Charles de Kay describes "An Important Art Treasure of New York," namely, the Etruscan chariot, recently acquired for the Metropolitan museum, an object of special interest to visitors to New York. The fiction, nearly all of which is illustrated, includes further installments of Dr. Weir Mitchell's piquant and daring, "The Youth of Washington," told in the form of an autobiography, and Jack London's vivid and adventurous, "The Sea-Wolf." The nine complete tales are "The White Feather," by Margaret Deland; "The Heart-Breakers," a flirtation story by Bertha Runkle; "Miss Clegg's Adopted," by Anne Warner; "The Ancestry of Irene," another story of the Nevada Madigans, by Miriam Michelson; "The Conspiracy of Krass," by Robert Haven Schauflier; "Miss Nigger," by Rose Young; "Floyd and the Archduchess," a romantic tale by Olivia Howard Dunbar; "In the Nature of a Hero," a fire department story by Harvey J. O'Higgins, and "The Rich Widow of Spanish Town," a sketch of California, by Gouverneur Morris.

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THE BLACK DIAMOND

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General Review of the Markets.

The conditions pertaining to the production and sale of bituminous coals constitute the most important market news again this week. While the general tendency, with the advancement of the season, is to increase the consumption of coal, there have been one or two features which have developed temporarily which have resulted in a reduction of the current requirements of the trade. In the west the most important of these has been the strike in the packing houses located in half a dozen of the leading cities. This industry is a very large consumer of the finer grades and run-of-mine steam coals, and with the interruption to consumption the supply of such coal has increased and the price has weakened perceptibly. How long these labor troubles will prove to be a feature remains to be seen. On Thursday there was a tendency on the part of the employers and employes to get together and arbitrate their differences. If arbitration is accepted by both sides, as seems probable, there may be a resumption in work at the packing houses by the early part of next week. This, of course, would dispose of a situation which would have more or less of a demoralizing influence if it were continued for any length of time.

In the eastern trade there is more or less complaint of a slack demand for fueling purposes on the great lakes, due to the fact that about the only vessel tonnage moving is anthracite and bituminous coal to dock points. At Buffalo, which is a large fueling port, owing to its convenience to the producing fields and the low freight rate to docks, the demand has been much less than a year ago. While this would not be important if there were a normal movement of bituminous coal in other channels, coming at a time when various industries are consuming less fuel than usual, it is attracting more or less attention. Railroads continue to be light users of bituminous coal for steam purposes on a basis of comparison with a year ago, but are gradually increasing the tonnage which they will require.

Encouraging Features of the Bituminous Trade.

These two features constitute the most discouraging ones in connection with bituminous coal, while, on the other hand, some of the developments of the week have been such as to afford encouragement, the latter more than outweighing the former.

In the Atlantic coastwise trade there is a better demand and some anxiety is being manifested at the shoalwater ports as to ability to get coal forward in plenty of time and in sufficient supply to meet the requirements next winter. As pointed out in THE BLACK DIAMOND last week, this anxiety is well founded. The country is bare of coal for stocking purposes at all points, and when demand commences it will be more or less active in order to supply the deficiencies of the summer. An old-time coal man laid down this rule during the week: "Whenever the railroads do not stock coal in summer for their fall and winter requirements, you can expect a most active season and long delays in the movement from the mines to destination." Not only have the railroads failed to stock coal during the present summer, but practically all other industries are in the same position. If this rule has force it certainly presages an active fall and winter. Eastern shoal-water port shippers of bituminous are beginning to appreciate this fact and are taking a more active interest in the situation than they have at any time in the past three months. Other eastern interests at tidewater are taking a similar view of the future and the tide is slowly turning in favor of increased shipments and a better range of prices.

In the great producing fields of Pennsylvania and West Virginia there is also a better tendency. Prices at Pittsburg are firmer than they have been at any time and there is a more active movement of free coal, although the great bulk of the production in the tributary field at that point is moving to the great lakes at this time. In the Fairmont field of West Virginia somewhat similar conditions have been experienced. Movement there has been heavy westward, and while prices are more or less low as compared with what they should be they are showing a much better tone than at any previous time. A heavy shipment of coal south during the week has been a feature at Pittsburg. There is a good tonnage moving up to the head of the lakes and to other dock points at present, and in the bituminous de-

partment there seems to be little question but that there will be a sufficient supply in the west to meet all requirements.

Domestic demand in the west is showing a slight improvement, the most noticeable feature at the moment being numerous inquiries as to prices and coals offered. These are always a forerunner of an increased run of orders from dealers, and by the early part of the coming month there should be a considerable tonnage moving to dealers' yards for storage purposes next winter. Threshing demand in the west is fairly active, as a result of the more encouraging outlook for crops, and this is one feature of importance at the moment. Prices on nearly all bituminous coals everywhere are below the point that they should be at at this time of the year.

In the anthracite industry there has been little change from a week ago in the general tenor of the markets. The east is still taking a little better tonnage than normal for this time of the year, and while orders show a considerable diminution as compared with a month ago, the state of trade is healthy and more business is being done by the larger shipping interests than really was anticipated. Throughout New England, where dealers have storage room, they have taken in nearly all the coal they will require till cold weather. On the other hand, where storage room is restricted, as it is in many of the large cities, retail dealers are fair buyers, which indicates that there is still some movement of anthracite into householders' bins notwithstanding the fact that it is summer and many people are away on vacation.

In the western trade the main movement of coal is by way of the great lakes. Tonnage which left Buffalo last week showed an increase of possibly twenty-five per cent over that moved during the previous week. This gain can be attributed to the Fourth of July having occurred during the latter period and the interruption to forwarding caused by the suspension of work over the holiday.

Lake tonnage is offering freely at all loading ports on the great lakes and, due to the light demand for other freight, is in reality in oversupply. This was in evidence during the present week when freight rates on coal by vessel were reduced again, the reduction to most of the western ports amounting to five cents a ton. As this is the second reduction which has occurred the present year, it is indicative of the lack of freight offering and shows that coal is the leading commodity for transportation. The tonnage of coal moving the past week has been about normal, and while there probably will be an increase the latter part of the month and during the early part of August, if no such increase occurs, the west will not suffer to any great extent, providing, of course, that movement is kept up to the present basis.

Reports from the northwest are to the effect that the most urgent orders in territory tributary to Minneapolis, St. Paul, Duluth and Superior have been filled, and while the market is still more or less active there is not such a clamor to get forward coal as there was some time since. Apparently, the assurances of the shipping companies that they can get forward sufficient quantities to meet all requirements during the coming winter is having its influence and has quieted the keen interest which prevailed there some time since. Owing to the large amount of bituminous coal which is moving up the great lakes, there has been more or less congestion in unloading vessels at Duluth and Superior this week. It is reported that some delays have been caused, due to the inability of boats to reach their unloading docks, but with the heavy tonnage of empty vessels offering at Buffalo, this should cause no apprehension. In the northwest the railroads, anticipating a fairly heavy crop movement later in the season, are asking for coal freight at this time and are seeking it industriously, hoping thereby to relieve some of the strain that will occur during the fall and winter when the grain and merchandise movement in that territory will be at its height.

In the all-rail trade out of Chicago there is only a fair demand for anthracite. The usual midsummer dullness is being experienced and among shipping agents is not a source of worry as the coal that is coming forward is being used for stocking purposes in anticipation of a very active demand after the first of September.

Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, July 15.

With a big strike in the packing houses of the middle west, the position of bituminous coals is statistically weaker today than it has been in a long time. The greatest influence of this strike will undoubtedly be felt in Indiana and Illinois, but Iowa and the southwestern fields tributary to Kansas City, Omaha and St. Joseph will feel more or less of the effect of it. Fine coals used by the packing interests for steam purposes, while they have not yet developed any pronounced change in prices, will weaken, in all probability, in proportion to the length of the strike. Should it be settled within a few days, which seems improbable, the market would not be affected to any pronounced extent and would soon recover, but its continuance for any considerable length of time would result in a surplus for which there will be no outlet. In the threshing trade, the northwest shows a little better demand for the higher grades of steam coal this week, but Missouri river territory is stagnant and some shippers who have received orders for coal have been asked to withhold shipments for a few days until the crop prospects are more clearly defined. In the anthracite trade general market conditions are about as a week ago. Contract demand for bituminous coals has been characterized during the week by the letting of one large contract in Chicago, but otherwise business is very slow. This contract was placed with one operating company and therefore has no general influence on the trade. The expected contract for one large packing company which is in the market at this season of the year for something like 200,000 tons of run of mine and fine coal has not been let, and probably will not be until after the strike is over.

Shipments of Anthracite Were Temporarily Lighter.

In the anthracite trade there has been some complaint during the week that shipments by way of the lakes have fallen off. This is due to the suspension in production which occurred over the Fourth of July, resulting in light receipts at Buffalo and other forwarding ports the latter part of last week. By the latter part of the present week, in all probability, forwarding will again be in full swing, as there are sufficient boats offering and the east is fairly well filled up with coal. In all probability receipts the present week at Superior, Duluth, Milwaukee and Chicago, will be about normal, but when compared with the tonnage which came forward the latter part of June they were much less. The demand for coal in the northwest has been better supplied and there is not quite as much clamor for anthracite as there was in that territory, although the market is active. In the Chicago trade business is partaking more of the mid-summer dullness usual at this season of the year and dock supplies are accumulating. As this is a condition which is always expected in July it is not causing any surprise.

Demand at retail is also inclined to be quiet at present, householders being away or having delayed placing their orders until their requirements make it necessary. There is one good feature of the retail situation, however, which is worthy of comment and that is the small amount of price-cutting among dealers in spite of the lax demand. A year ago when market conditions were better there was more price-cutting, but the present season there has been very little. This is a good feature and indicates that dealers when the season commences will be enabled to do a good business and make a fair margin of profit.

Finer Grades of Anthracite Reduced at Chicago.

In the Chicago city trade, the larger producing companies have made a reduction in price on the finer grades of anthracite with a view to increasing the consumption for steam purposes. There has been a considerable accumulation of this coal in the shape of screenings on the docks and at storage points and there was quite a tonnage carried over from last year. This coal is rescreened at Chicago and the prepared sizes are taken out, the residue being the small sizes which come from this process. The new prices named are \$3.25 for buckwheat f. o. b. the cars at Chicago and \$4.00 when delivered to city consumers in Chicago, including cartage. No. 2 coal, which was formerly designated as pea in this market, will hereafter be sold at \$4.80 f. o. b. cars until some of the accumulation has been cleaned up. These prices have no relation to the small sizes sold in the eastern markets, as the coal is not shipped from the collieries west in the grades mentioned, but are for the purpose of cleaning up the surplus that has been accumulating for some time. Buckwheat coal could not be brought in for this price, as the freight rate is \$3.50 per gross ton from the collieries to Chicago. Under the new arrangement it is expected these small sizes will be sold largely to apartment buildings and for heating purposes and they are a very economical coal at the figures mentioned. Grate bars have been changed in some furnaces already for the purpose of making the change in the character of the fuel used.

Strike Causes Weakness in Steam Coals.

In the bituminous trade the interest of the larger producing factors centers in the outlook on finer grades of bituminous, owing to the packing house strike. The packing houses of Chicago use about 200 cars of run of mine and screenings daily, according to a conservative estimate, when they are operating on full time. If the strike endures for any length of time much of this coal will be obliged to find another outlet and it is possible that prices may be sacrificed on stuff in transit. Operators should take cognizance of the situation, however, and if they desire to prevent losses should refrain from forwarding this coal. Inch and a quarter and common screenings the middle of the week were easy, but there had not been much of a reduction in the selling price, although lower f. o. b. figures are freely expected before the end of the week.

In the spot situation there is a little better feeling on domestic coals. Dealers are beginning to stock a little more tonnage than they did, while the volume of inquiries as to prices is perceptibly increasing, indicating a

large volume of business later. Threshing trade is taking some of the better grades of bituminous steam coal for the northwest and demand showed some improvement during the early part of the week in the face of the favorable crop reports sent out by the government. Southwestern crop conditions are not of the best and the movement in that territory is somewhat restricted, but it is hoped northwestern crops will make up for any shortage of production which has developed in that section of the country.

In nearly all descriptions of eastern coal operators are following the policy of restricting shipments which is comparatively easy, now that there is an outlet for the surplus by way of the great lakes. In the face of these conditions the market is fairly steady, but any increase in the movement would certainly result in lower prices. The demand is not active and there are a large number of retail factors tributary to Chicago who are under the impression that the August slump which was a feature of eastern bituminous coals a year ago is bound to recur. The way to prevent it is to withhold shipments and most of the large factors in the western markets are preparing to follow that course on all-rail business. Eastern smokeless coals hold to about the same basis as last week, with an occasional lot sold below the circular, where car service is accruing, and there are other features making it necessary to secure a prompt movement. Circular quotations on standard Pocahontas and New River are \$1.35 f. o. b. the mine and \$3.15 f. o. b. Chicago. Splint coal still remains rather dull for standard grades, although there is no important accumulation. Steam grades of Fairmont coal have been held at \$2.85@2.90 f. o. b. cars at Chicago during the week, with the supply kept within restricted limits.

In the Youghiogheny list there has been some accumulation and prices have sagged somewhat from the previous quotation. Very little No. 8 coal is coming forward and prices have occasionally sagged during the week.

The Hocking situation remains in *statu quo*. Demand in the west is inclined to be light with prices prevailing at \$1.35 f. o. b. the mine on shipments to dealers and consumers, and \$1.25 f. o. b. the mine for movement to jobbers.

Western Domestic Grades in Fair Demand.

In western coals there is only a fair demand for the leading descriptions of domestic grades, although in all probability the total movement is slightly in excess of a week ago. Carterville for country shipment is held fairly steady, with now and then concessions from circular prices. The larger sizes are held at \$1.35@1.60 f. o. b. the mine and \$2.25@2.50 f. o. b. Chicago. Linton coal in the larger sizes and better grades rules at \$1.35@1.45 f. o. b. the mines, with concessions in these prices noted now and then. Brazil block coal is quoted at full circular at \$2.25 f. o. b. the mine for lump and this price is well maintained, there being a good demand for threshing purposes. In the steam grades of coal Springfield, Sullivan and Greene county inch and a quarter lump show a considerable range and are quoted at \$1.75@1.85 f. o. b. Chicago. Run of mine coal from the principal western steam fields is inclined to be weak and is quoted at \$1.45@1.60 f. o. b. Chicago. Demand for this coal is expected to be quiet during the continuance of the strike in the packing establishments. Screenings are weak with prevailing quotations for desirable inch and quarter grades for steam purposes 60@65c f. o. b. the mine or \$1.35@1.45 f. o. b. Chicago.

In the coke trade there is a noticeable dullness on all the descriptions offered in western markets. Connellsville remains quiet and very weak in price. Prevailing quotations are \$4.50@4.70 f. o. b. Chicago for seventy-two hour foundry coke. While the production of West Virginia cokes has been considerably curtailed owing to the closing down of the ovens, there is still considerable on offer in Chicago and prices are weak, ranging from twenty-five to seventy-five cents a ton for common grades at the oven. Gas-house coke is in firm hands and is well controlled as to supply, quotations being \$3.65@3.85 f. o. b. Chicago.

The smithing trade is inclined to be quiet and without special feature at the moment. Demand for cannel coal is steady and prices are generally well maintained.

The West Virginia Mining Field.

WHEELING, W. VA., July 14.—(*Special Correspondence*).—The situation still remains flat in all localities with prices down to the lowest point for years and the market poor and scattering. The best reports continue to come from the Fairmont field, which is shipping to the great lakes and Chicago, and the Norfolk & Western territory is also producing at a steady gait below normal. It is interesting to note the reason largely for the activity in the Norfolk & Western or Pocahontas region. It is due to advertising and modern methods of showing consumers that they need just the kind of coal produced there. In other words, the operators have helped create the demand. They have educated the people up to Pocahontas smokeless, for instance, by original methods in the coal trade, although not so new in other lines. They have a good article to begin with, but they knew the people had to know it and they have informed them of the fact.

The method has been to advertise coal through printer's ink and also to make practical tests for the benefit of engineers and for locomotive tests. A Harvard engineering graduate has been employed to jump into an engineer's cab at random, with a stock of Pocahontas coal, and ask for the privilege of firing up with it. He tells the engineer and fireman and subsequently the owners of the road that they want coal that will burn and not smoke and he proceeds to apply the test.

How Pocahontas Has Been Pushed.

The coal is shoveled into the firebox and two miles or more may elapse before more is required. In the meantime no smoke has issued and the

demonstration is repeated again and again if necessary and the orders for Pocahontas begin to come and come. In Mexico and Europe and other parts of the globe, for steamboat engines and railroad locomotives, Pocahontas coal has been introduced in this way, simply by the expert of the coal company asking for the privilege of showing the coal's good points.

Consequently Norfolk & Western mines are enjoying three-year and other long term contracts and are working now on them. These long contracts seem good now, but they did not a year or so ago when prices took a big jump upward. The companies were forced to sell at the old prices and naturally would have preferred to take a whack at the open market, but they are reaping the fruits of the average year now.

In the New River field these same methods are now being adopted, but in the past individuals controlled the output and the market was subject to fluctuations. However, it is expected this coal will soon occupy the position it should maintain when its quality is considered. The larger factors are working to this end and they doubtless will accomplish much this year.

The Kanawha field is languid at present and there are signs of an uprising of the operators against the miners, it being claimed the operators in this district are handicapped from competing with other fields in this state because they are tied down under union restrictions of which the others are free and more along this line is expected to develop.

Coal Men Enthused Over Davis Nomination.

Ex-Senator J. N. Camden, who leased his Monongah mines to the Fairmont Coal Co. at a large royalty when the combine was formed, and his nephew, Johnson Camden McKinley, the Wheeling sales agent for the Fairmont company, have returned from St. Louis, where they attended the democratic convention and they are naturally enthused over the nomination of Henry G. Davis for vice-president. If Mr. Davis had not been honored in this way he would have been nominated by the West Virginia democrats for governor.

Ex-Senator Davis opened the coal and coke plants along the line of the West Virginia Central railroad which he and his son-in-law, Senator Elkins, built. Since they sold out their holdings there to the Wabash they have turned their attention to the building of the Coal & Coke railroad, which will open up a virgin coal and timber territory. In this enterprise Senator Davis has a larger financial and active interest than Senator Elkins, and although he was eighty years old last fall he rode over the route on horseback as spry as any member of his party.

At the head of the Davis Colliery Co., in West Virginia Central territory, Senator Davis was succeeded a year or so ago by his son, John T. Davis. The senator is a safe, conservative business man who will add great strength to the democratic ticket.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., July 14.—(Special Correspondence.)—There has been a marked increase in the demand for bituminous coal among northwestern consumers and local operators are working overtime to furnish the required tonnage. Lake shippers have experienced a notable improvement in the industry and the trade bids fair to regain some of its former strength. Reports from all over the district indicate that the majority of the rail mines are in operation. This is a striking contrast to the situation that existed several months ago, when everything pointed to a demoralization of the business. The river mines are not doing very much at present, as the water in the harbor does not reach a boating stage. Earlier in the week a large shipment was made to the south. The Monongahela River Consolidated Coal & Coke Co. and several independents cast off many barges laden with fuel. The fleets are expected to arrive at their destination within ten days. Advices received here from the south are to the effect that the consumption there is above the average. On this account it is believed that the demand will be soon increased.

Market Conditions are Showing an Improvement.

Several of the principal operators in this locality announced today that the domestic demand is also improving. Supplementing this statement comes the information that prices are much firmer than those that prevailed a few weeks ago. A leading dealer is authority for the assertion that run-of-mine now commands \$1.10 per ton, a figure that it has not reached since early in winter. When it is taken into consideration that this same grade was being frequently quoted at ninety and ninety-five cents per ton, it can readily be seen that a betterment has taken place.

The coke industry continues on the decline and producers are not hopeful that it will commence to pick up prior to the winter months. Several hundred additional ovens went out during the past week. It is estimated that less than half of the ovens operated by the H. C. Frick Co. are in blast. A corresponding proportion of the independent furnaces are also idle.

One of the busiest coal concerns in this community is the Pittsburg-Buffalo Coal Co. During the latter part of last week the officials were compelled to place their Hazel mine at Canonsburg, Pa., on double turn. This was for a few days, the only mine in the district that was being worked a double shift. Yesterday the Burgettstown mine of the same company was placed on double time. Several hundred idle miners are afforded employment by the activity. The company, it is said, has secured several big contracts recently. These will assure the employes steady work for an indefinite period. President John H. Jones said: "I am glad to state that the market is recovering from the depression. Our company was not severely affected by the slump, but we could stand an improvement. From present conditions this is now forthcoming. I look for higher prices before the clapse of many more days."

Pittsburg Coal Co. is in Good Condition.

That the Pittsburg Coal Co. is in a healthy condition was emphatically demonstrated yesterday. The directors of the rail company met and formally declared the usual quarterly dividend. The reports of the officials were un-

usually favorable, considering the state of industrial business of the country. It was shown the company exceeded its tonnage of a year ago, and that on the same date of July, 1903, the total tonnage taken out of mines for the month was 2,000 less than this year.

The Monongahela River Consolidated Coal & Coke Co. directors held a meeting yesterday and after reviewing the conditions of the business of the corporation, decided to defer the payment of the dividend on the preferred stock until the last half of the year, the action not being in the form of passing permanently or indefinitely the dividend, but simply waiting for the better showing of the operating department. President Francis L. Robbins, stated in explanation of this action, that during the past six months the company had suffered from the unusually severe winter and consequent ice in the rivers, which practically kept the mines idle for three months, or half that period.

In addition to this the company suffered by accidents to its boats, etc., to the extent of \$475,000 and losses amounting to \$100,000 in not being able to supply consumers with coal as per contract owing to the frozen rivers. In spite of all this, the earnings during the same period wiped out all of the losses, but in doing this the company could not pay the dividend on its preferred stock.



San Francisco and Pacific Coast Trade.

SAN FRANCISCO, July 9.—(Special Correspondence.)—Since the steamship Ventura left, the following vessels have arrived here with coal from Newcastle, N. S. W., viz.:

	Tons.
St. David	2,180
Woollahra	1,450
Kohala	1,311
Holliswood	1,576
Lyman D. Foster	1,181
Total	7,698

The quantity of coal delivered here from the colonies during the past month amounts to 6,778 tons, the amount received here from the same sources in June, 1903, amounted to 27,827 tons. This shows a marked shrinkage in the quantity of Australian coal now being consumed in this market. There are now on the chartered list of coal carriers from Newcastle thirty-five vessels with a carrying capacity of about 95,000 tons. The larger portion of this list will not arrive here before the end of this year. The falling off this year of the consumption of Australian coal is mainly attributable to the increased demand for oil as a steam fuel.

As a matter of fact the only grades of Australian coal which will find ready sale here locally are those principally adapted for domestic purposes, as the principal competition which colonial coals have in this market for household uses comes from British Columbia, and their products can be delivered here if necessary at a lower figure than the Newcastle output. The proprietors do not think it prudent to make any marked reduction to increase their sales by reducing values, hence prices remain steady at present. The managers of the Western Fuel Co. and the Pacific Coast Co. are enlarging their bunkers to facilitate handling their importations more economically. Mr. John Brown, of the firm of Messrs. J. & A. Brown, is at present in the city looking after the interests of his extensive collieries in Newcastle, N. S. W.



The St. Louis Coal Market.

ST. LOUIS, Mo. July 14.—(Special Correspondence.)—Coal conditions in St. Louis are the same as they have been for several weeks. Business is very quiet. Coal dealers are doing little except to take care of their regular manufacturing plants or corporations that they furnish coal to the year around, summer and winter. The domestic trade is absolutely dead. The use of gas for cooking purposes during the summer by many people, the rich as well as those in moderate circumstances, has increased greatly during the past year or two, and has cut off much of the demand for coal. The uncertainty of rents also cuts off the laying in of coal for winter. Tenants do not wish to lay in their winter supply until they are sure of remaining where they are now living. House renters are holding off until later. The result is that there are few orders of that kind. It is thought, however, that business will begin to improve within a couple of weeks.

Prices have not changed. Mine-run is still quoted at \$1.10 per ton in car-load lots in East St. Louis; bar screen, \$1.25 per ton, and high grades at \$1.75. Anthracite and coke prices remain the same as last reported, viz., \$7.95@8.20 for the former and \$5.50 for the latter. Coal is coming in very freely to East St. Louis and is being brought over to this side as fast as it arrives.

O. L. Garrison, of the Big Muddy Coal & Iron Co., and his family left a few days ago for the coast of Maine and will remain there for at least a month.

The committee appointed by the local coal dealers to perfect plans for Wednesday, July twentieth, which will be Coal Men's Day at the exposition, have had several meetings and have at last arranged the program to their satisfaction.

The committee, which was composed of E. C. Donk, of the Donk Bros. Coal & Coke Co.; A. J. Moorshead, of the Madison Coal Co.; J. P. Heinrich, of the Heinrich Coal Co.; Ed Devoy, of the Devoy & Feuerborn Coal & Coke Co.; A. A. Bryden, of Bryden & Co., and N. H. Lefavor, of the St. Louis Coal Co., and others, had its last meeting Monday and announces the following arrangements:

Program for Coal Men's Day.

The coal men will make their headquarters at the Planters' hotel, where they meet at ten o'clock a. m., on the morning of July twentieth. They will be given badges and take cars to the world's fair grounds. Arriving there

they will march, headed by a band, to the Administration building, where exercises will be held.

The mayor of the city, Rolla Wells; the president of the world's fair, and Ed Devoy, of the Business Men's League, and a leading coal man, will address them. They will also be addressed by Herman Justi, of Chicago, who will speak in the name of the operators and coal-producing interests; Phillip H. Penna, of Terre Haute, Ind., who will speak on behalf of the coal miners; D. L. Tuttle, of Buffalo, N. Y., who will speak in behalf of the sales agents and wholesale distributors; C. H. Chisam, of Council Bluffs, Iowa, who will speak from the retailers' standpoint, and T. L. Lewis, of Indianapolis, Ind.

The next annual meeting of the National Council of State and Interstate Retail Association will hold its meeting at the Planters' hotel Thursday, July twenty-first.

A company with a \$25,000 capital has been formed to operate the Skellet coal mine, located near Belleville, Ill. The directors of the new company are John Erwin, Joseph Randle, Jesse Randall, Edward Randle, Levi Siddall, Thomas Powell and L. P. Cluley.



Kansas City and Missouri River Trade.

KANSAS CITY, July 14.—(*Special Correspondence*).—The miners and operators of Kansas, Missouri, Arkansas, the Indian Territory and Texas are holding a joint conference at Pittsburg, Kan., this week for the purpose of making a new agreement to take effect September first. The conference was preceded by meetings of the miners' scale committee in Pittsburg and of the operators' scale committee in Kansas City and in Pittsburg.

The operators have made no secret of their intention to demand a reduction in wages of about five and one-half per cent, to put them on an equality with and enable them to protect their markets from the competition of eastern bituminous operators. Southwestern operators practically demand an agreement similar to that in effect in Illinois, with such changes and modifications as will fit the different mining conditions of the southwest.

The miners have not publicly announced their position, but it is said to be probable they will strenuously resist the proposed reduction of wages. Neither side will admit that there is the probability of a strike, but both say that they will reach an agreement at the conference. There are 30,000 miners in the southwest, including those of Texas recently taken into the United Mine Workers, and a strike of all of them would be far reaching in its effects. An expression of what the miners may demand at the conference was given at the convention of the Interstate Mine Workers Union in Pittsburg. Harry Bausfield, a national board member, said:

"The organization is perfect throughout the southwest and we are in a position to get what we may go after. We may not get an advance, but we are certainly in a position to keep what we have, and we are also able to get improved conditions in other respects."

The scale committee of the miners, representing districts fourteen, twenty-one and twenty-five, was in session from last Friday until last Monday before reaching an agreement. This caused a postponement of the conference for a day at least, as it was necessary for the interstate convention to pass upon the scale committee's report before meeting with the operators. It is possible that the conference may not end till next week.

The scale committee of the operators is:

District No. 14—Ora Darnall, D. Mackie, C. J. Devlin, A. B. Kirkwood.

District No. 21—George E. Bennett, J. C. Reid, J. B. Hilling, A. K. Craig.

District No. 25—George W. Evans, B. T. Wiley, Charles Duncan, J. H. Bovard.

Hoisting Engineers are Working for Separate Contracts.

The hoisting engineers are trying again this year to get a separate contract with the operators. The plan was defeated last year. The miners say that the engineers constitute but one per cent of the men employed in and around the mines, and they do not believe that any contract should be made which would put ninety-nine per cent of the men at the mercy of one per cent.

The Hoisting Engineers' Union by ordering a strike might tie up the mines effectually and throw all of the other miners and mine laborers out of work. This was done a few years ago in one of the eastern states. Consequently, the miners held that all men employed in and around the mines should belong to the same organization, and that organization must be the United Mine Workers.

President John Mitchell took the position when he was in Pittsburg one year ago that the United Mine Workers have exclusive jurisdiction over all men employed in and around the mines.

Every coal operator of any importance in the southwest is represented at the conference in Pittsburg. Last year the conference was complete as far as the operators of the northern part of the district was concerned, but the Texas operators were conspicuous by their absence. Since then, however, the operators of Texas have recognized the union, and not only have their employes joined the United Mine Workers, but the operators themselves have joined the Operators' Association.

Col. W. K. Gordon, general manager of the Texas & Pacific Coal Co., the company which operates the mines at Thurber, Tex., where the big strike of a year ago was conducted, is one of the most prominent of the Texans.

M. A. Williams, auditor and assistant general manager of the same company, is with Mr. Gordon, and James Nichols, one of the company's mine foremen at Thurber, is also in attendance.

G. E. Bennett, general manager of the Strawn Coal Co., of Strawn, Tex.; Mr. Martin, general manager of the mines at Bridgeport, Tex.; W. H. John, of Bridgeport; R. M. Waugh, of the mines at Strawn, Tex., and W. H. Aston, manager of the Wise County Coal Co., of Bridgeport, are others among the Texas operators who are attending the conference.

The coal operations in Texas are all in the northern part of the big state and the coal is a lignite. Thurber and Strawn are on the Texas &

Pacific railroad, a Gould system, and the mines of the Thurber company are really part of the Gould mining interests. Bridgeport is located on the Rock Island north of Fort Worth. The coal operations are all west and north of Fort Worth, the latter being the center of the coal operations.

After the close of the interstate convention and the conference, the district conventions will be held as follows. District fourteen in Pittsburg, Kan., District twenty-one at Fort Smith, Ark., and district twenty-five at Kansas City. The conference between the miners and operators of district fourteen will open in Pittsburg on Monday, August first. This conference will adjust local mine matters and regulations, outside of the scale. The operators of district fourteen have already appointed as their committee J. H. Shaw, D. Mackie, of Scammon; John Joplin, of Mineral; Ora Darnall, of Kansas City; C. J. Devlin, of Topeka; James Hamilton, of Weir, and A. B. Kirkwood of Pittsburg.

The Interstate Mine Workers' convention at Pittsburg adopted scathing resolutions denouncing Governor Peabody, of Colorado, for the part he has taken in the coal and metal miners' strikes in that state.

Colorado Strike Considered in Miners' Convention.

The convention declined to vote financial aid to the Colorado miners, taking the position that such action, if at all, should be taken by the district conventions. The Colorado strike received a good share of the attention of the convention. Behind locked doors, representatives of the striking miners in Colorado gave graphic accounts of the labor trouble in that state and appealed to the miners of the southwest to stand by them. Mr. Richey, a representative from district fifteen, the district in which the strike is being conducted, was the principal speaker. He told of the fight which is being waged in his district against the Victor Fuel Co. and other large corporations in the west.

The Colorado operators are in direct competition with the operators of the three districts represented in the interstate movement, and if the Colorado operators win the strike there, and are able to operate their mines as open mines, they probably will be able to produce coal cheaper than it can be produced in Kansas or the Indian Territory. For this reason the operators of district No. 14 are as anxious to see the operators in Colorado brought to the same terms that the operators here comply with as the miners.

The mine workers believe that if the cause in Colorado is lost, there will be a general weakening throughout the southwest. Consequently they feel that it is necessary that every effort be made to win the strike in the west.

Coal Business in Kansas City Is Quiet.

The coal business in Kansas City is quiet outside of the regular steam demand and the harvest demand at this season of the year. Many factories were closed down last week because of the overflow of the Kaw river. Now the big packing plants in Kansas City are closed on account of the strike and the coal men will feel the effect. Even the railroads will be affected, as many engines used in hauling live stock to the market will be idle, while the strike is on.

The Black Diamond Coal & Gas Co., of Kansas City, Kan., has leased several hundred acres of land south of Clinton, in Henry county, Missouri, and will begin developing coal prospects there in about two weeks. One hundred men will be put to work at North station on what is known as the Gaupp land. The company has ordered machinery and expects to mine twenty cars of coal a day within a few months.

That the operators of the southwest have some secret fear of a strike this winter is shown by the bids submitted to the Kansas City school board to supply 750,000 bushels of coal.

The board found that, with one exception, all of the bids submitted contained provisions that in the event of a strike the contracting company would not be liable if it could not fulfill its contract. The board was, therefore, undecided whether or not it should let the contract to the lowest bidder and assume the risk of permitting the objectionable clause to remain in the contract. It finally postponed action till later.



Connellsville and Coke Production.

CONNELLVILLE, PA., July 14.—(*Special Correspondence*).—The *Courier*, reviewing the coke trade, says: There was quite a slump in the coke trade of the Connellsville region last week. Production dropped down below 165,000 tons, and there was a cut in the active list of ovens of more than 2,000. The running time made was good, but this week the output and production will dwindle still further. The demand for coke is not as brisk as it was ten days ago and prices if anything are more fluctuating and lower. One merchant furnace at Sharpsville was blown out in the week and two stacks at that place are preparing to go out early in July. One Edgar Thompson stack has also been placed on the idle list. On the other hand, three Mingo Junction stacks, which were banked for a few days, are again on in full. The tremendous curtailment of pig iron producing capacity has not stayed the downward tendency of the market and lower prices are prevailing.

Prevailing Prices on Different Grades of Coke.

On furnace coke for eastern shipment during the last half of the year \$1.40 has been named on strictly Connellsville product. Western furnaces are not inquiring for last half of delivery, and producers are not inclined to go below \$1.45 for shipments to the west. On foundry coke \$1.85 is being quoted for strictly Connellsville, while lower grades are held at \$1.65 to \$1.70.

The following ovens were blown out last week by the H. C. Frick Coke Co.: Fifty at Adelaide, forty-four at Buckeye, one hundred at Calumet, one hundred at Central, one hundred and twenty, all of the plant, at Coalbrook, one hundred and thirty at Davidson, one hundred and five, all of the ovens at Frick, sixty, making the entire plant at Henry Clay, one hundred and six at Kyle, eighty at Leisenring number one, one hundred at Lemont number one, sixty-one at Mammoth, one hundred and ninety-seven, all of the Mutual works, ninety at Mutual number four, fifty-two at Oliphant,

fifty-six at Painter, one hundred and fifty-one at Standard, one hundred, all of Tip Top, one hundred at Trotter, fifty at United, forty-six at White, fifty at Youngstown, two hundred at Continental number one, twenty at number two, one hundred, all of Marguerite, one hundred and seventy-five at Southwest number one, one hundred and twenty-one at Southwest number two, fifty at Southwest number three. This makes the following Frick plants entirely idle: Alverton numbers one and two, Coalbrook, Diamond, Eagle, Foundry, Frick, Henry Clay, Mullen, Mutual, Sterling number one, Summit, Tip Top, Dorothy, Marguerite. The Hecla Coke Company blew out 100 ovens leaving them 802 ovens in blast now. There was a change of 480 ovens in those listed as furnace plants. The Oliver number two plant of the Oliver & Snyder Steel Co. was banked, it being entirely idle. There were no other changes worthy of mention.

Detailed Report of the Operations.

The *Courier's* detailed report of the operation and output of the Connellsville region for the week ending on Saturday shows a total of 23,127 ovens, of which 13,936 were active while 9,164 were idle. The estimated tonnage was 162,912, a decrease of 11,066 tons compared with the output of the previous week. In the active list of ovens there was a decrease of 2,459, which is the greatest slump of the year.

The shipments last week aggregated 8,937 cars, distributed as follows:

	Cars.
To Pittsburg	3,403
To points west of Pittsburg.....	4,369
To points east of Connellsville	1,165

Compared with the shipments of the week before this was a decrease of about 200 cars.

In the Lower Connellsville region there are 5,659 ovens, of which 4,162 were active and 1,497 were idle. The estimated production was 48,976 tons, a decrease of about 3,000 tons compared with the production of the week previous. There were changes of about 300 ovens in the active and idle lists of ovens. At Footedale 200 ovens have been blown out.

Summer Demand for Coal on Pacific Coast Is Dull.

SEATTLE, WASH., July 14.—(*Special Correspondence*).—Demand for coal during the summer months is declining, and most of the mines are working with reduced forces. There is a lessening in both the volume of the house coal trade and in the fuel sold to steamers and for general steaming purposes.

The coal mines of this state that cater principally to the house trade are running on half time, or greatly reduced forces are working. None of these mines can be operated to capacity until winter or fall, when cold weather will compel a return to the use of the fuel.

The desertion of the city for summer resorts is principally responsible for the decrease in the house coal trade, for no matter how indifferent toward a fire a householder is during the day, there are always times when coal must be burned. But in camps there is no fuel trade.

The decrease in the steam trade is somewhat of a surprise to the coal operators. The early indication was for a big Nome travel and trade that would keep the entire fleet busy during the summer. An improvement in the oriental traffic was expected that would result in a greater use of coal from this state for the boats of those lines. But in both these trades the coal operators declare they have been disappointed.

Later in Season Nome Fleet to Take More Coal.

Later in the season it is anticipated that the Nome fleet will take a greater amount of coal, but at present the sales in the Alaska trade are much lighter than a year ago. This has affected those mines that sell principally to ocean-going craft, and has put them in the same relative position as the properties which are worked for the local trade.

Coal operators believe the falling off in the house coal demand has had the effect of making the Issaquah Coal Company indifferent toward the striking miners' attitude. It is claimed by operators that the coal company will not lose anything by the enforced idleness at its properties, for the coal would not command a ready sale now, even though it could be mined. For this reason the coal trade sees no prospect for an early settlement of the Issaquah company's labor difficulties.

Western Coal and Coke Notes.

New Western Enterprises.

Capitalists from Linton, Ind., were recently at Oakland City, in that state, acquiring coal lands which they propose to develop.

The Foss Coal Co., recently incorporated at Bay City, Mich., is sinking five shafts east of that city and is preparing to spend \$100,000 in development work.

W. P. McDonald, William Pritchard, E. E. Dotson and J. J. Chamberlain have secured options on coal property near Mitchellville, Iowa, and will sink a new mine at that point.

Representatives of the Wellington Colliery Co. have discovered coal at McKay's Lake, not far from Ladysmith, British Columbia, and development work will be undertaken shortly.

The La Belle Coal Co., of New Cumberland, Ohio, has acquired possession of the Bowman coal works near that city and is preparing to combine the two operations and install an electric haulage plant.

The North American Coal & Coke Co., chartered under the laws of Maine, but made up principally of Cleveland, Ohio, capitalists, has acquired 1,052 acres of coal land in West Virginia, which it will develop. Those in-

terested in the company are Otto C. Berchtold, P. J. Probleck, R. Morrmann, Joseph Keiferle, Gottlieb Frukhenner, Marten Hoblitzel, James Dunher, I. B. Schoot, Felix Majenski and Karl A. Kaupper, all of Cleveland.

W. H. Aldridge, chief of the mining and smelting interests of the Canadian Pacific, reports from Montreal that the company is preparing to spend \$500,000 in the development of coal mines at Banff, British Columbia.

The incorporators of the Cora Coal Co., recently organized at Springfield, Ill., and mentioned at the time in THE BLACK DIAMOND, are as follows: Henry L. Hartman, Oscar Ansell, H. M. Merriam, M. J. Baum, Joseph Losscheider, Joseph D. Shaffer, Frank B. Richter, A. C. Canfield, Ernest J. Richter, T. M. Doland, Charles J. Kraft and others.

General Western Coal and Coke Notes.

The American Coal Co., of Evans, Iowa, has decreased its capital stock from \$200,000 to \$20,000.

The Unity Block Coal Co. is pushing work on its new development at Darbyville, Iowa, and will soon be producing coal.

Snyder Bros., operating the Newling Creek coal mine near Florence, Colo., are preparing to develop another large coal mine in that field.

A thin vein of coal has been struck at Coburn, Nebraska, at a depth of sixty feet. It is probable the field will be explored for a thicker vein.

Under the direction of the municipal authorities prospecting will commence shortly at Emporia, Kan., with a view to discovering coal, if possible.

The Renton mine at Renton, Wash., has been closed by a strike of its 300 employes. The men proposed a new wage scale which was rejected by the company.

The Forest Coal Co., owning 850 acres of land near Forest Park, not far from Terre Haute, Ind., has struck coal and work will at once be started on a new tippie.

The Victor Fuel Co. has leased the Shaw mine south of Florence, Colo., and will proceed at once to materially increase its capacity, making it one of the largest in that field.

G. W. Baldwin, of Liberal, Mo., and C. W. Markham, of Scammons, Kan., were recently at Versailles, Mo., looking over the local field with a view to acquiring coal land and developing it.

Miners employed at the mines of the Issaquah Coal Co. at Issaquah, Wash., recently went on strike. The owners of the mine are preparing to fill the places of the strikers with non-union men.

Prevailing Wagon Prices at Chicago.

	Dealers' Wagons. Per ton.
Grate	\$6.30
Stove	6.55
Chestnut	6.55
Egg	6.55

BITUMINOUS.

ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg.....	3.50
Carterville stove, washed No. 1.....	3.50
Carterville nut, washed No. 2.....	3.50
Westville-Danville domestic lump.....	3.00
Danville lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.	
Brazil block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.00
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00

OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00

PENNSYLVANIA COALS.	
Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

WEST VIRGINIA COALS.	
Black Band	\$5.00

TENNESSEE COALS.	
Waldensia lump	\$5.00

COKE.	
Gas-house	\$4.50

WOOD.	
Pine slabs, per cord	\$6.00

The Story of F. B. Newell's Chicago Business Record.

The story of Frank B. Newell's business record in the coal trade of Chicago is told to readers of THE BLACK DIAMOND this week in a series of reports on the different companies in which he has been interested at various times. The facts set forth in these reports are of interest to coal men. They show the necessity of the demand made by THE BLACK DIAMOND for proper business methods in the conduct of the coal business and should be of interest as showing some of the errors of business management which crept into the companies in which this man was interested.

There are three papers. The first is devoted to the report of the condition of the Ohio & Pennsylvania Fuel Co., which was the last of the corporations organized by Mr. Newell to go into the hands of a receiver. The second is devoted to the methods of bookkeeping employed by the various companies, and is, in fact, an auditor's report on the books after an investigation. The third is the statement of E. T. Bent, submitted to the creditors of the Newell Coal & Coke Co., explaining why this company passed into the hands of a receiver and placing the blame for the business disaster which culminated in that way. All three are interesting as showing business methods on the part of Mr. Newell, which are decidedly open to question, when considered in comparison with the business methods employed usually by other and responsible companies. The first paper follows:

Condition of the Ohio & Pennsylvania Fuel Co.

"In the bankruptcy case of the Ohio & Pennsylvania Fuel Co. yesterday it was developed from the preliminary examination of the expert accountant's report that the situation was as follows:

Bills receivable	\$ 1,294.57
Accounts receivable	19,779.62
Total	\$21,074.19
Bills payable	\$ 7,444.40
Accounts payable	21,830.97
Total	\$29,275.37
Due from employes	62.00
Due to employes	652.09
Due from F. B. Newell	6,988.49
Due to F. A. Holmes	85.80
Expense account	12.71
Profit and loss account—loss.....	1,825.91

"The accounts receivable of \$19,779.62 includes both cash and freight. No freight account has been carried on the books and a conservative estimate of thirty-three and a third per cent of this amount is freight.

"What amount of the accounts receivable may be considered good can not be stated until a careful examination is made of each individual account which goes to make up the gross amount."

Report of the Expert Accountants.

The report of the expert accountants engaged to audit the books of F. B. Newell & Co., contains the following under the heading "Wrong entries account of F. B. Newell on the books of F. B. Newell & Co.:"

"He should be charged with \$21,753.50 and the same amount credited E. T. Bent to adjust proceeds of the William Job Coal Co. sale.

"He should be charged with \$1,825 paid to Mrs. R. S. Hulbert (and Mr. Bent credited therewith) and in addition charged with such part of the account of Mrs. R. S. Hulbert as represents repayment to her of funds loaned by her to the company in 1898 and originally credited to him (\$7,500.00).

"He should be charged with the items improperly credited him for sundry monthly trips to Ohio to attend meetings of the William Job Coal Co. (William Job Coal Co. paid such expenses) and trips elsewhere not for the benefit of F. B. Newell & Co. (The bookkeeper says it was customary for the company to pay Mr. Newell's trip expenses, regardless of whether the trips were in the company's interest or on his personal account. An illustrative entry is found October thirty-first, 1901—\$57.20.)

"He should be charged with \$10.00 per month increase in salary to O. B. Hanson (Mr. Newell was elected treasurer William Job Coal Co. and was paid for his services from \$25.00 to \$45.00 per month; he told Mr. Hanson that if he would keep the 'Job' books for him he would personally give him \$10.00 of the said \$25.00 per month). F. B. Newell & Co. paid this \$10.00 per month. (Mr. Hanson says this was to have been \$20.00 per month during the last eight or nine months of the period.)

"He should be charged with \$500.00 December thirtieth, 1901 (Cash book, page 231), charged 'expense,' but used on his Egyptian trip.

"He should be charged with \$680.50 May fifteenth, 1901 (Journal, page 42), charged 'traveling expenses,' but used by him for trip to England to organize another bank (Mr. Newell told Mr. Bent at the time that his expenses were paid by the promoters).

"The bookkeepers say that the earlier and missing books of the company show that of the \$10,000 borrowed by Mr. Newell and Mr. Bent from Mrs. R. S. Hulbert for investment in Ohio, for which they gave their personal joint note, one-half was properly credited to Mr. Newell and one-half to Mr. Bent; and that just subsequently, when the Ohio investment was made, \$5,000 was properly charged to each therefor. When asked why the detailed statement rendered Mr. Bent did not show these items, the bookkeeper stated that both were omitted by instructions of Mr. Newell, who said that the two items offset, so that it made no difference. However, under date of May twenty-fourth, 1904, the later books (Cash book, page 82, Journal, page 506) show an attempted undoing of these original entries, under instruction of Mr. Newell, who apparently sought to make it appear that the loan was made by him alone and that the Ohio investment was made by him alone.

"May eleventh, 1901 (Journal, page 42), F. B. Newell & Co. notes for \$1,000 and \$5,000 respectively were sold by E. W. Rateliff and the proceeds, \$5,855.53, were charged F. B. Newell, the discount—\$122.47—being charged to 'interest' and said proceeds being used by Mr. Newell in part payment of his stock subscription to the Mason City Coal Co. Subsequently (November thirtieth, 1903), by Mr. Newell's direction, this amount was wrongfully credited his account and charged to Mason City Coal Co. On the Mason City Coal Co.'s books the item is credited F. B. Newell on stock subscription account.

"November twenty-eighth, 1902, the company being insolvent and about to go out of business, Mr. Newell instructed the bookkeeper to credit his account with \$8,000, being \$2,000 per year additional salary for four years. Under his contract with Mr. Bent his salary was to be \$200.00 per month, though by verbal agreement it was increased to \$250.00, which he had been receiving.

"Expense account shows various items account F. B. Newell, aggregating \$676.47, with the balance of the account undetermined. The bookkeeper thinks a certain account 'G. L. Smith, \$200.00' was also a personal matter of Mr. Newell's.

"The loss and gain account at the end of each of the first three years was transferred to Mr. Newell's account. The books being missing, the amount to March thirty-first, 1899, can not be obtained, but the bookkeepers' recollection is that it was \$4,134.00. March thirty-first, 1900, Mr. Newell was so credited \$1,137.10; and March thirty-first, 1901, he was charged with an apparent loss of \$370.77.

"The bookkeeper says it was a common thing when allowances were made a customer not to credit such account therewith and not to transfer bad accounts to loss and gain, the purpose being to swell the apparent assets of the company and increase loss and gain item to be transferred to Mr. Newell's account.

"The Mason City Coal Co. transaction and the relations of F. B. Newell & Co. and Mr. Newell personally thereto, are involved in doubt. Apparently the company during the few months of its existence lost \$7,982.09 on the face of the books alone. While Mr. Bent had no interest in this company, apparently it was largely financed with the proceeds of paper of F. B. Newell & Co. and when the enterprise was found to be a failure apparently F. B. Newell & Co. paid its excess of liabilities over assets. Examinations of the Mason City books indicates that \$18,572.79 is credited F. B. Newell on account of his stock subscription should have been credited F. B. Newell & Co. instead. Where the balance of Mr. Newell's paid stock came from has not been ascertained.

"Payments to Mrs. R. S. Hulbert during the four years for interest on her loan to the company and for salary are erroneously charged to her and should be charged to 'labor and interest' accounts, respectively, reducing by so much the 'loss and gain' accounts as transferred to the credit of F. B. Newell.

"The books abound with entries showing that Mr. Newell habitually used the proceeds of the paper of F. B. Newell & Co. for outside interests. So far as known such proceeds were duly charged his account, but apparently the company habitually bore the broker's commissions and discount thereon.

"No interest is charged Mr. Newell on any overdrawing of his account, not even on that portion thereof shown by the books.

"Mr. Newell drew full salary during the periods when quite continually and admittedly neglecting, and losing interest in the business, including various instances of protracted absences for pleasure, or on other personal endeavors, and when badly needed by the company.

"The foregoing is what informal examination of the books has revealed and it will be observed that it at least accounts for more than the combined liabilities of the two companies. It does not, however, purport to be at all complete. It may be well to add, that apart from the outside investments, etc., the bookkeeper states that Mr. Newell's current personal and family expenses were about \$1,000 per month or some \$12,000 per year."

Statement Made by E. T. Bent Concerning Companies.

At a meeting of the creditors of the Newell Coal & Coke Co., F. B. Newell & Co., F. B. Newell and E. T. Bent jointly, and E. T. Bent, held in Chicago on June twenty-ninth, E. T. Bent went into the details of the methods of Mr. Newell more explicitly and in such a way as to show the connection between some of the items in the above report and Mr. Newell. His report is a long one and was very carefully prepared. Owing to its length some parts of it will be omitted which are largely irrelevant as to indicating the methods of Mr. Newell, who was the head of this business. The report, therefore, only in part follows:

"This meeting has been called for the sake of conferring in regard to the financial situation of the two corporations above referred to (The Newell Coal & Coke Co., and F. B. Newell & Co.) and of Mr. Newell and myself with relation thereto. Inasmuch as the purpose of the meeting more particularly relates to my connection therewith, a brief review of the events of the past six years, in so far as I was related to them, seems desirable." (Mr. Bent then gives a detailed history of how he became identified with F. B. Newell & Co. through the withdrawal of J. W. Ellsworth from that company.) Owing to his other business interests in connection with the Oglesby Coal Co. Mr. Bent also explains that for a large part of the time he was connected with these two corporations it was impossible for him to take an active part in the business, attend to the details and keep track of the manner in which the business was being conducted. Continuing, Mr. Bent said:

"Hoeking coal had always been an important factor of the business, and it appearing the year following that a combination of Hoeking interests was likely to exclude the jobbers, Mr. Newell and I united with others in organizing the William Job Coal Co., jointly borrowing \$10,000 on our personal note and subscribing for certain stock thereof, therewith. This stock

was subscribed for in Mr. Newell's name, but my contract with him, dated October eighteenth, 1899, and our joint contract with the William Job Coal Co., bearing the same date, specifically stated that it was an equal interest and obligation. This investment was a profitable one and the resulting commercial contract was a source of considerable revenue to F. B. Newell & Co.

Knew Nothing of Mason City Coal Co.

"In 1901, Mr. Newell and two men in our employ organized the Mason City Coal Co. with a capital of \$30,000, and with headquarters at Mason City, Iowa. Its territory was carved out of ours west of the Mississippi river. When plans, of which I knew nothing, were completed I was invited to take \$1,000 of the stock (a one-thirtieth interest), but declined. The details of this deal are obscure and some of them in dispute. I am not certain as to what stock was originally subscribed for it by others than Mr. Newell, but the Mason City books would indicate him to be the sole owner. Mr. Newell's payments on the stock subscription were made largely with funds obtained from F. B. Newell & Co. from proceeds of its paper; whether wholly so or not I am unable to say.

"The Mason City enterprise was a failure, the parties thereto fell out and a lawsuit was threatened. The books were finally obtained by Mr. Newell and the business wound up with an apparent loss on the face of the books of \$7,982.99. Apparently, funds from F. B. Newell & Co. enabled it to liquidate.

"The same year (1901) Mr. Newell made a trip to England, ostensibly to promote the organization of a bank. On F. B. Newell & Co.'s books \$680.50 is charged to 'traveling expenses' in connection with this trip.

"During the period from 1898 to the summer of 1902 the company had been contending with serious anthracite restrictions, apparently handling a quantity of coal without profit much of the time; had been heavy borrowers; many unwise special moves had been made; the expenses had been heavy, and there was a total lack of system both in the office and in general. Yet the company had a large and reliable general business which considered by itself was apparently quite continuously profitable. Frequently during this period Mr. Newell was absent (often inopportunistically) and at other times was giving his thought to promotion and other schemes rather than to the company's legitimate business.

"In the spring of 1902 the Ohio property was sold at a price, bringing somewhat in excess of \$60,000, for Mr. Newell's and my interests. By this time I had come to realize, though only in part, that the business was being conducted indiscreetly and that the company was too largely a borrower, and I induced Mr. Newell to agree with me that the proceeds of the Ohio investment should be deposited in some Chicago bank to our joint credit and that therewith we should pay personal incorporate paper and put the residue in the business. Instead, and unknown to me, Mr. Newell arranged to have the funds deposited to his sole personal credit, left the power of attorney behind him, and went on a trip to Europe and Egypt, after making himself what he termed a 'Christmas present' from the company of \$500.00, which item was charged to 'expense.' I understand that he that season purchased some oil stock, built a summer residence at Lake Geneva, Wis.; joined a friend in organizing Ratcliff, Newell & Co., a corporation to handle commercial paper, and helped to organize the Addison state bank and subscribed for \$5,000 of the stock. I also found that Mr. Newell had in certain quarters declared that the Ohio investment was his alone and not partly mine. On his return from the trip to Europe we had a number of more or less unsatisfactory interviews, but they resulted in his recognizing my interest in the Ohio investment, though I secured no accounting. The books of the company show that apparently \$23,000 of the Ohio money was first turned in and credited to Mr. Newell personally, and that subsequently some \$16,000 more was paid in and originally credited to Mr. Newell, but that afterward they were scratched and one-half thereof credited to each him and me.

No Accounting of the William Job Coal Co. Investment.

"In each of the few cases when I wrote him, pursuant to the agreement, for a check from the Ohio funds with which to retire personal paper, if the check was forthcoming it would be charged to me on the books of the company. At the time he recognized my equal interest with him we agreed to stand together pending an accounting and on account of what I felt was due the public I then consented to proceed as though I had acted favorably on my original contract with him. At this time he asked me to take on account one-half of the Addison bank stock and one-half of the stock of Ratcliff, Newell & Co. and apparently being unable to get money instead I consented to do so. At this time (not knowing of the Lake Geneva oil stock, and presumably certain other investments) I believed that the Ohio fund would leave ample capital and in that belief induced Mr. Newell to join me in a coal investment of \$4,500 in Alaska. Had the real situation been known to me this investment would not have been made.

"In the fall of 1902, I for the first time succeeded in getting any material information as to the financial condition of the company and the tangled condition of the books; and with the tightening money market was alarmed to find that the company could not continue in business and keep on retiring paper as it was having to do. The condition of the books was such that a proper showing to investors could not be made and Mr. Newell's efforts to get any additional capital were unsuccessful. Mr. Newell and I therefore concluded to endeavor to organize a fresh company, thus saving it for the benefit of the creditors and ourselves, and in that was to get in additional capital—Mr. Newell and I undertaking to wind up the affairs of the old company and thereafter to have a personal accounting between us. About this time an advantageous mining investment of a little over \$8,000 was made at Pana, Ill., the resulting commercial contract contributing materially to the revenue of the old company. The net profits of the old company for October, 1902, were some \$6,300 and for December some \$14,000; so that with certain eastern anthracite and bituminous contracts, which were considered valuable, and with the Pana connection, it was believed that the new company would start business very auspiciously. It was my belief that conservatively and properly conducted the business would be very profitable and nothing has occurred to change such opinion.

"The Newell Coal & Coke Co. began business January first, 1903, four outside gentlemen each contributing \$5,000 with proposed careful division and sharing of responsibility and authority, to eliminate past abuses.

"Based upon the alleged large binding contract with William Nichols & Co., of Philadelphia, we negotiated a contract with the Youghiogheny & Ohio Coal Co. at Cleveland, under which we were to furnish them anthracite coal from Nichols and others, and under which they were to furnish \$25,000 to Mr. Newell and me personally, with which \$25,000 we were to pay for Newell Coal & Coke Co. stock, they to have the option of purchasing some of said stock if the arrangement proved to be mutually satisfactory.

"The new company was soon in serious trouble. Nichols & Co. shipped quantities of coal at abnormal famine prices, which was seriously delayed en route, and of which much was finally sold at normal prices, with car service charges sacrificed. Another eastern concern defaulted on its soft coal contract with us and afterward declared that the contract had been abrogated by consent of Mr. Newell. With the opening of the new season Nichols & Co., on account of the demand in New England, failed to ship anthracite coal, compelling us to default with the Cleveland company, and finally denied that there was any contract at all. Mr. Newell made large purchases from Nichols & Co. in the late winter, against the judgment of his associates, because he professed to be afraid of losing the Nichols connection. Meanwhile the financial pressure was increasing and checks to pay anthracite accounts in certain instances were presented at our bank before deposits covering the same had been made (an act Mr. Newell had promised myself and two other associates never to repeat) which act sacrificed the confidence of our bank and caused us to lose a line of credit of \$15,000 more.

Cleveland People Became Much Incensed.

At this time the Cleveland people became much incensed and doubtless believing at the time we had acted in bad faith demanded the immediate return of the \$25,000. Ten thousand dollars thereof was raised on certain securities and the balance of the loan was continued until January first, 1904. It was then apparent that the company could not long continue without additional capital. Mr. Newell chafed exceedingly at the restrictions which the company tried to place upon him, and I and certain others were utterly unwilling to be identified longer with the company as then managed. In the stress of this situation I, on June eleventh, 1903, gave a sweeping short time option to Mr. Newell, under which I was to go out empty-handed, including the surrender of the Pana stock and the Ohio interest and the waiving of an accounting, I, in addition to assume certain stipulated indebtedness and be released from all else. Shortly after this Mr. Newell asked for further concessions, which I declined, and the option lapsed. Under these conditions a meeting of the company was called, and by unanimous vote it was decided to discontinue business for the time being and to have Mr. J. B. Mester, the company's secretary and treasurer, make collections and pay accounts—consent being given to Mr. Newell to personally continue the business temporarily, but he being required to reconvert it to the company which should resume. At this meeting it was revealed that the Newell Coal & Coke Co. had paid to and for F. B. Newell & Co. an amount exceeding what it was to pay for its business and good will and for coal on hand and en route. The assets of F. B. Newell & Co. appeared, however, to be considerable, and Mr. Newell and I authorized Mr. Mester to make collections thereof, and, to the extent available, to pay the same to the Newell Coal & Coke Co. on account and Mr. Newell and I were to pay the balance as fast as we could realize on securities, etc. At this time Mr. Newell and I agreed to terminate our joint business relations as fast as practicable, but to stand together for the joint defense of our assets and creditors meanwhile, and in meeting obligations to pay share and share alike pending an accounting between us. Matters progressed under this arrangement until Mr. Newell left the city late in December. From the sale of the Pana stock about \$6,000 went to Newell Coal & Coke Co. to be credited F. B. Newell & Co. on account, and \$5,000 went to the Cleveland people.

"Briefly stated, the ability of the Newell Coal & Coke Co. to pay its creditors depends now, as heretofore, upon F. B. Newell & Co.'s or Mr. Newell's and my personal ability to pay its creditors, including the Newell Coal & Coke Co. account. How much can be realized from the assets of F. B. Newell & Co. is problematical; apparently considerable; but at best, entirely inadequate. My resources, apart from Alaska investment (of undetermined value) are practically exhausted. Mr. Newell left the city in late December, just before the \$15,000 Cleveland loan matured, without my knowledge, and has never communicated with me since. His representative, Mr. F. A. Holmes, joined me for a time in handling certain obligations, but when he ceased doing so a condition was reached which left me no honorable alternative, but to call you gentlemen together.

"After the Newell Coal & Coke Co. discontinued business Mr. Newell continued the business in his own name for a few months and then organized the Ohio & Pennsylvania Fuel Co. When he left the city he left the business of this last company in the hands of Mr. F. A. Holmes. It is now in the hands of a receiver in bankruptcy. Mr. Holmes had just previously met Mr. Newell in the east and failed to get him to return to the city, and reported to me that Mr. Newell had not come to his aid, and had refused to let him make an agreement with me providing for an accounting, and when Mr. Holmes' company went into bankruptcy I issued my circular letter to creditors, and after getting numerous favorable responses issued the call to which you gentlemen responded.

Would Not Defend Company's Interests.

"One of the discouraging features has been Mr. Newell's unwillingness to defend the company's rights. This was conspicuously true in the case of Nichols & Co. and the Pittsburg & Ohio Mining Co. In certain cases he assisted in defeating the company's efforts to establish and assert its rights. Fifteen hundred dollars of the \$2,500 paid in cash by Mr. C. B. Nichols on his stock subscription was returned to him by Mr. Newell and the amount charged by Mr. Newell's instructions to William Nichols & Co. The true nature of the transaction has since transpired.

Western General and Personal Notes.

Mr. and Mrs. P. J. Delancy have returned from their bridal trip to the east and are now at home to their friends in Chicago.

S. M. Dalzell, general manager of the Spring Valley Coal Co., Bedford building, Chicago, was in St. Paul this week on a business trip.

E. L. Booth, vice-president of the North Western Fuel Co., Fisher building, Chicago, went to St. Paul the middle of the week on a business trip.

J. A. Richardson, traffic manager for the Jones & Adams Co., Ellsworth building, Chicago, has returned from a two weeks' vacation in Illinois and Wisconsin.

F. N. Pease, southwestern sales agent of Williams & Peters, Bedford building, Chicago, returned the early part of the week from a business trip to New York city and the east.

Judge Kohlsaat this week in the federal court at Chicago appointed George W. Stanford receiver for the Newell Coal & Coke Co. on a petition of the creditors, whose claims aggregate \$1,811.

L. Ferris, northwestern sales agent for Cox Bros. & Co., Inc., Andrus building, Minneapolis, was in Chicago accompanied by Mrs. Ferris for several days this week on a business and pleasure trip.

The Lake Shore docks at Ashtabula, Ohio, are reported as handling 600 cars of coal daily. Double crews have been put at work. Last year 2,000,000 tons of bituminous coal were handled at that point.

Richard L. Aylward has incorporated his coal business at Detroit, Mich., with an authorized capital of \$12,000. The stockholders are Richard L. Aylward, William Quinlivan, Horace H. Rackham and George Wiley.

The Johnson Coal Mining Co. of Ohio, which has been seeking to secure side-tracks from the Hocking Valley railroad to its new mines in the Hocking field, has won its contention and the sidings will be built giving it an outlet for its coal.

Hunter W. Finch, president of Hunter W. Finch & Co., Fisher building, Chicago, is in the east this week on a business trip in connection with the Virginia Smokeless Coal Co., Richmond, Va., of which he is vice-president and general manager.

The Harrisburg-Big Muddy Coal Co. has been incorporated in Chicago with an authorized capital of \$125,000 and has offices on the eleventh floor of the Old Colony building. The incorporators are Henry Hanson, Vilas K. Assens and Robert J. Frank.

It is reported from Green Bay, Wis., that the North Western Fuel Co. has leased the docks of F. Hurlbut at the north end of Washington street in Green Bay and will distribute coal from that point. M. J. McCormick has been appointed Green Bay manager for the North Western Fuel Co.

S. G. Thomas, secretary and treasurer of the Gallia Mining Co., Clarion, Ohio, left for Mt. Clemens, Mich., on the fifteenth of July for a three weeks' stay at this health resort, during which he will seek recuperation and rest, which two years of close application to business have earned for him.

Coxe Bros. & Co., Inc., have been awarded the contract at Milwaukee for furnishing 135 tons of anthracite to the county jail and morgue at \$7.10 per ton. Bids for other county institutions were thrown out, owing to the advertisement under which they were submitted being improperly worded.

C. P. White, manager of the Youghiogeny & Lehigh Coal Co. at Eau Claire, Wis., upon his return from a recent trip to Chicago was interviewed in the local papers at that point and said there would be sufficient coal in the northwest for all requirements as a result of the resumption of lake navigation.

Arthur A. Brownlee, who was recently elected president of the Columbus & Hocking Coal & Iron Co. at Columbus, Ohio, has resigned and N. L. C. Kackelmacher has been elected his successor. The reason given for Mr. Brownlee's resignation is that he was obliged to go to Europe, having sailed from this country on June thirtieth.

W. E. Hunt, superintendent of the Ottumwa Box Car Loader Co. at Ottumwa, Iowa, was in Chicago this week purchasing additional machinery for the company's factory at that point and attending to other business matters. The growing demand for Ottumwa box car loaders has necessitated additional capacity for their manufacture at the Ottumwa factory.

The movement of coal from the producing fields to lake ports over the Baltimore & Ohio railroad is now in full swing and it is estimated that about 135,000 tons a week are being delivered at the lake ports on this road, including Cleveland, Fairport, Lorain and Sandusky. In Cleveland territory this road is one of the most important, having terminals at the great lakes, and a large part of this tonnage is going to that port.

L. H. Jewett, of the Jewett, Bigelow & Brooks Co., Chicago, with H. H. Taylor of the New Kentucky Coal Co., Len Rutter of the Rutter Coal Co. and W. C. Hill of the Consolidated Coal Co., will leave tomorrow morning for a ten days' trip of inspection of the splint and smokeless mines of Jewett, Bigelow & Brooks in West Virginia. Mr. Jewett will be the host of the occasion and it is assured that the trip will be a pleasant one in every respect.

The numerous friends of Sidney P. Hostler, president of the Hostler Coal & Coke Co., Ellsworth building, Chicago, will be pained to learn of the serious illness of Mrs. Hostler as a result of a very difficult operation a week ago yesterday. Mrs. Hostler has been ill for some time past and the physicians pronounced it necessary to perform an operation for appendicitis.

She was taken to St. Joseph's hospital last Friday evening and the operation was performed two hours later by Doctors Henrotin and Nicholson. It was found that there were other complications and for several days her condition was very critical. Thursday of this week, however, a slight improvement had occurred and hopes were entertained for her ultimate recovery.

Reports of congestion of vessels at Duluth are again current this week and it is said that the receipts of anthracite and bituminous coal at that point are again very heavy. During one day last week there were eleven arrivals of boats with an aggregate tonnage of about 70,000 tons of coal. Some of the docks are reported as being well filled at the present time and in the tonnage which is going up the lakes it is reported that all records are being broken.

W. L. Rambo, traffic manager for the De Camp Coal & Coke Co., Old Colony building, Chicago, accompanied by Mrs. Rambo, left Thursday evening of this week for a two weeks' vacation trip in the Rocky mountains, where they will seek rest and recreation. Mrs. Rambo was in poor health throughout the spring and the trip is taken in the hope that the mountain air will prove beneficial to her. Stops will be made at Kansas City and Denver en route and the trip will culminate at Colorado Springs and Manitou.

N. C. Chapman, president, and J. D. Fletcher, general manager of the Tennessee Central Coal Co. and the Crawford Coal & Iron Co., with headquarters at Nashville, Tenn., were in Chicago this week on a business trip in connection with the introduction of their Tennessee coal into Chicago territory, through their office located in the Railway Exchange building. They believe that the northern states offer a good field for the sale of high grade Tennessee coal and are preparing to push their product on a large scale.

The Lakeside, which recently attempted to enter Racine harbor at Racine, Wis., with a cargo of 6,700 tons of coal was obliged to turn back and discharge her cargo at Milwaukee, owing to a sand bar which has formed at the mouth of the harbor. The Lakeside draws nineteen feet and six inches of water, while soundings showed that there was a depth of only seventeen feet over the sand bar. Government dredgers will be obliged to remove the obstruction before the largest lake steamers can make that port in the future.

The state board of control of Minnesota has awarded the contract for supplying 50,000 tons of coal to the various state institutions the coming year to the North Western Fuel Co., of St. Paul. There were about fifteen bidders on this business, and it is said that on a large part of it prices for bituminous coal are from seventy-five to eighty cents lower than they were a year ago. The total amount involved in the transaction is said to be \$200,000 to \$250,000. All state institutions are included in the contract except the soldiers' home at Minneapolis.

D. B. Smith Jr., formerly agent at Duluth for the Ohio Coal Co., has been elected president of the Youghiogeny & Lehigh Coal Co., with headquarters at St. Paul, to succeed George M. Space, who recently resigned to become the northwestern representative of the Pittsburg Coal Co., with headquarters in the same city. Mr. Smith was at Duluth for the Ohio Coal Co. up to several months ago, but since removing to St. Paul has been promoted twice. He was first elected vice-president of the Youghiogeny & Lehigh Coal Co. and his election to the presidency occurred only a short time since.

L. M. Hammond, president of the L. M. Hammond Coal Co., Plymouth building, Chicago, returned Monday from nearly a month spent in the mountains of Vermont and New Hampshire, considerably benefited from the rest and recreation which he secured while absent from the city, but somewhat tired as a result of the railroad trip home. While Mr. Hammond has not yet completely recovered his health from the long sickness last winter, he is slowly improving. He made the ascent of Mt. Washington while in the east and at the top encountered weather accompanied by a snow storm similar to that frequently experienced in Chicago in the middle of the winter. As Mr. Hammond was dressed for the occasion, he suffered no bad effects, however.

W. S. Harman, of Chicago, has organized the Indianapolis branch of his coal selling business under the name of the William S. Harman Coal Co., to carry on a general coal distributing business in Indiana and lower Michigan. This move was made to define the interests of Frederick E. Dauner in this business, who, up to the present time, has been resident manager at Indianapolis. Mr. Harman established this office over a year ago to aid in marketing his own coal from the Indiana Hocking mines throughout the gas belt. Under Mr. Dauner's capable management the business has grown to such proportions that the new company can claim a well established trade. The Indianapolis office has always been run entirely separate from Mr. Harman's business in Chicago and the northwest, therefore this new move does not at all affect Mr. Harman's Chicago business.

W. S. Noble, manager for Hite & Rafetto, Fisher building, Chicago, and Mrs. Noble have had the universal sympathy of the Chicago coal trade this week, and their numerous other friends, as a result of the death of their four-year-old daughter Marguerite on last Friday. The little girl was taken ill on Monday night and an operation was performed Wednesday, from which she never recovered. She was the third child of a family of four to die from the same malady and her death was a great shock to both father and mother, and was especially hard to bear owing to the demise of the other two children. Many friends of Mr. and Mrs. Noble sent floral contributions to their home on Diversey boulevard. The body was taken east for interment at Camden, N. J., where the funeral occurred the early part of the week. Sincere sympathy has been extended to both Mr. and Mrs. Noble in their hour of great bereavement by their large circle of friends, both in the east and the west.

Coal Man Nominated for Vice-President.

Early last Sunday morning at the national democratic convention at St. Louis, Henry Gassway Davis, of West Virginia, was made the nominee for vice-president of the democratic party. His nomination was by acclamation. Mr. Davis is one of the most prominent figures in the business world of the United States and has a long record of public service as United States Senator and in other capacities to his credit. In addition he is the oldest citizen ever nominated for this high office, but is fully capable of filling the position, if elected, as he is in the best of health and extremely vigorous for his age.

Mr. Davis was born in Woodstock, Maryland, November sixteenth, 1863. His father was Caleb Davis, a successful Baltimore merchant, who died a few years after the son's birth and his mother was Miss Louise Brown, whose sister was the mother of Senator Gorman, of Maryland.

Like many other prominent Americans, Mr. Davis spent his early days on a farm. He received his education in a village school, and at the age of

West Virginia for a portion of the debt of the Old Dominion. Despite the advice of friends who considered momentary popularity rather than justice, he took a bold stand in favor of his state's meeting her just proportion of the debt of the mother state, when that equitable proportion could be ascertained. By reason of his determination, he made a profound impression upon all his associates.

Until recently Mr. Davis was president of the West Virginia, Central & Pittsburg Railroad, which he projected, and also of the Piedmont & Cumberland Railroad. He was one of the delegates to the Pan-American Congress, and was a member of the United States Intercontinental Railway Commission. Today he is known as one of West Virginia's "Big Four" and had the boom of Senator Gorman materialized he was to have managed it.

In 1853 he married Miss Kate A. Bantz, a daughter of Judge Gideon Bantz, of Frederick, Md. He has one son, John T. Davis, who lives in Elkins, W. Va., and three daughters—Mrs. Stephen B. Elkins, Mrs. R. M. C. Brown, and Mrs. Arthur Lee. His wife died two years ago. He has a beautiful villa at Deer Park, Md., where he passes the summer months.

Long Identified with Coal Industry of West Virginia.

Mr. Davis has long been identified with the coal industry of West Virginia. He organized the Davis Coal & Coke Co. which later was sold to the Gould interests and which is one of the large corporations engaged in the coal trade. At present he is president of the Davis Colliery Co., which owns extensive coal lands in West Virginia and has a number of mines. Of this company his son, John T. Davis, is general manager and the conduct is largely left to him. Mr. Davis Sr. is also the president of the Coal & Coke Railroad and its affiliated lines, which is one of the main arteries into the coal fields of central West Virginia. It extends from Elkins to Charleston, and will afford an outlet for the extensive coal properties controlled by Mr. Davis to the great lakes, the all-rail routes to the west and to tide-water. The development of this road and the extensive coal holdings of Senator Davis along this railroad is the most gigantic business undertaking in any of the bituminous coal fields today. Senator Stephen B. Elkins of West Virginia, who is the republican United States senator from that state, is a son-in-law of Senator Davis and has been associated with him in some of his extensive coal and railroad investments in the Panhandle state. In all probability Senator Davis is the wealthiest man in West Virginia, and one of



HENRY GASSAWAY DAVIS,
DEMOCRATIC NOMINEE FOR VICE-PRESIDENT.

twenty entered the employ of the Baltimore & Ohio Railroad as a brakeman. He was promoted to become a conductor and afterward became station agent at Piedmont, his present home. Having served with the railroad company for fourteen years, he turned his attention to commercial pursuits and established the firm of Davis & Brothers at Piedmont.

Socially he always was diffident, even backward at times, but when called upon he never failed to declare his convictions. In his railroad life, however, his practical skill, courage, and energy overcame all difficulties.

Piedmont was the center of the Cumberland bituminous coal region. The present great coal fields of that part of the country were then undeveloped, and Davis perceived that that section was one of immense industrial promise. The firm of Davis & Brothers engaged in the shipping of coal and lumber for the producers, and their business grew rapidly.

Was a Banker in the Sixties.

In 1860 Henry G. Davis organized the Piedmont Savings Bank and became its president. This bank was supplanted by the National Bank of Piedmont, of which Mr. Davis is also the guiding spirit. He and his brothers, whose possessions were originally insignificant, have since been able to count their capital by millions, while their landed estate at one time approximated 100,000 acres.

Before the war Mr. Davis was a whig, while after its close he allied himself with the conservative wing of the democratic party.

He made his entry into politics in 1865, when he was elected to the West Virginia house of delegates. He was a delegate from West Virginia to the democratic national conventions of 1868 and 1872, while in 1868 he was elected to the legislature of his state as a union democrat, being re-elected two years later. In 1870 he was made United States senator to succeed W. T. Wiley, republican, he being the first democratic member of that body from the then young state of West Virginia. At the expiration of his term he was re-elected. After serving twelve years in the senate and seventeen years in the legislature, he declined further political honors, preferring to devote his entire time to his private affairs.

Early in his public career he assumed an unequivocal position on financial questions, from which he has never departed. Almost at the beginning of his legislative service he was confronted with the issue of the responsibility of



JOHN T. DAVIS,
GENERAL MANAGER OF THE DAVIS COLLIERY CO.

the wealthiest in the United States. His immense fortune, which makes of him a multi-millionaire many times over has been earned by wise investment and by taking advantage of opportunities which presented themselves in the development of the mineral wealth of West Virginia. Senator Davis is careful and conservative in all matters of business and his long public record in the various capacities mentioned above is an indication that he has served his constituents conscientiously and in such a manner as to win their approval.



It is said the Consolidated Coal Co., of Iowa, is negotiating with the Whitebreast Fuel Co. for a royalty contract under which it will mine coal in Douglas township not far from Des Moines. It is asserted the Consolidated Coal Co. is largely owned by the Chicago & Northwestern railway and the purpose of the contract is to increase the fuel supply of that road in Iowa.

THE BLACK DIAMOND

PUBLISHED WEEKLY IN THE INTEREST OF THE COAL INDUSTRY
BY THE BLACK DIAMOND COMPANY (INCORPORATED)

OFFICIAL PAPER OF THE ILLINOIS COAL OPERATORS' ASSOCIATION—President, O. L. Garrison, St. Louis; Vice-President, Jos. A. Agee, Chicago; Secretary-Treasurer, E. T. Bent, Oglesby; and Recording Secretary and Secretary of Commission, C. L. Scroggs, Chicago; Herman Justi, Commissioner, Chicago; THE INDIANA COAL OPERATORS' ASSOCIATION—J. C. Kolsem, President, Terre Haute; Secretary, Philip Penna, Terre Haute; THE IOWA COAL OPERATORS' ASSOCIATION—President, C. H. Morris, Des Moines; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa; Treasurer, T. W. Carpenter, Des Moines; Commissioner, John P. Reese, Albia.

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ENTERED AT THE CHICAGO POSTOFFICE AS SECOND CLASS MATTER.

PASTE this in your hat where you will remember it: "Coal Men's Day at the world's fair is July twentieth." Are you going to be there?

STATISTICIANS are beginning to figure up the cost of the recent lake strike. This may be of interest to statisticians, but in its bearing on the general industrial situation it is far less important than the adoption of methods by which such strikes can be prevented.

COAL mining by machinery is making great headway in the United States. In 1902 there were 483 machines in use in England, and 5,418 in America. In England the same year 1.83 per cent of the coal was cut by machines, and in America 23.5 per cent. From 1896 to 1902 the output per year per person employed had decreased in England from 291 tons to 282 tons, while in America it had increased from 504 tons to 628 tons. The states of Pennsylvania, Illinois, West Virginia and Ohio, which cut large percentages of their coal by machines, have a lower death-rate per million tons of coal raised than those states which cut a smaller percentage by machines.

Organized Car Service and Coal Shippers.

The *Railway World* of Philadelphia, usually one of the fairest of railroad class journals, in a recent issue discussed editorially the above subject. The editorial we republish this week, and it is as follows:

In their efforts to restore the privileges existing before the enforcement of demurrage regulations upon shippers by the car service associations, the coal shippers of Chicago have urged that the United States district attorney should institute proceedings against the Chicago Car Service Association on the ground that it is a combination in restraint of trade. This view of the matter evidently appeals to the district attorney, for he suggests to the members of the Car Service Association that, in order to avoid possible trouble, they should modify their organization to provide for the collection of demurrage by each railroad from its own shippers, instead of intrusting this task to the association. The implication of this suggestion is that the Car Service Association should be dissolved.

These car service associations were organized to remedy the evils of the system which District Attorney Bethea proposes to re-establish. The individual railroad can not be depended upon to enforce demurrage penalties upon its shippers. In every case a multitude of extenuating circumstances can be presented to justify the detention of a car beyond the prescribed minimum. Too many cars, for illustration, are delivered at one time, the increase in car capacity demands special concessions, a teamsters' strike interferes with the hauling of freight, and, most common of all excuses, the weather may furnish an adequate explanation of any delay. These excuses and apologies appeal with peculiar force to the local officials who receive them for transmission to headquarters. The higher officials, moreover, especially when traffic is light, are disposed to be lenient and to favor, in these small matters, their more important shippers. In short, the district attorney proposes that the enforcement of demurrage regulations should be left to the men who are most likely to condone their violation.

The Car Service Association, on the other hand, has no direct relation to the shipper. Its sole function is to enforce the prescribed rules and regulations affecting all shippers alike, whether they be the influential concern shipping on a large scale or the small individual shipper. While provision is made for exceptions in special cases, the shipper who feels himself ag-

grieved by the charge must first pay his demurrage and afterward put in his claim, supported by documentary evidence, for a return of a part or all of what he has paid. As a result, the full value of the demurrage regulation is realized in a more rapid movement of cars and in an increase in the industrial service of the railway.

In view of the remarkable success of these associations in remedying the abuses resulting from the unreasonable detention of cars by shippers, the argument that they are combinations in restraint of trade is a weak one. These organizations have nothing to do with competition, save in so far as they tend to prevent one form of discrimination between shippers. They have no reference to the rates charged for the transportation of freight. No one of the clauses of the Sherman act can be so interpreted as to make them unlawful. So far from restraining commerce, the efforts of the associations directly contribute to the larger movement of freight. In other words, instead of restricting trade the car service association furthers and extends trade.

The attack by the coal shippers of Chicago upon the legality of the present method of enforcing demurrage penalties upon shippers who wish to use railway cars as warehouses should not be successful. There is no denying that an outcome favorable to their contentions would result in advantage to this particular class of shippers. But compared to the service to shippers generally which would be delayed and seriously interfered with by a ruling unfavorable to the association, the self-interest of a small number of coal dealers is insignificant. The interest of shippers generally and that of the public unites with the interest of the railway in demanding that the wise and reasonable regulations of the car service associations should be maintained, and that the scope of their activity should not be diminished.

We feel that the *Railway World* has not adopted the same clear-cut and forceful logic in dealing with this subject which one is accustomed to find in its columns. A few of the points which it makes will, upon reflection, be found to be inadequate in their explanations—at least to the coal men who have instituted the proceedings for reforms in the collection of car service charges. It does not take the ground, fortunately, that the coal men are opposed to car service, but states the truth on that point—that the coal shippers desire to return to the old plan of having the individual railroads collect the charges for such car service as accrues on its line. In the second paragraph there are several points which should be refuted in the interest of the coal trade, which this journal does not make quite clear. The statement that "the individual railroad can not be depended upon to enforce demurrage penalties upon its shippers" is certainly open to question. The railroad can be depended upon to enforce the collection of freight charges from its shippers. We do not think the *Railway World* will disagree with us on that point. Is there any great difference between freight and car service charges in the enforcement of collection? We do not believe there is any railroad man who will say that if one can be collected, the other can not if it is fair.

But listen further: "In every case a multitude of extenuating circumstances can be presented to justify the detention of a car beyond the prescribed minimum. Too many cars, for illustration, are delivered at one time, the increase in car capacity demands special concessions, a teamsters' strike interferes with the hauling of freight, and, most common of all excuses, the weather may furnish an adequate explanation of any delay." This sentence contains the nub of the whole discussion over car service. The *Railway World* admits there are extenuating circumstances which justify the shipper in asking for a delay in unloading loaded cars. If there are extenuating circumstances, and all those enumerated except a teamsters' strike are ones for which the railway is as responsible as the shipper, is it right to impose unfair and unjust burdens on shippers because they occur? The railroads are not held responsible if the weather is such they can not transport the freight within the minimum of time, and why should the shipper be held responsible if he can not unload it because of weather? The railroads have increased the carrying capacity of cars, but not the time for unloading them. Under their rules, if they build cars with a capacity as large as that of an ocean steamer they must be unloaded within forty-eight hours. Is this fair to the shippers? Should not the railroad in requiring the unloading of its cars be bound by the common rules of equity and fairness? We think it should be, and the only excuse for the car service association is that it does away with these common rules of fairness and justice and, because it has no soul, enforces unfair regulations.

And then the *Railway World* adds: "The higher officials (railway), moreover, especially when traffic is light, are disposed to be lenient and to favor, in these small matters, their more important shippers." We can not see any argument in such a statement as this. If the higher officials find that the detention of cars is not causing them any loss or inconvenience, why should they not favor their customers, the shippers? The contention all along has been that the car service association is for the purpose of keeping the cars in service. If during a part of the year the cars are not needed, what is the necessity of a soulless and autocratic organization for keeping them in use then? If no harm is done by their detention, such an association is like the fifth wheel to a buggy, an unnecessary luxury. But we know what the purport of this sentence is, because it leads up to the sentence which follows, to the effect that discrimination as between the small and the large shipper will follow. The same complaint was formerly made that the small shipper was discriminated against in the matter of freight rates and for a long time he

was the subject of such discrimination. Now he is no longer. Our congress has regulated this matter. But without regard to whether congress will pass laws concerning such possible discrimination as is outlined above or not, the small shipper is usually not the one who sustains loss through the enforcement of car service regulations. Receiving one or two cars of coal a week or a month, he can take care of it within the prescribed time and this argument therefore loses its stability and really has no weight among those who have any knowledge of conditions pertaining to the movement of coal. We believe the small shipper ought to receive the same consideration as the large one if he needs it, and we believe in the majority of cases he will receive it when car service is controlled by individual lines. Further, it is apparent from the statements made by our esteemed contemporary that car service rules under individual rail line regulation will be more "lenient" and that there will be fewer opportunities for the smaller or the larger shipper to throw themselves on the "mercy of the court"; that the individual rail lines putting more heart and clemency into their car service regulations will make them broad and fair enough to meet all legitimate conditions. This in itself is an answer to the allegation of discrimination, which seems to worry our contemporary so seriously.

Toward the latter end of its argument the *Railway World* indulges in statements which contain absolutely no logic. It says: "In view of the remarkable success of these associations in remedying the abuses resulting from the unreasonable detention of cars by shippers, the argument that they are combinations in restraint of trade is a weak one." If we reasoned on the same basis we might add that "in view of the remarkable success of Jim Jones, the burglar, the argument that he is a burglar is a weak one." Success and abiding by the law are not synonymous. Success does not always mean righteousness. It certainly does not in the case of the car service associations, and thus we find a wrong conclusion drawn from an erroneous premise, which is far from being logic in our way of understanding it.

But here is the oddest part of the editorial: "These organizations have nothing to do with competition, save in so far as they tend to prevent one form of discrimination between shippers. They have no reference to the rates charged for the transportation of freight. No one of the clauses of the Sherman law can be so interpreted as to make them unlawful, etc." These can all be answered on a basis which shows the futility and foolishness of such contentions. There is no need to waste much time on them, however, for, fortunately, in all probability, for the people of this country, the *Railway World* is not the court. The judges of the United States will determine whether the car service association is in violation of law. We are of the opinion that their decision will bear more weight than that of any newspaper, whether railway or coal is its particular field of activity. Therefore, when the *Railway World* informs its readers along these lines it is entering a realm where its statements have no weight, and will have no foundation till our courts render their decision on the subject.

The last paragraph of this remarkable editorial is on a par with the one which we have just discussed. It sets forth that the coal shippers are only a small part of the shippers along a railroad and attempts to make it appear that other shippers are in favor of car service associations, both of them erroneous statements. The coal shippers represent fifty-eight per cent of the tonnage shipped over all the rail lines in the United States, more than any other class of shippers. They are the source of the largest part of the tonnage delivered to the rail lines. They can not be ridiculed out of business because all railway officials know they are important to the rail lines. As to other shippers being in favor of car service associations, THE BLACK DIAMOND will buy the editor of the *Railway World* a new hat if he will point out any class of shippers which will endorse car service associations. They can not be found, because they do not exist. They may favor car service charges when controlled by individual rail lines, the same as coal shippers, but they do not favor trust-like car service associations, which have as an only reason for existence that they are heartless, unjust and unfair to the patrons of rail lines inasmuch as there is no appeal from their decisions, and they act wholly without interest in those with whom the rail companies do business.



New Prices on Small Sizes of Anthracite in Chicago.

Anthracite shipping agents in Chicago this week announced a new schedule of prices on the smaller sizes of anthracite, which ought to result in an increased sale of this fuel for steam purposes. This coal is obtained by screening the anthracite at the docks and at storage plants and it is "all coal." Prices have been reduced under what they were at the opening of the season in order to increase sales. Buckwheat will hereafter be sold at \$3.25 f. o. b. cars and at \$4.00 delivered by wagons in the city of Chicago. No. 2 coal, which was formerly known as pea, will be sold at \$4.80 f. o. b. cars at Chicago, a considerable reduction from the old price. These coals will be of advantage at prices mentioned for steam purposes in large office and apartment buildings and it is reported that since the announcement of the reduction grate bars have been changed in some furnaces to enable them to be used. The prices named in Chicago and the west on small sizes bear no relation to those named on similar coals in the east and when freight rates are considered are much lower.

New General Western Freight Agent for B. & O.

Official announcement was received in Chicago on Monday of this week of the appointment of Clifford H. Harkins, to the post of general western freight agent of the Baltimore & Ohio railroad, with headquarters at 135 Adams street, Chicago. Mr. Harkins has succeeded to the position caused by the death of the late Alfred P. Bigelow, who occupied the post for more than fourteen years and was connected with the railroad for more than twenty-five years.

Mr. Harkins was the logical successor to this important place. He has been identified with the Baltimore & Ohio for the past twenty-five years and at the time of his appointment was commercial freight agent with headquarters at Chicago, a position which he had held for five years, and which brought him in contact with all the leading western shippers over this extensive rail line.

When a boy he entered the service of the Baltimore & Ohio as office boy at Milwaukee, which was then the farthest northwest of any of the offices of the company. Promotion came to him soon and he first filled the position of lading clerk and later that of contracting clerk. In 1882, when it



was decided by the Baltimore & Ohio officials to open an office in the northwest, Mr. Harkins was sent to Minneapolis, where he opened the office of the company and established its business on such a substantial basis that when it was determined to fill the position of commercial freight agent at Chicago in 1899 he was selected for the position. The new position to which he has just been appointed is one of great responsibility. It is next in order to that of general freight agent of the road and the new incumbent will have charge of a corps of traveling and other representatives of the company numbering over forty. Mr. Harkins has received many congratulations from his railroad friends upon his recent advancement, in which THE BLACK DIAMOND most heartily joins. He is one of the most experienced freight traffic managers in the west and will meet with great success under his new responsibilities.



Coal Men's Picnic Is Today.

The second annual picnic of the Chicago Coal Exchange will be held today at Potawatomie park, near St. Charles, Ill., and as a consequence practically all of the coal offices will be closed all day. More interest is being taken in the picnic this year than last, judging by the number of tickets which have been sold, and there should be an attendance of between 400 and 500 members of the coal shipping trade of Chicago.

An excellent program has been arranged at the park and much interest is being taken in the athletic events which will occur during the afternoon. The train leaves the Grand Central station this morning at 9:30, at which time all coal men who intend to attend the picnic should be present.



Miners employed at the Sugar Loaf coal mine, near Vincennes, Ind., recently went on strike under orders from the state president of their organization. It is claimed that Henry Wessell, proprietor of the mine, refused to discuss alleged grievances of the men with the state president. The order to strike was generally obeyed.

Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, July 14.

The anthracite coal trade has shown no change worthy of note during the week and the market seems to be slackening up in demand, as is usual at this season of the year. Most of the consuming trade has bought very freely since April first and has, it is believed, enough stock on hand to provide for its business well into the winter. The current demand during the warmer weather must therefore necessarily be light and will in a measure be restricted to odd cargoes for the purpose of filling up depleted piles and to buyers who have small storage facilities. The large output in June, amounting to 5,728,795 tons, was followed by a shutdown of the mines for four working days the first of the month and the indications are that the output for July will be less than for several months past. The principal requirements at this time are for western shipments, to which points the larger proportion of the newly mined product is now going, and it is the intention to curtail the production at the mines to the tonnage needs of that market. While there is no snap to the trade in the east and it is generally characterized as quiet—yet there are apparently enough orders coming in to keep the coal that arrives at the shipping ports moving. As yet the prepared sizes have accumulated but little.

Less Accumulation of Anthracite than Usual.

In one or two instances where a certain size has been long, and to avoid delay in shipping the more desirable coals, they have been placed in stock for future distribution, but this does not amount to much in the aggregate and is thought to be less than is usual at this time of the year. There is still a fair tonnage going to up state points and Canada, where conditions warrant further supplies to cover their season's needs. The shoal water ports, too, are not yet entirely filled up and are now urging to get the coal forward as quickly as available vessels of this class can be secured. Locally, the trade is quiet and only buying for current needs, which are light, and for the coal that is wanted on steam contracts. Prices are well maintained, however, and one does not even hear much of the usual discounts on individual coal as the circular figures advance.

The steam sizes are not in good demand and with soft coal selling down to cost it is not likely there will be much improvement for some time to come. This is causing a considerable accumulation of these coals at the various stocking points and is giving shippers some concern to make provision for them. The future policy of increasing the stocking room for coal has been determined as these sizes, while long in the summer, are in good demand during the colder months and often run short of the market's needs.

Signs of Improvement in Seaboard Bituminous Trade.

The Atlantic seaboard soft coal trade continues to show signs of improvement which are, however, more in the way of inquiry and demand than better prices. Producers are becoming more hopeful that these are the harbingers of better things and that the regular demand for fall and winter supplies has begun. The low prices have no doubt closed many of the smaller operations and with present conditions and prices continuing it is concentrating business into the hands of the larger operators. It is a question whether they will not have as much, if not more, than they can handle a little later on. This being the case, some of the consumers who have not put in their usual supplies of coal may have trouble under the circumstances, which is already demonstrated by the present increased demand. A remarkable thing in the trade is the way ocean freights have held up, especially from the further lower ports, New York falling off about the usual amount at this time. There is no doubt but what the association of vessel owners has had its influence in this, as also the number of season charters made from the Virginia capes at the higher rates, making it unsatisfactory to those shippers to have the rates lowered. We already hear of instances of slow discharging at the eastern unloading ports, it taking, in some instances, a couple of weeks for vessels to reach their berth of discharging after reporting. It is believed that some of the numerous charters under the ten days' loading and discharging clause will be hit heavily for demurrage, which may have its effect when the returns reach the persons who ultimately have to pay them.

Export Demand Small at the Moment.

Export trade is small in volume, yet everybody is seeking it at this time, and with railroads desirous of freights it would seem an advantageous period for producers to put before the proper officials of the roads the question of a special export rate to tide.

Trade in the far east is increasing in volume, but with coal accumulating at the discharging ports it will likely be held back somewhat. Sound business is also increasing slightly and we hear of quite a few people being short of coal, urging prompt shipment and quick dispatch for this territory. New York harbor continues dull and is well supplied with coal, though the stocks at the shipping ports are pretty well cleaned up and conditions slightly improved.

The all-rail trade is sending a few more outside orders in, though generally it remains quiet and the principal business doing is on contracts.

Transportation from mines to tide is good and coal is running through in four to five days. The Sunday and Saturday shutdown is being felt more as the demand increases. Car supply is up to all demands and there is no complaint in regard to it.

In the coastwise vessel market there is a sufficient supply of all kinds of craft to meet the requirements. We quote current rates of freight from Philadelphia as follows: Boston, Salem and Portland, 80c; Lynn, 85c; Portsmouth, 90c; sound ports, 70c; Newburyport, 95¢@ \$1.00; Bath, 85c; Saco, \$1.05 and towage; Gardiner, \$1.00 and towage; Bangor, 90¢@ \$1.00.

BUFFALO, N. Y., July 14.—(*Special Correspondence.*)—No change in either the anthracite or bituminous coal market conditions mark this week from last week. The anthracite sales agents are kept busy with lake shipments, which are holding up well. Bituminous prices are ranging at the same figures as last week, which were extremely low. Coke shows no improvement; the Rochester & Pittsburg Coal Co. is still quoting \$3.50 at the bridge but that price is not being met.

The quietness, which struck the anthracite market recently, still reigns. Line orders continue to hold up very well, although sales agents have been expecting them to drop off at any time. This would indicate that retailers have not yet put in all their stocks. Perhaps the experience of last winter has taught them to put in more coal than usual. Last winter, during the severe weather, the railroads running into Canada were blocked up much of the time and coal was a very precious article. The retailers of that territory have learned that they can not depend on the railroads to bring them coal in the winter time and so they must stock up before that time. The price at the present time makes this a good time to get in their stocks.

For lake shipments sales agents are still much bothered with the small amount of coal that is coming forward from the mines. The collieries were, of course, closed down from the last of June until after the Fourth. This cut down the amount of coal that was sent out very materially. The effects of the shut-down were felt up to the present time. This week should see the shipments back to normal again.

Week's Shipments Showed a Slight Increase.

While the amount of coal coming here from the mines has not been heavy, the number of boats offered for coal tonnage is large. There are considerably more boats than cargoes. Last week's shipments of anthracite from this port amounted to 77,936 tons, as compared with 54,045 tons for the preceding week. This increase is due to the general change from rail to lake shipments and to the lower rates for boats. Last week's shipments were distributed as follows:

	Tons.		Tons.
Chicago	35,100	Escanaba	2,100
Milwaukee	13,700	Marquette	1,586
Duluth	9,600	Hancock	1,050
Sheboygan	3,300	Marquette	1,000
Superior	3,000	Gladstone	1,000
Green Bay	2,650	Port Huron	750
Racine	2,500	Kelly's Island	600

From a prominent vessel broker it was learned that lake carrying rates have been reduced again for the second time since the opening of navigation. The reductions apply only to the large ports. Rates are now thirty cents instead of thirty-five cents to Lake Superior; forty cents instead of forty-five cents to Lake Michigan ports, outside of Chicago; fifty cents to sixty cents to north and south branch, Chicago, remaining the same. This is the second cut since the beginning of the season. It indicates clearly the condition of the lake trade. The surplus of boats over cargoes is responsible. Only a few cargoes were carried at these rates last year, but it is understood that much tonnage has today been chartered at the lower rate.

Duluth Docks Inadequate for Arrivals.

Advices from Duluth to shippers here say that coal has been arriving there in such unprecedented volume that the docks are unable to keep up with the arrivals. All the docks are busy unloading boats, but many boats are being delayed by conditions. This large amount of coal has been sent up in an effort to make up for the shortage resulting from the lake strike at the beginning of navigation.

About the best that the bituminous sales agents can say now is that the market and prices can get no worse, without resulting in the closing down of the mines. Last week some improvement in the way of more inquiries and some demand was reported. This week market conditions remain the same. The market has simply held steady and the prices are holding, because they can not well go lower. The demand for bituminous coal for fuel on the boats is not as large as usual. The lake trade is unusually quiet, the duller in eight years, marine men say. Little grain is being brought here and the ore trade is quiet. This dullness in the way of cargoes, of course, affects the demand for fuel.

Buffalo will this season take a more prominent place as a bituminous coal shipping port on the lakes than it has for two years past. This has been brought about by the decision of the Rochester & Pittsburg Coal Co. to ship more coal up the lakes this season. Preparations are now going on at the company's docks, at Michigan and Ganson streets, to put its large car dump in operation. This car dump has not been in commission for two years, as the shipments of bituminous coal up the lakes have not been very heavy. It will be in commission by the end of this week and shipping of bituminous coal will then be commenced on a large scale. The company officials expect to be able to load a 4,000-ton boat in ten hours. This policy of sending coal up the lakes has been adopted largely because of the poor demand for it in the east. For many weeks the eastern market has been over-supplied with bituminous coal. In the last two years, on account of the anthracite strike of 1902, the bituminous coal market in the east has been very brisk.

Pere Marquette is to Enter Buffalo

A. M. Smith, general superintendent of the Pere Marquette railroad, and F. H. Alfred, chief engineer, were in the city this week making final arrangements for the beginning of the service of their line into this city. The new yards at Fort Erie are nearing completion and arrangements have been

made with the Lackawanna for yard facilities at Black Rock. The work on the new yard at Niagara Falls is being rushed. Unless something unforeseen occurs the service into Buffalo will begin on July eighteenth, as previously announced.

John B. Harris, chief clerk to D. L. Tuttle, sales agent of the Philadelphia & Reading Coal & Iron Co., is away on a ten days' vacation trip. During his chief's absence this spring on his California trip, Mr. Harris was unusually busy and this vacation is a well earned one.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., July 15.—(*Special Correspondence.*)—In anthracite circles at this center conditions are inclined to be quiet, with fair stocks on hand. Now that the weather prevailing is warm, consumers are taking but little coal and a dull period is likely to follow during the next few weeks. Some business is still in the hands of shippers to work upon, though it is mostly for special grades to round up stocks, which are receiving prompt attention. Shipments eastward from tidewater ports are good and while not of as large volume as for some time past are sufficient to keep the vessel service employed and to take the coal that can be spared for it. A considerable proportion of this tonnage is going to the shoal-water ports, which are not yet filled up. The all-rail demand is slow and contracted. Most of the orders are for small amounts and there is little urgency to it. The suspension at the mines over the holidays the first of the month generally had the effect of cleaning up all stocks on the way and at distributing points, giving a freer movement to shipments at this time. Possibly a temporary shortage in a few cases occurred on special business on this account. The small sizes are still the weak feature of the market and in some instances it is difficult to move them fast enough to avoid their interfering with other coals. The question of providing for them in the future has been determined by the producing companies and the Reading's new plant to be erected this year will be entirely for the purpose of storing these coals during the dull periods.

Slight Improvement in the Bituminous Demand.

There is a slight improvement in the soft coal market in the way of demand, prices not yet feeling the stimulus, though it is thought that if it continues for any length of time they will advance from the low figures which prevailed lately. No doubt the somewhat better demand for coal has been brought about by an actual shortage in consumers' bins, and the fact that they are beginning to realize that with prices now at a minimum and the possibility of interruptions to shipments later on this is a good time to buy and get some supplies ahead. The situation has also been benefited by producers' curtailing their production at the mines to current requirements and the railroads preventing any accumulation of coal at the shipping ports. In some instances the loading ports have not had enough coal to promptly provide for urgent orders received. Prices range at \$1@1.15 at the mines though slightly lower figures are heard of where business is desired, and this is being taken chiefly by the smaller operators. Shipments coastwise are more active at this time, all-rail business having not yet picked up to any extent. Transportation is good and cars are up to all the demands of the trade. In the coastwise vessel market vessels are plentiful and rates easy. We quote as follows: To Boston, Salem and Portland, 80c; Sound ports, 70c; Lynn, 95c; Portsmouth, 90c; Bath, 85c; Newburyport, 95c@1; Saco, \$1.05 and towage; Gardiner, \$1 and towage; Bangor, \$1.



Baltimore Coal Conditions.

BALTIMORE, MD., July 14.—(*Special Correspondence.*)—THE BLACK DIAMOND correspondent, acting upon instructions, has made a thorough investigation of the widely circulated story that anthracite coal had been discovered in large quantities near Hagerstown, Washington county, in the Blue Ridge mountains. The story as telegraphed throughout the country was that a vein three feet below the surface had been opened which was eight feet in thickness and believed to extend more than three hundred feet in either direction. It was stated that the coal had been submitted to analytical experts, who pronounced it to be anthracite of the finest quality.

Investigation and the reports of the best analytical chemists in Baltimore show that the "mine" is worthless and the product of no commercial value whatever. It is simply one of the stories that from time to time are sent broadcast by irresponsible correspondents from the Blue Ridge towns. The owners of the alleged mine, the Hagerstown Cooperage Co., must in no wise be blamed for the reports, for the members of that company at no time made the slightest claim that the find was anthracite, and, in fact, tried to discount the dispatches sent out.

Some men digging a well for the company at Big Pool, near Hagerstown, came upon a strata of a hard black substance that to the proprietors looked like anthracite. Purely as a precautionary measure, they sought to hide the discovery until they had learned its value. In some way the story leaked out and as the members of the company declined to make any statement whatever, the correspondents jumped at the conclusion indicated. As President J. V. Jamieson put it: "We did not know what we had struck. We knew that if the stuff was really anthracite it would be a big thing for Maryland and for us. So we decided to keep quiet until we did know, we not being, in any sense, coal experts."

Latest Anthracite Story Proves a Fake.

THE BLACK DIAMOND correspondent secured samples of the shaft at eighteen, thirty-two and thirty-six feet, respectively, and submitted them to Messrs. Penniman & Brown, analytical and consulting chemists. This firm is held in the highest esteem by the largest coal mining companies of West Virginia, Maryland and Pennsylvania. Their report stated that the speci-

mens were in no sense anthracite coal, but a carboniferous shale of no commercial value. This is the analysis they gave of the samples as compared with Pennsylvania high grade anthracite:

	Hagers-town. Per cent.	Penn-sylvania. Per cent.
Moisture	2.05	2.00
Volatile carbonaceous material	5.86	3.80
Fixed carbonaceous material	3.55	90.80
Mineral ash	88.54	5.10

So, again has a great industry perished in its infancy.

Baltimore coal men are greatly pleased that the pioneer coal miner of West Virginia and a Baltimorean by birth is the democratic candidate for vice-president. Senator Davis was a brakeman when he first realized the possibilities of the coal deposits of West Virginia. Piedmont was a struggling village, but when the Baltimore & Ohio was pushed through it commenced to grow and so he left "braking" and set up a small store in Piedmont, with his two brothers for partners. The wild lands of the region, heavily studded with timber, were selling for a song. Every dollar that he and his brothers could make or scrape they put into West Virginia coal land. It was purchased at from fifty cents to one dollar per acre. It is said that most of the land paid a profit of \$25.00 per acre on the timber, to say nothing of the immense fortune the Davis boys piled up in coal. Senator Davis is said to be worth many million dollars.

Ocean Coal Freight Rates are Unchanged.

Ocean coal rates remain at last quotations. Following are the charters reported for the last two weeks:

Schooner Robert Graham Dun, 534 tons, to Boston, private terms.
Swedish steamer Svealand, 1,980 tons, to Tampico, private terms.
Bark Essex, 576 tons, to Charleston, private terms.
Schooner James W. Paul Jr., 1,653 tons, to Boston, private terms.
Steamer —, 2,100 tons gross register, to San Francisco, private terms.
Schooner John B. Biemiller, 858 tons, to Boston, 85c.
Steamer El Paso, 2,562 tons, to Galveston, \$1.45 and discharge.
Bark Dom Pedro, 11,465 tons, to Charleston, 90c.
Schooner Mary Lee Patton, 482 tons, to Charleston, 90c.



Boston and the New England States.

BOSTON, MASS., July 15.—(*Special Correspondence.*)—With orders for anthracite available the first of the month and placed with the various shippers for delivery at the advanced price filled, there is now less urgency in the demand, as consumers' needs are generally well taken care of. The trade at retail is fairly active, however, and as stocks in dealers' yards are being reduced to supply this business, new orders are likely to be placed with the shippers to replenish the same while prices continue below the full circular. Many of the inland yards of small capacity, which are now filled up and can take no more coal, are only postponing further purchases until after they have distributed some of their stocks on hand. No one looks for any activity, however, now that warmer weather prevails and a quieter tone is generally expected. Receipts coastwise are somewhat reduced, but keeping up remarkably well, considering the heavy tonnage that has already gone forward. The Boston Chamber of Commerce reports receipts of anthracite at Boston for the month of June at 201,179 tons, as compared with 163,673 tons for the corresponding month in 1903. The demand for the steam sizes is not great at this time, owing to the low prices made on the bituminous product, and it is thought a good deal of this business has been lost to anthracite coal, which can not be recovered until conditions change. At retail the demand continues good and plenty of orders are in dealers' hands to work upon. Prices show no change from last quotations.

Bituminous Shipments On Contracts Improve.

The demand for soft coal has shown a slight improvement during the week, both as to new business and for shipments on contracts. Some of the leading factors see in these conditions the commencement of better things and believe it inaugurates the regular fall demand. It is evident that if consumers desire to get in stock their usual fall and winter's supply of coal, they must do so shortly, while favorable conditions prevail, or take their chances on delayed shipments later on, when arrivals at tidewater are more likely to be irregular and the vessel market can not be depended upon. It is thought that buyers appreciate this situation and will generally replenish their stocks from now on, they still having in mind the experiences of the recent past in this connection. The cheaper grades of coal are probably not feeling the improvement as much as the better grades, because of the low prices at which the standard coals continue to be offered. There being a good supply on the market of the latter they are absorbing practically all the business at present. Georges Creek coals are in good demand and in some cases are short of what is required. Prices have not changed and the range is at the low level last reported, with little prospect of advancing unless shipments from the further lower ports are reduced. The vessel market is slightly weaker. Quotations on freights from New York harbor are 70c to Boston; Philadelphia, 80c, and the lower ports 90c.



The second annual banquet of the employes and officials of the Scranton Coal Co. was recently held in Music hall at Scranton, Pa., and was attended by about 125 persons. Chief Engineer Frank Wolf, of the company, was toastmaster and there were a number of speakers from among the officials of the company. During the speeches the advisability of having a permanent organization to meet once a month and discuss matters pertaining to the coal industry was considered. A committee was appointed for the purpose of considering this matter and reporting at a later date.

Eastern General and Personal Notes.

J. Y. Hite of Hite & Rafetto, Philadelphia, is at present sojourning in Europe for the benefit of his health and to seek recreation.

Samuel Heilner, of the firm of Percy Heilner & Son, of Philadelphia, is enjoying a short vacation in the White Mountains. He expects to return by the end of the week.

The Edison Co., of New York, awarded its coal contract, amounting approximately to 100,000 tons, a week ago, to the Pennsylvania Coal & Coke Co., and the Berwind-White Coal Mining Co.

Julius H. Appleton, former president of the Central New England Railroad, was stricken with apoplexy while driving, on Wednesday of last week, at Springfield, Mass., and died soon afterward.

The daily output of the mines of the Nova Scotia Steel & Coal Co. at Sydney, Nova Scotia, has shown a steady gain and it is expected that before the end of the month will be increased to 3,000 tons daily.

H. H. Benedict, of Benedict, Pardee & Co., at New Haven, who has been suffering with a sore foot for several weeks, interfering with his getting around as actively as usual, has recovered from the affliction and is again in good condition.

The directors of the Huntingdon & Broadtop Railroad & Coal Co. at a meeting last week reduced its semi-annual dividend from three and one-half to two and one-half per cent on the preferred stock and omitted the half-yearly declaration on the common.

F. E. Harriman, general coal agent of the New York Central Railroad, left last week for Atlantic City to recuperate from his recent illness. He is improving steadily and it is hoped that after several weeks at this resort he will again be able to take up his official duties with the company.

The trade and personal friends of Daniel F. Connor, sales agent of Whitney & Kemmerer at New York, will regret to learn of the death of his father at Boston, Mass., on Thursday of last week. Mr. Connor left immediately for Boston on receiving the sad news and remained there until the first of the week.

C. E. Henderson, first vice-president of the Philadelphia & Reading Coal & Iron Co., who has been in Europe for several months, returned home on Sunday last much improved in health. He went to his home in Maryland on his arrival for a few days before taking up his official duties at his office in the Reading Terminal building.

The new Delaware, Lackawanna & Western shafts between Warrior Run and Hanover, Pa., are down to a depth of over 1,000 feet. The shafts have pierced two veins of good coal, but it is the intention to extend them to a depth of 2,600 feet. When completed these shafts will undoubtedly be the largest in the anthracite region and the output will be very large.

One of the larger gas coal producing interests in the Westmoreland field was offering in the New York market during the week 30,000 tons of gas slack coal at thirty-five cents per ton f. o. b. cars at the mines. This is an extremely low figure for this grade of coal, but it is understood to be on account of the increased demand for the screened grades, necessitating the moving of the slack product to keep the mines running.

Deputy Health Commissioner Murray, of Brooklyn, last week engaged in a crusade against the soft coal smoke nuisance in that city. In his trip along the Williamsburg water front and up Newton creek he found several manufacturers violating the ordinance, with the result that five arrests were made and those arrested were paroled for a hearing later in the week. Mr. Murray says he expects to continue the crusade against the nuisance until abated.

C. P. Andersen, of Boston, president of the Andersen Coal Mining Co., was in New York several days last week in the interest of the company and met the resident manager of the mines, C. R. Ellicott, of Fallen Timber, Pa., while here. He reports a quiet trade throughout the east and says there is not much chance of doing business on Pennsylvania coals with the Virginia cape coals selling at the present low figures. He does not look for any improvement in the near future.

The firm of Curtis & Blaisdell, large wholesale and retail coal dealers of New York city, has incorporated under the name of the Curtis-Blaisdell Co. The officers of the company are J. B. Blaisdell, president; Grove D. Curtis, vice-president; W. F. Blaisdell, treasurer. There will be no change in the management of the new concern, the present board having been individually identified with the business since its inception. The change has merely put it on a stronger foundation and will facilitate its operation and the carrying out of future projects.

It is understood that the Pennsylvania Railroad will turn over to the Norfolk & Western Railway its Columbus & Sandusky road, formerly known as the Columbus, Sandusky & Hocking. It is planned to have the Norfolk & Western use this line to secure an entrance into Sandusky and facilitate its coal shipments. This road now owns its line into Columbus and the addition will form a through line from the West Virginia coal fields, where the bulk of its tonnage originates. Elaborate plans for dock improvements at Sandusky have been projected and these will be carried out by the Norfolk & Western.

Bids for \$100,000 worth of coal for the Philadelphia public schools were opened in that city last week. The bids ranged from \$5.80 upward, according to the section of the city delivery. The bidders were the Black Diamond Coal Co., American Ice Co., Markham & Co., M. Kelly's Sons, John C. Hancock & Co., Walter C. Shipley, Lehigh Valley Coal Co., George W. Edmonds & Co., Lehigh Coal & Navigation Co., McKee & Cox, and the Philadelphia

& Reading Coal & Iron Co. The coal contract has not yet been awarded. The contract for wood for the schools was awarded to A. L. Thomas & Co. at \$5.00 a cord, and for charcoal to McKee & Cox.

The Mammoth No. 9 vein was reached by tunneling at the Burnside colliery of the Philadelphia & Reading Coal & Iron Co. recently, at Burnside, Pa. This is considered one of the most important finds in that district in years, as the vein is from ten to twelve feet in thickness. Tunneling will now be commenced for the No. 8 vein, which it is believed will be reached within a short time. The breaker which was built was much too large for the colliery, but it will now be operated at its entire capacity. The output of the colliery will be greatly increased.

Joseph B. Dickson, of Dickson & Eddy, left the first of the week for the Adirondack mountains to remain the greater part of the summer. Mr. Dickson has not been in good health for several weeks, owing to an attack of gastritis, which has interfered with his going abroad as he had arranged for earlier in the season. At that time he had leased his summer home at Watch Hill, R. I., for the season, necessitating under these conditions the securing of other quarters. Fortunately he was able to secure a suitable camp in the mountains and has arranged to use it for the season, believing the location an ideal one for the restoration of his health.

The production of anthracite coal for the month of June reached 5,728,795 tons, or the second largest monthly tonnage on record. The output fell only 236,000 tons below the record production of January, 1903. The record for June was 292,298 tons in excess of the same month in 1903, which was the second largest monthly tonnage produced. This makes the total tonnage for the first six months of the year 29,335,411 tons, as compared with 31,844,952 for the corresponding period of 1903, showing a decrease of only 2,511,541 tons. This is a remarkable showing, considering that normal conditions prevail this year as against the strike demand of a year ago.

The Philadelphia & Reading Coal & Iron Co. has awarded a contract to the Link-Belt Engineering Co. for the construction of an immense coal storage plant, to be built at Abrams, on the main line of the Reading, a short distance above Bridgeport, Pa. The plant will have a frontage on the railroad of about a mile and will be 800 feet wide. It is planned to be the largest in the world. The plant will have a capacity of 480,000 tons, with a receiving capacity of 14,000 tons in ten hours and a discharging output of 10,000 tons in the same time. Compared with the Port Richmond plant of this company it will hold 300,000 more tons. The plant is to be completed by January first, 1905.

One of the most disastrous fires in recent years at Boston, Mass., was that which was caused last week by a bolt of lightning striking the Mystic wharf, doing damage to the steamship line piers and the Boston & Maine Railroad freight sheds and grain elevators to the extent of \$1,500,000. It also nearly destroyed some of the coal piers and pockets adjoining. The Philadelphia & Reading coal pockets were in great danger of being burned, but the flames were extinguished just as they reached that point. The steamer Austrian was caught in the fire, but towed to midstream. The crew were caught and forced to jump through the flames into the water with the result that one fireman was drowned and two more are missing.

The Interborough Rapid Transit Co., of New York city, whose coal contract expired on April first, and which since has been negotiating bids to supply this business, last week awarded the contracts, effective from July first, to the following shippers: The Pennsylvania Coal & Coke Co., the Somerset Coal Co., the W. K. Niver Coal Co., and H. L. Herbert & Co. The amounts in each case are said to be 60,000 tons as a minimum and 100,000 tons as the maximum. Much credit is due these companies in securing this business as specifications call for a very high grade of coal, not to exceed eighteen per cent in volatile matter. Every cargo is also subject to inspection. The price at which these contracts were accepted is not given out, but is said to be a profitable one, owing to the company desiring first-class fuel.

The Delaware, Lackawanna & Western Railroad had another record output at its mines for the month of June, eclipsing its record of May as well as all former monthly tonnages. The total amount of coal shipped from the mines, including the washery product of 36,000 tons and coal purchased from individual operators of 154,365 tons, was 876,187 tons. This is a remarkable showing, considering that it exceeds the month of May, when 100,000 tons of washery coal was shipped and the individual tonnage amounted to 169,442 tons, making a total of 832,888 tons for that month. The Woodward colliery again made the banner production, the output for June being 80,000 tons, as compared with its former record of 77,883 tons for May. The company's shipments at Hoboken also show a material increase in tonnage for the first six months of the year, as compared with the same period of 1903.

Representatives of the car service departments of the Pennsylvania, the Baltimore & Ohio, the Reading, the Lehigh Valley, and the Central Railroad of New Jersey held a meeting last week in Atlantic City to further discuss the question of demurrage and car service regulation. The last meeting was held a week prior at the Reading Terminal building, when it was agreed to enforce the collection of demurrage charges on all coal shipments to tidewater violating the regulations. Representatives of the Norfolk & Western and the Chesapeake & Ohio were also made members of the organization. No information has yet been given out as to the result of this conference, but it is understood that a formulation of rules as to regulating these conditions occurred and they will likely be enforced. Already shippers are feeling the results through the railroads refusing to cancel any demurrage obligations. This was not the case in April and May, when all car service charges that had accrued were withdrawn, and they are now insisting upon the payment of June charges. In some cases the railroads are also demanding the payment of demurrage before the coal is released.

Program for Coal Men’s Day at St. Louis World’s Fair.

Secretary James T. Eaman, who has had charge of Coal Men’s Day at the St. Louis world’s fair, which occurs next Wednesday, has completed all of the arrangements for the occasion. The program which has been provided is a very substantial one in every respect and should attract a large attendance of representative operators, shippers and dealers in coal. The formal program for the day is substantially as follows:

WEDNESDAY.

- 9:30 a. m.—Gathering of the clans at Planter’s hotel, St. Louis.
- 10:00 a. m.—Delegations leave by special conveyance for the exposition grounds.
- 11:00 a. m.—Line moves to library room of the Administration building, escorted by the exposition band.
- 11:30 a. m.—Assembly called to order by Robert Lake, of Jackson, Mich., president of the National Council.
- Address of welcome by Hon. D. R. Francis, president of the Louisiana Purchase Exposition Co.
- Music—“America,” the assembly joining.
- Address—“The Coal Miner and the Coal Man,” Philip H. Penna, Terre Haute, Ind.
- Address—“The Coal Mine Operator vs. the Public,” Herman Justi, Chicago, Ill.
- Address—“A Dish of Commercial P’s,” D. L. Tuttle, Buffalo, N. Y.
- Address—“The Settlement of the Short Weight Problem With the Railroads in Iowa and Nebraska,” C. H. Chisam, Omaha, Neb.
- An active reception committee of the local dealers of St. Louis will be at the Planter’s hotel early on the morning of the twentieth to welcome and escort the visitors.

Badges for the “day” will be furnished by the local St. Louis committee, and it is desired that delegates wear the convention badge of their own association, so that their home connection may be identified.

Coal men, from whatever portion of the country, who are visiting the great fair on July twentieth are urged to join the procession and march to the Assembly hall and give audience to the distinguished speakers of the day.



Clark T. Roberts and His Dog.

Clark T. Roberts of Hedstrom & Co., Buffalo, one of the best known salesmen of this company, is in a peck of trouble. It seems that Mr. Roberts is very fond of dogs and he has had a yearning for some time for a first-class canine. A number of his friends in Jackson, Mich., learned of this fact and obtained a mongrel to which they fastened a pedigree as long as your arm and shipped it to Mr. Roberts with charges of \$35.00 to be collected C. O. D. The dog arrived all right at destination and Mr. Roberts paid the charges and the expressage. Then his troubles commenced. The dog yearned for his old home and attempted to return to it, causing the new owner a ten-mile run across the country in the early morning. On the way home, according to the story, Mr. Roberts thought to make a short cut across a park where dogs were not allowed. A policeman spied him and ordered the dog out. Mr. Roberts would not permit the dog to leave his side and both were locked up, so the story goes, and paid a fine to secure their release. The only way in which Mr. Roberts has been enabled to retain the dog has been by tying it up to his bed at nights, which has prevented sleep, but has assured the possession of the animal. In the meantime the \$35 has been used to good purpose by the “Jackson” gang and formed the principal of an entertainment fund which was expended judiciously. Now the friends of Mr. Roberts are getting up a “round robin” of condolence, which will give him the history of the affair in detail, and which will provide very interesting reading matter.



Pennsylvania Coal and Coke Shipments.

The statement of coal and coke originating on the Pennsylvania railroad lines east of Pittsburg and Erie for the week ending July second, 1904, is as follows:

Short tons—	1904.	1904.	1903.
	Week ending July 2.	Year to July 4.	Year to July 4.
Anthracite coal	93,558	2,233,037	2,325,874
Bituminous coal	547,411	13,412,197	13,804,712
Coke	151,602	4,295,947	5,080,844
Totals	792,571	19,941,181	21,211,430



Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York. Very little coal business has been completed during the past week, and there is little change in the freight situation. The steamer Irisbrook, 1,778 tons register, was chartered for Philadelphia-Havana coal at or about \$1.30, and steamer Rosneath, 1,123 tons register, for Philadelphia or Norfolk-Barbados coal at or about \$1.50, and the remaining steamers that have been reported are boats that have been named to carry coal on old contracts.

We would quote freight rates by steamers as follows: \$1.25@1.30 to Havana or Matanzas; \$1.70@1.75 to Cardenas or Sagua; \$1.45@1.50 to Cienfuegos; \$1.30@1.35 to Port of Spain, Trinidad; \$1.50 to St. Lucia; \$1.45 to St. Thomas; \$1.50 to Barbados; \$1.30@1.35 to Kingston; \$1.20 and port charges to Curacao; \$1.85@1.90 to Demerara; \$1.65 to \$1.70 to Bermuda; \$1.45@1.50 to Tampico; \$1.45@1.50 to Vera Cruz; 11s@12s to Rio or Santos; 7s 6d@8s to a direct port in the Mediterranean, not east of the west coast of Italy, Spain excluded; \$5.00 to Manila; \$5.25 to a Japanese port.

The Freight Traffic Manager.

By B. F. Sipp, Commissioner Coal Shippers’ Association, Chicago.

“The business of the freight department of a railway line is to secure freight traffic and to prescribe rates, rules and regulations which shall govern receipt and delivery thereof. All agents will be expected to promote the interest in their respective territories, and promptly notify the division or general freight agent of actual or prospective business, in case the agent can not secure it, that it may be looked after. It is important that agents secure competitive freight via the junction which will give the company the greatest revenue, and use every effort to secure freight shipped from their stations, and also to their stations, obtaining routing orders, when possible, on the letterhead of the consignee, requesting shipments routed, care of——— railway line or —— railway line, etc.”

Such are the instructions in every book of rules of the freight department of any well organized railroad company in this country. These rules mean the common carrier is offering for hire, that he is a solicitor for transportation of your freight business through its traffic representatives.

The common carrier is not merely a servant, but public officer. Therefore, how much depends upon the popularity, the efficiency and the reliability of the service to be performed. It occurs to me that most of the railway lines have stamped the individuality of their operating and traffic staff through the character of the employees. Where you find a railway system with a broad-minded, courteous freight traffic manager at the head of it, you will invariably find in the subordinates the same characteristics predominating. He will surround himself with popular, level-headed men who know how to meet the public pleasantly and cordially.

Necessary Qualifications of Freight Traffic Managers.

To be a successful freight traffic manager of a railway line that official must not only look pleasant, but be pleasant. He must meet his patrons courteously, keep in touch with them, study the character of the traffic that is offered his line for handling and remind the patrons by letter now and then that he notes his tonnage; if it increases, that it is growing; if it decreases, inquire the reasons thereof. If he has an increase in tonnage, he should tell him that he appreciates it; call and see him, or have his general freight agent do so, chat with him pleasantly for half an hour occasionally. It will show such an appreciation that will only raise the traffic department of his line in the estimation of the shipper, and he will never forget these little pleasantries that cost nothing except what should be every day courtesy. It is essential that the traffic manager shall allow his commercial staff a good expense account in addition to a good salary. Make these men feel they are not to be a cheap lot of lunch counter eaters. Let them go to the best hotel and take shippers to dinner; let them be members of clubs in their official headquarters and the company pay the dues. The freight traffic manager should put his staff on a footing with business men in this respect.

It is not only the freight, but passenger business that must be built up. Freight traffic is somewhat dependent upon passenger traffic. The latter is the advertising medium of the line; the service must be of the best, the equipment and facilities perfect. How often is it the case with a manufacturer or commercial man in going over some line in his travels to find courtesies in the attention of employes that remind him to cast his tonnage over that line and he considers if the servants of the company are solicitous of his welfare, the officials must also be good people.

Must Go Beyond Routine of Business

A freight traffic manager must go far beyond the mere routine matters of his department. He should know geographically the situation of all his competing lines. He should study the matter of prompt and efficient movement of freight traffic on his road and in terminals. He should, if necessary, be able to take its tariffs and figure out the cost and revenue to be derived from certain freight business to be handled, and if he can not handle the business profitably, he should be able to make it frank and plain to the proposed patron as to why the business is not profitable to his line and why he can not take it. Such honesty of purpose will be received in the spirit in which it comes.

The organization of a railway line will never be complete until the board of directors arrange that the transportation department shall be subordinate to the traffic department and carry out their instructions. Give the traffic manager full control of traffic and transportation and then he can obtain good results which otherwise he can not if hampered with the theory of economics of the transportation man who has never served in a traffic department, to be thereby broadened out so as to look at both traffic and transportation features from a full knowledge and experience in both. We want prompt movement of freight business. The rating of engines on a tonnage basis is better, of course, than the old obsolete plan of the car basis, when a car of straw hats and a car of pig iron each counted for a car in train loading. Still we do not want to let tonnage cause a sacrifice of business by overloading power, delay of traffic and congestion of terminals. Let there be a happy medium; give the power a reasonable train load and give the business prompt movement. The increase in train mileage for the transportation department can be quickly explained by the traffic department. The commercial world today demands that traffic be forwarded promptly and placed for delivery with dispatch on account of the ever fluctuating market conditions.

Any line adopting measures that will secure a more prompt movement of freight business can certainly lead to but one end, and that is an increase of tonnage.



Owing to a rush order for 150,000 tons of the steam sizes of anthracite the Delaware, Lackawanna & Western Co. has given orders to resume operations at all its washeries and produce as much of this coal as possible. There is already a large stock of small sizes in the Keyser valley and this will be applied on the order.

In The Field of The Retail Dealer.

Written for The Black Diamond.

I notice that some of the retailers in the east who deal in anthracite are adopting a plan of putting the sliding scale of prices in effect which was advocated by President L. Waldo Thompson of the Illinois and Wisconsin Retail Coal Dealers' Association at the recent annual convention held in Chicago.

This plan consists in making only two advances during the summer in the price, notwithstanding the sliding scale on which this coal is bought.

These advances consists of twenty-five cents each on July first and September first, which makes up the total advance that is made in the wholesale price during the summer.

A casual view of this way of advancing the price will possibly not recommend it to the average dealer, but when it is given closer thought it will appeal to every one.

The principal objection to the old plan of advancing the price ten cents a month is that the dealer neglects to enforce it.

If a customer comes in on the first of the month when the advance is effective and begs that he ought to get his coal at the June circular and happens to be a good customer it is very difficult for the dealer to enforce the new price in July. He concedes the ten cents to get the order.

And if he makes the concession on the first day of the month he is likely to make it up to the tenth or fifteenth of the month.

Then the plan of advancing every month is not enforced. It is better not to attempt to enforce a rule of this kind than to do it in a half-hearted way.

Customers who think you are lenient will take every advantage of you. They will expect all kinds of favors and any deviation from any rule which you lay down for the conduct of your business will encourage them in the belief that you are lenient.

I have been through the mill, so I speak from experience. When I was in business out in Iowa, I had an experience once. I decided that I would make a charge for carrying in coal and had a large sign tacked up in my office to the effect that I would charge twenty-five cents if my teamster carried in a ton of coal to a bin in the basement and fifteen cents if he carried in half a ton.

That sign was right over the cashier's desk and no one especially objected to the rule. If they did they carried in the coal themselves.

About two months after I adopted this plan old "Jim" Smith, one of my best customers, but a pious sort of old fraud came in to order ten tons of coal for the Methodist church.

I wasn't much of a Methodist but just for the sake of promoting religion I gave them a little concession in price year after year and the first thing Jim asked me was if I would give them the same concession as the year before.

In a Moment of Weakness I Wavered.

I admitted I would and then the sign caught his eye. I had always carried the coal into the cellar for them and I saw trouble coming my way in large chunks when his face lighted on that.

"Wa-al, I guess that's all right," he said, slowly, "but you ain't going to work in that new fangled arrangement on us, are you?"

I was between the devil and the deep sea, or rather between the church and the loss of a possible customer, and while the customer was not very lucrative in a moment of weakness I yielded to him and said:

"No, Jim, in the case of the Methodist church, I'll waive that carrying in charge."

I know every one of my readers is putting me down for an old clump now that I have admitted the truth, and later developments certainly showed that I was.

To make a long story short, that coal was carried in free of charge, but I knew there was trouble in store for me when Jim ordered his coal.

And my fond anticipations in that direction were not far out of the way.

Jim bought his own coal of me and after a series of hard struggles I had educated him to the point where he paid the full price I charged everyone else notwithstanding the concessions I made to the church. I had accomplished that by putting the church on a charity basis, but Jim I maintained was on a business basis and as he couldn't buy it anywhere else any cheaper than he could of me my arguments along this line prevailed.

Well, when Jim came in to order five tons of chestnut for winter I could see that the sign was bothering him.

"What's the price of hard coal?" was his first inquiry.

I told him and he stared harder than ever at the sign.

"Be you goin' to charge me for carrying in that there coal?" he next asked.

"Well, it is this way, Jim," I said, "I'll have to do it. I have charged everyone else and I can't make any deviation in favor of you."

"Yer did for the Methodist church," he remarked, "and I reckon you better do it for me, Frank."

It is no use prolonging the conversation. I argued and argued till I was black in the face, but it was no go. Jim balked the harder the more I argued and finally said he guessed he did not want any coal and left the office.

A few hours later he bought it from another dealer and he did not come near me all that winter.

The next summer when he called on me for the church coal again he wanted to know how about carrying charges—the rule was still in effect—and I told him flat-footed that they had to go. He could do just as he pleased about buying the coal; if the church did not want to pay the carrying in charges they could carry it in themselves.

He bought the coal for the church and paid the price, but he still gave me the go-by, and it was not until three years later when I had plenty of coal and the other fellows had none that he came back and bought his own coal of me. That taught me a lesson—not to deviate in an established rule under any circumstances—and I thoroughly believe in it. If you are going to charge cash for your coal do not play any favorites. If you are going to charge for carrying in do not deviate. If you are going to advance the price of anthracite ten cents a ton every month in the summer do it, and make the advance effective from the earliest customer, on the first day of the month till the last customer the last day of the month. If you do not you will be in hot water all of the time.

Ten Cent Monthly Advance is Confusing.

I think myself this advance of ten cents a month is a hard thing to handle under the most favorable of conditions. It is confusing to a customer to call at the office on the thirty-first of the month and ask the price of coal; then to come around the next day and find out it is ten cents higher per ton.

A good many of these difficulties are avoided by making the two advances during the summer, and before the first one on July first by thoroughly advertising for a week or two in the local paper that such an advance will become effective.

There are some dealers who might object to this plan on the ground that the coal they sold in August would not net them as much of a profit as that they bought in June and sold after the advance in July.

This is true and it can be avoided by not buying the coal in August.

The dealer who is going to name on May first a flat price which will continue till July first ought to order all the coal he will sell those two months in April and early enough in April so that he will have it at the prevailing price. If he does this he will not sustain any loss by selling at the flat price.

He can gauge the tonnage he will sell in May and June by his experience in previous years and should place his orders before April first, if necessary, in order to get the coal in his yards at the April circular.

Many dealers, I find, have adopted a still better buying plan than this. They buy all the coal they will possibly require up to September or October first at the April circular and place their orders so early they have it forwarded that month so that they may get the benefit of the twenty-five cent advance which they make July first on all the coal they sell between that time and September first.

The only possible objection to the plan I have outlined will be found by those who do not have sufficient capital to stock up their coal in advance of actual deliveries.

If they have been in business for any length of time they can overcome this by going to their local banker and borrowing the money either on their own paper or by giving him a blanket mortgage on the coal which will arrive at the yard during April. A short time loan of this character can be obtained on favorable terms by the dealer if he is upright and honest in his business transactions and has a standing in the local business world. And it will not involve any injury to his financial standing.

Other retail merchants are generally fairly heavy borrowers at their local bank and are enabled to take discounts and save considerable sums of money, so there is no reason why the retail coal dealer should not adopt it when it is to his advantage to do so.

Creates Business the Early Part of the Season.

The effect of this method of advancing the price of anthracite is to create business during the early part of the season when horses are idle part of the time and there is not enough work to keep the men busy.

If there is concert of action among the dealers in a town or city in the adoption of such a plan customers will order early rather than to pay twenty-five cents a ton higher for it after July first.

An advance of ten cents a ton per month does not look very large to a customer, and when another ten cents piles up on top of that he still thinks he will order his coal before the next advance comes, but usually waits until the maximum price is in force and then kicks because the price of coal is so high.

But if he knows that coal will sell on June thirtieth at a price twenty-five cents lower than it will on July first he will make an effort to get in his order and save the twenty-five cents.

Where this plan has been tried it has worked very successfully, so I am informed.

The dealers have a much larger volume of business the early part of the summer, the only disadvantage being that during July and August there is a lull which enables them to go on a vacation or a trip to their relatives.

I am also informed that there is far less complaint from the consumers when the advance of twenty-five cents a ton becomes effective than there is when there is a smaller advance. The larger advance is thoroughly advertised and the smaller one is not, which probably has considerable to do with the results in this way.

I mentioned the fact that there should be concert of action among dealers in a locality in making this effective.

It is probably not necessary to explain why this is so; the reason is so very obvious, but I will mention it briefly.

If you only put two advances in effect and the other dealers put the advance in effect each month, their prices will be out of line with yours. Most of the time you will be selling coal on a cheaper basis than they, and this will result in more or less confusion, which will bring about dissatisfaction.

THE YARD MANAGER.

Western Retail Notes.

E. B. Townsend has sold his retail coal yard at Jeffersonville, Ind., to the Don D. Walker Coal Co.

The Farmers' Warehouse Association at Mapleton, Minn., has decided to deal in coal the coming year.

Dart & Carr have built coal sheds at Concord, Mich., and are storing sufficient coal to last through the winter.

Crookston, Minn., dealers will sell anthracite the coming season at \$10.00 a ton and are now taking in their supplies.

R. J. Johannes, a coal dealer at Helena, Mont., has been appointed agent in that city for the coal mined at Bridger, Montana.

The Lutz Lumber Co., at Pingree, N. D., has received a supply of coal and is now engaged in the retail business at that point.

The Standard Lumber Co. has finished new coal sheds at Le Sueur, Minn., and is now in readiness to store coal at that point.

Fire from a chimney caused a small blaze in the yard of the Richmond Coal Co. at San Francisco recently, causing a loss placed at \$500.

John Mueller has been awarded the contract to supply the schools of Hartwell, Ohio, with smokeless coal the coming year at \$2.49 per ton.

Hughes & Long have secured a building at Williamsburg, Iowa, and are fitting it up to be used as a lumber shed and for the storage of coal.

The Fidelity Coal & Supply Co. has been awarded the contract for furnishing 955 tons of Jackson coal to the schools of Lima, Ohio, at \$2.85 per ton.

Hartwig & Benson are building an addition to their coal shed at Odessa, Minn., and will increase the tonnage of coal which they will carry in stock.

Frank Seward is a new coal dealer at Mendota, Ill., and has secured an office and yard room at that point. He is making a specialty of Indiana block coal.

Coal was recently discovered on fire in the fueling shed of the Chicago, Milwaukee & St. Paul railroad at Bird Island, Minn., but was extinguished with small loss.

The Cropsey Elevator Co. has been incorporated at Cropsey, Ill., with an authorized capital of \$5,000 to deal in coal, grain and other commodities. The incorporators are Adam Brueker, S. Thomas and Jacob Huppert.

The North Shore Grain & Coal Co. has been incorporated in Chicago with an authorized capital of \$15,000 to deal in grain and fuel. The incorporators are James G. Fones, Holger Rasmussen and Samuel M. St. Clair.

J. D. Dalton & Son and James McCreddie have been awarded the contract to supply Aurora, Ill., with coal the coming year at \$2.45 per ton. Both firms bid the same figure and the contract will be divided between them.

New Ulm, Minn., is engaged in a scandal over awarding contracts by the city for a supply of coal for the coming year, with charges made in some quarters that someone is getting a "rake-off" of fifteen to twenty-five cents a ton.

The Monarch Grain, Coal & Merchandise Co. has been incorporated at Monarch, Ill., with an authorized capital of \$8,000 to deal in coal and other commodities. The incorporators are Charles F. Unstatted, Paul Murray and L. J. West.

C. C. Abbey has been awarded the contract to furnish the city schools of Chicopee, Mass., with 1,000 tons of Old Company Lehigh coal the coming year. The contract was on the basis of \$7.30 per gross ton for broken and \$7.55 per gross ton for stove and egg.

Because the waterworks committee at Joliet, Ill., has held up the report of bids submitted by the coal dealers bidding on this business the newspapers are airing this matter and trying to create a scandal. It is probable the bids will be submitted to the city council within a short time.

There is a clash at St. Joseph, Mo., as to whether the park board or the board of public works has the authority to buy 300 tons of coal to be used by the city parks. In the meantime the dealers are at sea and do not know to whom the bids should be submitted.

B. F. Lauck, one of the three oldest business men at Bucyrus, Ohio, has sold his grain and coal business to the Valparaiso Seed, Grain & Elevator Co. He had been in business for half a century with the exception of the time which he served in the army during the civil war.

Martin Hoepki, junior member of a retail coal and wood firm at Detroit, Mich., has filed a bill against his partner, Stanislaus Antczak. Hoepki asks for a receiver and an injunction preventing his partner from collecting or spending any of the firm's money until such accounting is had.

The Standard Fuel Co. has been incorporated at St. Paul, Minn., to engage in the sale of coal and wood, and in other lines of business with an authorized capital of \$50,000. The incorporators of the company are Robert Loux, Francis S. Dowlan and George C. Rogers, all of St. Paul.

At a recent meeting of the school board of Indianapolis, Ind., the contract to furnish coal to the schools and public library the coming year was awarded to the Island Coal Co. at the following prices: Linton No. 4 block, per ton, \$2.22½; Brazil block, \$2.94; Hocking Valley, \$2.99; New River, \$3.24; Pocahontas, \$3.39.

The coal dealers of northern Colorado had a brief meeting recently at the Albany hotel in Denver, after which they were joined by the coal dealers of the latter city in an excursion to the mines of the Northern Coal & Coke Co., at Louisville, Colorado. The excursion was tendered by the operating

company and the mine was thoroughly inspected, after which luncheon was served.

The Home Coal Co. has been awarded the contract to supply the city of St. Joseph, Mo., with coal the coming year. The successful bid was as follows: Richmond lump, \$2.90; Bevier lump, \$2.65; Bevier mine run, \$2.35; Bevier nut run, \$1.60; Pennsylvania anthracite, \$10.00; Cherokee lump, \$3.30; Cherokee mine run, \$2.95; Cherokee screened nut, \$3.05; Cherokee slack, \$2.30. These prices are f. o. b. the cars at St. Joseph.

Davis & Son, Princeton, Ill., have recently erected a new coal shed 108 feet in length and twenty feet in the clear on the inside with a capacity of 2,000 tons of coal. This, with their other capacity, gives them abundant storage room and makes their yard one of the best equipped in Princeton. Their yard room at that point is very large and would provide for the storage of 50,000 tons of coal if all of it were utilized.

J. C. Hicklin, discussing the short weight ordinance which it is proposed to have passed in Terre Haute, Indiana, in a recent interview said: "We do not propose that every load of coal shall be weighed. This would be absurd. But we do propose that some parties, either the police or someone else, shall be empowered to investigate coal weights at intervals and weigh a sufficient number of loads to make the dealers respect the ordinance."

Eastern Retail Notes.

Nunda, N. Y., coal dealers are charging \$6.90 a ton for anthracite.

Dealers at Lynn, Mass., advanced the price of coal twenty-five cents a ton on July first.

Fire which originated in a lumber yard at Troy, N. Y., recently destroyed the retail coal yard and plant of Lawson, Craver & Co., causing that firm a loss placed at \$25,000.

The contract for furnishing coal to the schools of Belleville, N. J., has been awarded to A. C. Walling & Co. Their figures were \$5.75 per ton for egg coal and \$3.70 per ton for pea coal.

Cook, Hosey & Harmon, Rochester, New York, who succeeded to the business of Smith & Co., have purchased the property of the Preston Coal & Lumber Co. for \$3,800, excepting the stock of lumber.

Will A. Shedd, a coal dealer at Nashua, N. H., was recently kicked by a horse, receiving several fractured ribs as a consequence. While Mr. Shedd has been laid up at home for several days his recovery is expected.

The newspapers of Hartford, Conn., are discussing the question whether there is a coal combination among the dealers of that city. This seems to be an untimely subject for warm weather. They ought to save their ammunition till next winter.

The state board of railroad commissioners of New York has dismissed the application of the Independent Coal Co. of Gloversville, N. Y., to compel the Fonda, Johnstown & Gloversville railroad to unload cars on a side cut known as the West Branch.

The safe of C. P. Lawson, coal and wood dealer at Brocton, N. Y., was recently blown open by burglars. Citizens saw three men leaving the building after the affair and gave pursuit, but were unable to capture them. The burglars found nothing in the safe.

Simeon D. Reynolds recently met his death by falling down the elevator at the sheds of the City Coal Co. at Binghamton, N. Y. The coroner's jury rendered a verdict that death was a result of the victim's negligence and that the company was not to blame.

The collier Lebanon recently arrived at the Charlestown (Mass.) navy yard, where a thorough test was made of the coal handling machinery installed by the government. The test was a success in every respect and it will now become an important coaling station for government vessels.

Retail coal dealers at Adams, Mass., recently reduced the price of anthracite from \$6.75 per ton to \$6.25, due to the danger of a coal war at that point. A cooperative company has been organized which purported to sell coal at cost, and the other dealers determined to give it a dose of its own medicine.

Robert F. Nelling and Harry Lodge, formerly in the milling business, have formed a copartnership and will engage in the retail coal business at the Knowlton mill, Chester, Pa. They are young men of push and enterprise and have the well wishes of a large circle of friends for their success.

The county commissioners at Baltimore have awarded contracts for furnishing county coal as follows: W. W. Boyce & Co., to furnish Alms-house, No. 1 white ash, \$5.20; No. 3 white ash, \$5.75; jail and courthouse, to E. Tyson Ware, No. 1 white ash, \$6.00 per ton; No. 3 white ash, \$6.45 per ton.

It is said that retail coal dealers who recently took a trip to the anthracite region as the guests of Williams & Peters and the Erie railroad have decided to introduce a bill in the New York and Pennsylvania legislatures making it necessary for the railroad companies to give them a bill of lading with every carload shipment of coal.

David S. Bunting, who has been in the retail coal business at Chester, Pa., for a number of years, has decided to retire. The firm of D. S. Bunting & Co., of which he has been a member, will continue in business as the D. S. Bunting Co. A charter has been applied for and it will be incorporated. The stockholders will be D. S. Bunting, Joseph W. Sharp Jr., D. B. Andrews, Frank M. Flaville and Joseph Bunting. Mr. Bunting has been identified with the coal business at Chester since 1862. He has only occupied two different sites with his yard since then. Members of the corporation about to be formed have all been identified with the business for years.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Anchor Coal & Coke Co. has been incorporated at Pittsburg, Pa., with an authorized capital of \$10,000.

Edward F. Loney, of Jackson, Mich., has purchased 1,400 acres of coal land near Cherry Run, W. Va., and will arrange for its development.

The Marion Coal & Coke Co. has been incorporated in New York city with an authorized capital of \$60,000. The incorporators are Samuel S. Atwell, E. S. Littell, N. R. Dininger, and John J. Shuttleworth.

The Alpha Coal Co. has been incorporated at Leechburg, Pa., with an authorized capital of \$50,000. The directors are Henry M. Brackenridge, Natrona, Pa.; Alfred Hicks, J. Erastus McKelvy, William M. McKelvy, of Pittsburg, and Lewis W. Hicks, of Leechburg, Pa.

The Lehigh & Wilkesbarre Coal Co. has completed arrangements for the construction of its No. 4 breaker at Audenreid, Pa., which was destroyed by fire some time since. As soon as the debris can be removed work will be commenced on the new structure, which will be modern in every respect.

The Taylor & McCoy Coal & Coke Co. is making arrangements to build a new tipple and a storage plant at its operation at Gallitzin, Pa. The contract for the new tipple will be let shortly. It will be erected near to the old one and it is not expected that it will interfere with the operation of the tipple now being used.

The Philadelphia & Reading Coal & Iron Co. is reported to have completed surveys for a new colliery to be built near Bear Valley, not far from Shamokin, Pa. The colliery probably will be in operation inside of a year and will employ between 600 and 700 men. The Reading will extend its Carbon Run branch to the new coal fields.

The Susquehanna Coal Co. will increase by 170,000 tons the capacity of its coal storage yard at McClellan, Pa. To increase the capacity of the yard three large tables, each having a capacity of nearly 60,000 tons will be constructed just north of the present yard. Each table will cover a circle nearly 200 feet in diameter. The coal will both be loaded and dumped by machinery. Large trusses over a hundred feet high and traveling on a circular track will do the work. The plant will be made as durable and substantial as possible, and will represent a considerable investment.

General Eastern Coal and Coke Notes.

The Lehigh Valley Coal Co. is sinking a shaft 325 feet deep at Mt. Carmel, Pa.

The Cardiff Coal Co., of Portland, Maine, has decided to increase its directors from five to seven.

The United Mine Workers in District No. 1 of the anthracite region are holding their annual convention this week at Scranton, Pa.

The Westmoreland Coal Co. has started working a double shift at its mine at Irwin, Pa. This will afford employment to 100 additional men.

The Lehigh Valley Coal Co. is sinking two slopes at its Dorrance col-

liery, which will open up the Red Ash vein, and which will increase the output of that operation.

Coal has been discovered on the land of the Hagerstown Cooperage Co. at Big Pool, near Hagerstown, Md. The coal was made while digging a well and it is claimed is eight feet in thickness. It is of good quality.

Robert L. Jewett, of Boston, has secured leases on 300 acres of coal land in the vicinity of Plymouth, Pa., on which he is prospecting for coal. If any workable veins are discovered he will develop them.

The Scott shaft, which was permitted to fill during the strike of 1902, located near Shamokin, Pa., is now nearly clear of water, and it is expected that operations can be resumed at that point within a short time.

Work has been resumed on the new breaker of the Black Diamond Coal Co. at Llewellyn, Pa., and it is expected it will be completed for operation in September. The breaker will have a capacity of 1,000 tons of coal daily.

Mines in the vicinity of Irwin, Pa., are working extra time owing to the demand for this coal. At the Larimer mine of the Westmoreland Coal Co., an extra night shift has been put on and at the Osborn mine three shifts are worked.

A company in process of organization at Pittsburg is said to have purchased the plant and lands of the Ellis-Blum Coal Co., in Butler county, Pa., for \$65,000. The names of the new purchasers have not yet been announced.

The Pennsylvania railroad, anticipating a heavy increase in the coal shipments from now on, is replacing its seventy-pound rails on its Pottsville and mountain division with ninety-pound rails, which will be better able to stand the heavy traffic.

William H. Carter, land agent for the Lehigh Valley Coal Co., recently died at Mahanoy City, Pa., at an advanced age as a result of heart disease and dropsy. He became land agent for the Lehigh Valley in 1864 in connection with other real estate interests.

The Lehigh Valley Coal Co. is reported to have purchased the Warrior Run colliery of the Warrior Run Coal Co. This mine produces between 700 and 900 tons of coal daily and is a good property in every respect. The price paid was said to be nearly \$1,000,000.

Coxe Bros. & Co. (incorporated) have purchased the Bittenbender farm, below Nescopect, Pa., for \$15,000. It is said that other coal companies are also interested in the purchase, the farm having been partially covered by culm from the operations higher up the river.

An attempt was recently made to blow up the tipple of the Meager mines at Coal Run, in the Meyersdale region of Pennsylvania. A small amount of damage was done. It is believed the attempt was the work of former employees who were displaced by non-union men.

The entire power plant of No. 4 Cranberrie colliery of A. Pardee & Co., at Hazelton, Pa., was recently destroyed by fire, due, it is believed, to the dumping of hot ashes against the boilerhouse. Eighteen large boilers and a double-cylinder engine were ruined, causing a loss estimated at \$15,000.

The Lehigh Coal & Navigation Co. is planning to flush the old Green-

Delaware, Lackawanna & Western Railroad Co.

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wood colliery near Tamaqua, Pa., with water and culm. It is said the fire has been raging since 1857, and it is believed that it can not be extinguished short of two years. A shaft will then be sunk and the mammoth vein worked.

It is reported that shortly the collieries of the Lehigh & Wilkesbarre Coal Co. in the vicinity of Wilkesbarre, Pa., will be closed for repairs for five or six weeks. The planes over which the coal is hauled from the collieries at Ashley are to be rebuilt and new hoisting engines are to replace the old ones.

E. M. Ferguson, one of the pioneer coke operators of the Connellsville region, died at his home in Connellsville, Pa., at an advanced age. He was identified with the coke industry for about seventy years and was at one time interested in the H. C. Frick Coke Co. He was very wealthy at the time of his death.

Beginning with July first all colliery engineers of the Philadelphia & Reading Coal & Iron Co. were placed under the direction of the mine foremen. They were formerly under the direction of the outside foremen. Under the new rule mine foreman will be responsible for the coal until it is dumped in the breaker.

Owing to the accumulation of the smaller sizes of anthracite, such as buckwheat it is reported that the anthracite roads will return to its use as a fuel as rapidly as they can make the necessary changes in the fire boxes of the locomotives. Some of the anthracite roads have been using both bituminous and anthracite as a fuel.

There are rumors of changes in the control of the Lehigh Coal & Navigation Co. and it is hinted that the New York, New Haven & Hartford railroad has been endeavoring to acquire an interest. President Riley of the coal company is quoted as saying that if there was any change in ownership the company would go to the highest bidder.

While performing an operation on Thomas Newcomer, of Pine Grove, Pa., the surgeons found a large quantity of coal dirt on the patient's brain. Its removal will bring about complete recovery from a strange ailment with which Newcomer was afflicted. He is a miner, but the surgeons could not account for the dirt in the location where it was found.

The tipple at shaft No. 2 of the Midland Coal Co., at Midland, Pa., was recently burned down for the second time within two months. It is believed both fires were of incendiary origin and the trouble is placed at the door of a local Mafia, which is said to exist in that neighborhood. The coal company will make every effort to apprehend the culprits.

Shipments of coal and coke to far-away sections of Manitoba and Quebec were recently made by W. R. Harris & Co., First National Bank building, Uniontown, Pa. It is estimated it will require at least a month for the coal to reach Manitoba. The shipment to Quebec will reach there in three weeks. The shipments are record-breaking from the Uniontown field, and the freight will amount to several times the value of the coal at the mine.

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Southern Coal and Coke Notes.

New Southern Enterprises.

The Santa Fe railroad is drilling for coal in the vicinity of Florence, Colorado, and if it is found in sufficient quantities, it will develop several mines in that field.

The Hertz Coal Co. is a new retail concern at Macon, Ga., of which Will W. Hertz is the principal owner. The company has fitted up a yard in Macon and is preparing to do a large business.

The Arkansas Valley Coal Co., of Coweta, I. T., is planning to develop extensive coal fields along Adams creek in the territory. The Arkansas Valley Coal Co. is affiliated with the Weir Coal Co., of Kansas City, Mo.

The Sayre Mining & Manufacturing Co., Birmingham, Ala., has increased its capital stock from \$110,000 to \$150,000 for the purpose of making further extensive developments in its coal properties in Jefferson county in that state.

The Spradling Coal Co., of Greenwood, Ark., has been incorporated with an authorized capital of \$45,000. The officers are: President, F. Bache; vice-president, J. M. Spradling; secretary and treasurer, R. T. Powell. The company will mine coal and manufacture coke.

It is reported from Knox county, Ky., that H. Durand and L. M. Lawson, representing Pennsylvania capitalists, have acquired 32,000 acres of coal and timber lands in Knox, Leslie and Pike counties. Three mines will be opened at once and saw mills will be established.

T. R. Foster, of Vicksburg, Miss., is organizing the Clifton Clemens Coal & Coke Co. with an authorized capital of \$100,000 to engage in the lower Mississippi river coal trade. The company has already purchased the towboat Quickstep and ten barges to be used in the transportation of coal to southern river points.

The Southern Shipping Co. has been incorporated at Savannah, Ga., to engage in the fueling of vessels leaving and entering that port with an authorized capital of \$50,000, of which \$10,000 has been paid in. The company has the privilege of increasing the capital stock to \$1,000,000 if necessary. Incorporators are J. C. Harris, E. A. Armand and R. L. Colding.

The Gayosa Coal Co. has been incorporated at Birmingham, Ala., with an authorized capital of \$100,000 and has absorbed the property of the Bruce Coal Co. in Walker county and will develop additional mines. The officers of the new company are: President, L. B. Musgrove; vice-president, H. P. Gibson; secretary and treasurer, A. S. Preston. It is understood that the organization of the new company has been contemplated for some weeks.

General Southern Coal and Coke Notes.

Eusebio Calzado, Jr., has severed his connection with the Mexican Coal & Coke Co. at Mexico City, and has been appointed Mexican sales agent of the McAlester Fuel Co., McAlester, I. T. His office, as formerly, will be in Mexico City.

The Young Men's Christian Association is extending its work into the coal districts of Kentucky and Tennessee, and is planning to establish branches in many of the coal towns. It will receive the active support of many of the operators in this work.

The railroads out of Pratt City, Ala., are doing a large business in coal and coke, which is taxing their capacity to its utmost. The increase in the number of cars the past month was much larger than during the previous month.

John W. Merrifield has sued Frank G. Jones & Co., dealers at Louisville, Ky., for \$10,000 alleged damages as a result of being hit in the head with a chunk of coal while in the yard of the defendants. He claims to have been confined to his home for many weeks.

The Mexican Coal & Coke Co. has purchased 5,000,000 feet of timber

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and lumber of a Texas firm to be shipped via the International Mexican railroad into La Esperanza, where it is to be used in the development work of the company.

All the miners in the northern Alabama district quit work on July first pending the settlement of the wage scale for the ensuing year. The large mine and furnace corporations are said to be preparing for a long fight, as no agreement seems to be in sight.

The United States government has purchased sixty-three acres of land at California City, Cal., on which it proposes to establish an immense coaling station and make other improvements. It is estimated the government will spend \$1,000,000 in improvements of this character at that point during the next few years.

Directors of the Northern Coal & Coke Co., which has headquarters in Chicago, recently held a meeting at Cincinnati, Ohio, for the purpose of considering development work. The company owns large tracts of coal land which will shortly be reached by the Chesapeake & Ohio railroad, and as soon as this rail line is completed will develop it on a large scale.

The Cumberland River Coal & Coke Co., of Nashville, Tenn., has amended its charter, changing the name of the company to the Cumberland River Coal Co. The incorporators of the new company which is to be a large factor in Tennessee are N. C. Chapman, John D. Fletcher, Alden Hale, E. A. Faulhaber and J. H. Lauderdale.

Charcoal, which is largely used at Charleston, S. C., has advanced about fifty per cent recently as a result of unusual conditions. Negroes have been engaged in cutting timber on land which did not belong to them and making it into charcoal. A stop has been put to these trespassers with the result that the supply is now short of the demand.

Joseph H. Dodson, who recently acquired water front privileges at Maysville, Ky., has completed one of the largest coal elevators in that city. With his new plant Mr. Dodson can store 40,000 bushels under one roof and the capacity of his plant is 150,000 bushels of coal. He expects to do a large business at that point.

The extension of the Tracy City branch of the Nashville, Chattanooga & St. Louis railroad from Tracy City to Coalmont, Tenn., has been completed. Several new companies have been organized for the development of coal properties near Coalmont and it is expected there will now be much activity in that field.

Literary Notes.

The July *St. Nicholas* will contain the first chapters of a unique serial, "Kibun Daizin," or From Shark-boy to Merchant Prince, written by Gensai Murai, and translated for *St. Nicholas* by a native Japanese. Gensai Murai was once a student of the Waseda school, founded by Count Okuma, leader of the Progressive party in Japan. There he studied English literature, and after completing his course, wrote for a well known Tokyo paper, the *Hochi*. His work soon arrested the attention of reading circles in Japan; and several of his novels went through ten editions in two years. His story of Kibun Daizin is founded upon the life of Bunzayemon Kinokuniya, a Japanese merchant of the eighteenth century, whose pluck, wisdom, and enterprising spirit made him one of the most prosperous and respected men of his time. He is talked of familiarly, even to this day, by his countrymen, under the nickname of "Kibun Daizin." "Ki" and "Bun" stand for the initials of his personal and family names, while "Daizin" means "the wealthiest man."

In addition to entertaining fiction for leisure hours, the August *Delineator* contains something for each of the practical needs of woman. In dress, the latest styles are depicted, with the aid of handsome colored plates and drawings in black and white, and the movements in fashions described. The kitchen, the table, the garden, the nursery, beside the lighter interests of woman, such as her reading, her clubs and other amusements, are treated from various standpoints. The literary features of the number are of the highest order. There are three stories that furnish the exact flavor that is looked for in summer reading, by Carroll Watson Rankin, Alice MacGowan and Cyrus Townsend Brady. Lillie Hamilton French, in the delightful "Joy of Living" series, writes on the "Manner of Receiving," and Seumas MacManus and Elizabeth Ruggles contribute excellent verse. A timely article by Edward Emerson, Jr., on "The Attitude of the Japanese Women in the War" gives some very interesting information, and is illustrated with exclusive portraits of women who are prominent in the patriotic associations of Japan. Bodily symmetry is the subject of the "Beauty" paper. The story of Elizabeth Kenton, wife of the noted Indian fighter, General Simon Kenton, is told in the "Pioneer Women" series, and in the pictorial trip around the world the cities of the Mediterranean are done in thorough tourist style. In addition, there are plans for summer cabins on seashore and mountains, and a most entertaining collection of stories and pastimes for children.

The magazine that is indispensable in a presidential year, the *American Monthly Review of Reviews*, is living up to its well-earned reputation. The issue for July is strong in political articles of wide and timely interest. "Theodore Roosevelt as a Presidential Candidate" is considered in graphic, trenchant style by one of the delegates to the Chicago convention. Then there is the major part of the speech of the Hon. Elihu Root, of New York, temporary chairman of the convention, presenting the record of the Republican party from 1901 to 1904. In "The Progress of the World," Dr. Albert Shaw reviews the political history of the past four years in the United States, discusses men and policies, and "rounds up" the situation in his own convincing and informing style, bringing the reader up to the Democratic Convention at St. Louis—which will be handled in the August number of the *Review*. A group of three short, well-illustrated articles show what the national government is doing in the way of health and sanitation on a large scale. Col. William C. Gorgas, of the Medical Corps, U. S. A., writes on "Solving the Health Problem at Panama." "The Porto Rican Government's Fight with Anemia" is described by Adam C. Haeselbarth, and "Government Care of Consumptives" (at Fort Stanton, New Mexico) is told by Oliver P. Newman. William E. Smythe, author of "The Conquest of Arid America," considers the entire problem of the reclamation of arid lands, under the title "The Triumph of National Irrigation."

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THE BLACK DIAMOND

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The Outlook as to Fall and Winter Demand for Coal

HERE are many factors which may enter into the coal trade between now and the time when the active consuming season commences. Judging by present conditions, by the statistics of production so far as they are available, and by the figures showing the forwarding of coal up to the first of July, one may be sure, that unless the unexpected happens, a safe prediction as to the future can be made. At this time the crop prospects in the west are a factor of no little consequence. If the crops are good, as is expected they will be, it will increase the demand for coal, not only for domestic purposes, but for steaming use to a very wide extent.

In the general commercial conditions of the United States there is every appearance that business is again on the up-grade; that the depression which started a year ago last spring has clarified the atmosphere to such an extent that there are now no general contributory causes to prolong this unsatisfactory state of affairs. The recuperative power of the business interests of the country should be quick to respond to naturally beneficial conditions contributing towards improvement. They were over-boomed, it is true, for several years, but with the wind and the water squeezed out, and with values on a conservative and stable basis, as they are at present, there is no reason why the natural tendency, inherent in a growing and expanding nation, should not manifest itself in a conservative growth in the consumption of our products and in the consequent betterment of all business conditions.

In the coal trade, the anthracite branch of the industry has been on a most satisfactory basis. Production to the first of July was in excess of expectations, and was barely three million tons short of the corresponding period a year ago, which recorded the largest tonnage produced in the history of the country. A very late spring, with consequent heavy consumption lasting from four to six weeks later than usual, was one of the principal factors in bringing about the healthy tone which has predominated the market. While eastern states have received a large tonnage of anthracite which has gone into storage, either in retail yards or consumers' bins, they are still short of their requirements and a good demand is likely to be experienced in that territory the remainder of the year.

In the west the lake strike created a shortage of coals on the docks, as compared with a year ago. If the eastern demand should decline and be insufficient to absorb production the remainder of the summer, the collieries could operate at full capacity shipping coal to lake points for storage until it was required, thus affording an outlet. It is now likely that a normal tonnage will be forwarded to western distributing points before the close of navigation, and that there will be no shortage when the trade enters the consuming season. Buying by consumers in the west has been backward this year, and with the advent of September, there promises to be a heavy movement which will give a tone of much activity to the situation.

Features Which Are Encouraging in the Bituminous Trade.

In the bituminous trade the outlook is fairly encouraging, much depending upon the general revival of business during the fall, the yield of grain and food-stuffs, and the extent of the excitement over the presidential campaign. There are a number of features, however, which are indicative of a good business as soon as the active season commences. One of these is found in the reduction in production during the summer, owing to the stagnant demand and the fact that business has been only for immediate requirements, no coal having gone into storage. For four months the production of bituminous coal in all the great fields has been less than fifty per cent of normal. On the basis of a production of 290,000,000 tons last year, these figures being fairly accurate, this means a reduction in the output up to August first as compared with the same period in 1903, of about 50,000,000 tons. It is true that the commercial requirements for bituminous coal have been less than they were last year, owing to the general business depression, but it is equally true that last summer there was a heavy stocking of bituminous coal all through the summer, not only by railroads and other large consumers, but by dealers. None of this stocking has occurred the present summer. In the east, shoal-water Atlantic tide ports are bare of coal and are only now awakening to the fact that they must begin to accumulate supplies or depend on all-rail transportation. A year ago at this time they had taken nearly their full tonnage for the winter. Eastern railroads have accumulated no surplus of coal and industrial consumers have been on a hand-to-mouth basis.

In the west the conditions as to railroads and heavy steam consumers are almost identical with those in the east. The docks on the great lakes are far short of the tonnage they received a year ago. Up to July first last year 2,368,855 tons of bituminous coal were forwarded through the Sault Ste. Marie canal to lake Superior docks. This year during the same period only 947,946 tons of bituminous coal have gone to these destinations, a shortage of 1,420,909 tons having occurred in the shipments. It follows that the movement to lakes Michigan and Huron within the same period has been restricted at least in the same proportion, with the possibility that the percentage of reduction has been greater to these two latter lakes than to Superior, special attention having been given to forwarding coal to the latter point. It is a grave question whether enough bituminous coal can be forwarded to dock points to meet a normal demand, much depending upon the lateness with which navigation closes.

It is very evident that if we have a normal consumption of bituminous coal after September first, the demand in all parts of the consuming belt will show a great awakening. It may, in many instances, be limited to the ability of the railroads to transport the coal. Much business that was handled during the mid-summer a year ago by the rail lines will be crowded into the fall, increasing the transportation demands on them. There is every assurance that the tendency of prices will be higher from now on. THE BLACK DIAMOND predicts that while prices on bituminous coal may not recover as rapidly as could be wished, the demand will assume an active tone and by September all of the shipping factors in the trade will have as many orders as they can handle. A depression in any line of business is always followed by a reaction which is generally of active proportions. We have had the depression. We are now due to have the reaction.

Outlook as to the Fall and Winter Coal Trade.

UNDER some circumstances the outlook for fall and winter trade in coal in the west might not be considered encouraging. If the crop prospects were poor, if the business depression which originated a year ago still continued, if there was a prospect that the current consumption would decrease from month to month as the season advances, factors in the trade might well take alarm and feel that the outlook was hopeless. The reverse of these conditions is true. The crops throughout the west promise to be fully up to the average of a normal year. The tendency in business is decidedly upward and it is believed that the low point for some time was reached in June of this year. There is no coal stocked at any point, either for commercial or domestic consumption. All these conditions should increase the demand for coal very rapidly when the buying season commences, which will not be long, and should result in activity. The only annoying feature that is likely to occur during September and October will be the inability of railroads to move all the coal it is desired to forward. Crowding the commercial and domestic demand into the early months of the fall is likely to result in a congestion worse than any experienced last year, and in some quarters it is believed it may be as bad as that experienced the early part of the fall in 1902—the strike year—although this is probably an extreme and radical view of the outlook.

This year there will be one feature which will add to the perplexities of the railroad situation in the west. This will be the movement of anthracite tonnage, which a year ago was conveyed to destination in May, June and July. The decrease in the receipts of all-rail anthracite at Chicago up to July first, according to the Chicago Bureau of Coal Statistics was 83,237 tons. This is significant, as it was believed in coal circles generally that rail movement the early part of the year was heavier than in 1903, due to the lake strike; that coal had been diverted from the ordinary rail and lake channels and moved all-rail. In the lake movement the shortage was 210,630 tons to July first, as compared with a year ago, making a total shortage of receipts at Chicago for the first six months of the year of 293,867 tons, or approximately twenty-five to thirty per cent of the amount that should have been received. It is probable that other western distributing points enter the last half of the year with a proportionate shortage. This being the case anthracite shipping interests will undoubtedly be taxed to their capacity to move forward as much coal as will be required before the close of navigation, and after its close rail lines will necessarily be obliged to handle a larger tonnage to accumulate as much coal before the first of the coming year as there was on the first of last January.

Consumers in the West Have Not Bought as Freely.

Consumers in the west have not bought anthracite as freely and stocked it as they did in 1903. The assurance that there would be no strikes in the collieries allayed public anxiety and resulted in delay in placing orders on the part of householders. There seems to be little question but what in the aggregate the west will consume as much anthracite this year as last. Bituminous coal is much cheaper, but the demand for anthracite has reached a point where it is more closely confined to the consumers who can afford it, and relative values of bituminous are therefore not likely to have as great an influence as they would if it was in general consumption among all classes. In the large cities in the west there has been almost no stocking of this fuel, and when this demand does open up it will mean much activity, with possibly delays at times, in getting forward enough all-rail coal, or in moving it from docks where it is stocked to meet the requirements of the trade. The situation is conducive to a more active business than occurred after August a year ago, and from the standpoint of the sales agents of leading companies can not be regarded as other than encouraging.

In the bituminous trade there are many features to be considered. One of the principal ones is the dilatory policy in stocking coal for fall and winter consumption. This is confined to both dealers and large steam users. If the dealers were the only ones who had delayed it would not make the burdens on transportation companies as great as they will be, but a careful investigation of the situation indicates that large steam users, including the railroads, factories, steel and iron interests and others have practically no coal ahead. The weak market on spot coal has had a tendency to induce this class of trade to buy its coal in the open market on a hand-to-mouth basis. Contract obligations have been neglected and buyers have gone on the assumption that they would be able to obtain as low or lower prices the next time they bought coal as they did last, owing to the demoralization in values which has prevailed. If there is a revival of business this fall, accompanied by

heavier shipments of merchandise, rail lines will have trouble in handling the tonnage that is required. They will find, and so will the producers and shippers of coal, that the demand will open all at once from all quarters, being rather confusing in its extent. The rail requirements of the west are a very important factor. Three large systems require 20,000 to 24,000 tons of coal each day of the year. Of course the sources of this supply are widely scattered, involving half a dozen or more states, but where there has been delay on the part of these interests in stocking coal it seems assured that their current winter requirements, added to those of other large users, will be a factor of importance.

Statistical Position of Bituminous Coal.

Statistically the bituminous coal tonnage in the west, which has been produced during the summer months is short of a year ago. Just how much would be impossible to tell, as there are no accurate statistics along this line. For four months production has been phenomenally light in all western fields, and it is fair to assume that this reduction in output has more than overcome any increase in the maximum output, month by month, which has occurred as a result of the many new developments and mines.

The Chicago Bureau of Coal Statistics to July first shows that rail receipts of Pennsylvania bituminous coals have decreased 94,996 tons as compared with the same period last year. Rail receipts of Ohio coal have decreased 145,177 tons, of which 138,437 tons was Sunday Creek and Hocking coal. This is a reduction of about thirty per cent. Of the eastern states West Virginia is the only one to show an increase. For the six months' period this amounted to 22,494 tons. The figures show receipts of 546,936 tons this year as compared with 524,442 tons a year ago. The decrease in the receipts of coke at Chicago amount to 112,425 tons or about twenty-five per cent. In the receipts of western coal the increases on July first without comparison with April first would be misleading. The tonnage of Illinois coal of all descriptions received in Chicago on April first was 270,834 tons in excess of the first three months of 1903, while on July first it was only 22,205 tons in excess of the first six months of last year, showing that there had been a falling off in April, May and June in demand which had overcome the increase the early part of the year. By August first at the same rate of decrease the tonnage this year and last year will be about the same. In Indiana coals the increase over 1903 up to April first was 8,519 tons, and on July first had been reduced to 7,826 tons. The decrease in the shipments of anthracite for the first six months of the year from Chicago was 129,387 tons and in all descriptions of bituminous coal 113,145 tons, showing the extent to which the country trade has fallen off. On April first the decrease in anthracite shipments was 160,866 tons, which shows that part of the requirements of the trade have been filled up since then. The decrease in bituminous shipments was only 80,107 tons at that time, showing that the trade has failed to stock coal, and that there has been a lessened demand.



The Chicago Coal Market.

UNINTERRUPTED the strike of the packing house employes at half a dozen of the leading western cities has not had as disastrous an effect on the price of steam coals as was expected. Many producers of coal who supply this class of trade, at the first appearance of the strike, closed down or began producing other grades of coal, all of which has had a tendency to prevent the accumulation which otherwise would have occurred. In the Chicago market, which is a fair criterion of conditions elsewhere, there has been a reduction of only five to ten cents on the poorer grades of screenings. High grade fine coals and run of mine, which it was thought might be affected, are as steady as a week ago at the same range of prices. Very poor grades of screenings are the only drug on the market and they are so low in price that it is difficult to obtain a range of figures that is actual. In other grades of bituminous coal there has been little change. Domestic demand has been more or less stagnant, probably as a result of the warmer weather, which has interfered with dealers placing orders.

In the anthracite trade there has been little change during the week. From the west it is reported that orders are coming in more freely and a larger tonnage is moving to that territory. Dealers there have been dilatory about taking in coal, but doubtless will stock small supplies from this time forward. In the northwest the most urgent demand has been pretty well supplied. Orders, however, are in excess of the same period a year ago and give promise of a steady business till winter. From

Duluth comes the report of congestion of vessels and delays in unloading which are attributed as much to the heavy tonnage of bituminous coal reaching that port as to the large movement of anthracite. Both descriptions of coal are suffering some delay in unloading as a consequence.

Forwarding of anthracite from Buffalo this week has been steady and on about the normal basis. In the retail trade demand at the moment is rather quiet. This is especially true of the larger cities, where less coal has been taken in by householders than a year ago at this time. This is indicative of a heavy business from the first of September till the close of the year later.

Situation in Bituminous Coals.

In eastern bituminous coals standard Pocahontas and New River are held at full circular \$1.05 f. o. b. the mine for run of mine and \$1.50 f. o. b. the mine for prepared sizes. Movement is only fair, but shipments are under good control, which prevents any general demoralization. Splint coal has been in rather short supply in some quarters and has held closely to the circular basis of \$1.45 f. o. b. the mine for lump. There has been some inquiry for box-car coal, which shows that the dealer trade is taking hold and is buying light supplies. Fairmont coal continues to rule at eighty-five to ninety cents f. o. b. the mine for three-quarter. Youghiogheny gas coal is possibly a trifle firmer at the mines than it was, owing to the heavy demands for lake shipment. Current prices are \$1.05@1.10 f. o. b. the mine. Pittsburg, No. 8 is kept under fair control. Hocking coal is steady in price, but in light demand.

In Western bituminous coals there has been little change from last week. Carterville domestic lump holds about steady at a range of \$1.35 @1.60 f. o. b. the mine, according to quality and shipping facilities. The better grades of Linton rule at \$1.95@2.00 f. o. b. Chicago. Inch and a quarter Sullivan and Greene county coals rule slightly firmer at \$1.85@1.90 f. o. b. Chicago. In the list of mine run coals there has been little change. Carterville continues to be rather easy and is quoted at \$1.65@1.70 f. o. b. Chicago. Springfield, Greene and Sullivan county coals show prices ranging at \$1.45@1.55 on the Chicago f. o. b. basis. In the screenings list Carterville inch and a quarter is held fairly firm at \$1.65 f. o. b. Chicago. Medium grades of screenings, including those from the Springfield district, hold at \$1.30@1.40 f. o. b. Chicago. Inferior grades are a drug on the market. The Chicago market has not been as weak and as overloaded as was expected in view of the strike, operators undoubtedly having reduced the tonnage which they shipped to this point. The end of the strike is not in sight and its continuance will doubtless be felt more or less.

In the specialty list, gas-house coke continues firm at \$3.50@3.75 cars Chicago, with demand slightly in excess of supply. Smithing coal is more or less stagnant at a range of \$3.50@4.25 f. o. b. this city.



Southwestern Prospects Bright.

Probability Favors Revival of Demand in Fall and Higher Range of Prices—Growth of Southwest Will Increase the Consumption of Coal Materially.

KANSAS CITY, Mo., July 21.—(*Special Correspondence.*)—Kansas City coal dealers say that the prospects are bright for a heavy trade in bituminous and semi-anthracite coal in this territory next fall and winter. Prices, however, are uncertain and will depend upon the result of the wage conference of the miners and operators now in session in Pittsburg, Kan. But the wholesale dealers do not look for a diminution of the profits of last year when the best prices for many winters prevailed in this territory. The retailers, on the other hand, claim that a big share of the profits has gone to others because of the short weights and waste in the coal shipments which they have had to bear. The retailers have already taken steps for a reform in this direction, by which they will have to pay only for the amount of coal they actually receive.

At present the coal business in the southwest is extremely dull. The harvest demand is only about sixty per cent of what it was last year, the packer's and many other industries are burning less coal on account of the strike, and the railroad demand is considerably curtailed. In addition the domestic demand for fuel is light, although a cut of twenty-five cents to \$1.00 a ton was made July first, in order to stimulate business by inducing householders to store their winter sup-

ply. One of the biggest dealers of Kansas City said this week, regarding the trade prospects for the fall and winter:

"New mines are being opened in Missouri, Kansas and the southwest and the demand next fall and winter will be increased. Kansas City is growing and so is the entire territory in the southwest which it is supplying with fuel. New towns are springing up everywhere with new industries and the older communities show a rapid growth. The strike in the packing houses will be ended before fall and all the varied industries of the west will be on a prosperous basis. The railroad demand probably will be less than last year, but I believe the call for fuel will be increased in all other lines. Big consumers and small consumers have been holding off on contracts because of the uncertainty of prices for the fall and winter, but this business is only in suspension and will make the trade more active later on.

"Kansas City consumes an average of 500 cars of coal a day the year around and it will take more than that amount to supply this market next winter, if we have the average of cold weather. Kansas City burns principally bituminous and semi-anthracite coal in a proportion of about two to one in favor of the former. Comparatively speaking very little Pennsylvania anthracite is burned here and the trade in that class of fuel will be increased but little, if any, next winter. Pennsylvania anthracite at \$10.50 a ton, retail, in this market is too high, and consumers have found Arkansas semi-anthracite even at \$6.50 a ton, to be a satisfactory substitute for the eastern coal. Arkansas semi-anthracite is now \$5.50 a ton for July delivery with very little call for it, but it will be in demand later at a higher figure. The same is true of bituminous coal which has been reduced from \$4.75 to \$4.25 and even to \$3.75 on some grades.

Coal Prices to Advance in the Fall.

"Coal is going up again in price, wholesale and retail, on September first, and I do not look for much variation from the quotations of last winter, no matter what agreement is made with the miners. Even if there be a reduction of five and one-half per cent in miners' wages, the operators say they can not sell much, if any, cheaper, and meet outside competition. Right now bituminous coal from Illinois is in successful competition here with coal produced in Missouri. Of course if the operators do not cut prices the retailers can not afford to.

"I do not look for a strike among the southwestern miners this fall, but if one should come coal prices will be sure to soar. There is not as much coal in storage as is usual at this season of the year, and a strike would soon exhaust the supply and open this market to eastern producers."

The miners and operators of Missouri, Kansas, Arkansas, Texas and the Indian Territory, are in conference again in Pittsburg, Kan., trying to agree on the new wage scale. The operators demand a reduction of 5.55 per cent, while the miners ask for an advance of eight and one-third per cent. The questions in dispute have been left to a subcommittee of three miners and three operators and the indications are that an agreement may be reached this week.

A meeting of the wholesale and retail dealers of Missouri, Kansas, Arkansas and Oklahoma will be held at Pittsburg, Kan., on September fifteenth, sixteenth and seventeenth. The operators, miners and railroad representatives will also meet in Pittsburg at the same time and it is expected that a business understanding will be reached between the wholesalers, retailers and the transportation companies as to short weight coal.

The Bolen-Darnall Coal Co., of Kansas City, has been reorganized after some friction among the stockholders and directors. Ora Darnall, general manager, and G. W. McGeath, superintendent of the company, have retired. James A. Bolen was made general manager.



James T. Van Orman, who is said to have committed grand larceny in the sum of \$400, which it was alleged that he took from his uncle, James V. Van Orman, a coal dealer at Syracuse, N. Y., has been arrested in San Francisco. Owing to the expense of taking him back to Syracuse the county authorities at that point were undecided whether to secure a requisition from the governor of New York for his return or not.

All the coal companies at Saratoga Springs, N. Y., with one exception, that of Phelps & Spaulding, have been merged into the Saratoga Coal Co., which was recently incorporated with a capital stock of \$125,000. The companies which are included in the merger are Elmer E. Durkee, George N. Montayne, Thomas & Brown, Edward B. Ashton and Ransom Qua. Edward B. Ashton will be general manager of the merged companies and Ransom Qua will have charge of the Boston & Maine terminals. Other incorporators and principal stockholders in the company are Deyoe Lohnas and William F. Montgomery. It is believed the business can be conducted with greater economy.

Trade to Improve at St. Louis.

After September, When Householders are Settled, They Will Lay in Winter Supply—Not Much Improvement in Price is to be Expected.

ST. LOUIS, MO., July 21.—(*Special Correspondence*).—It is the consensus of opinion among the leading coal men here that there will be a decided betterment in business by September first. At that time the domestic trade will begin to pick up. House renters will know what they are going to do for the winter. They will then make up their minds whether they will continue to occupy their present residences or move to other or cheaper quarters. The rent question has made them undecided. Many tenants of houses will either move to cheaper houses or go to boarding. If they decide to remain where they are, they will begin to think about getting in their winter supply of coal. This naturally will at once cause a demand for coal.

Ed. Devoy, of Devoy & Feuerborn Coal & Coke Co., in an interview on the amount of bituminous coal that will be required after September first, and whether or not there will be a decided improvement, both in price and in tonnage required, said:

"September will naturally bring better market conditions than have existed recently. It is my opinion that during September and October business will be better than normal. The high rents that have prevailed this summer, because of the world's fair, have kept most people in an uncertain state of mind as to what they will do this winter. They do not know whether they will want coal or not, not feeling settled in their present location, so have not placed orders for their winter supply.

"Prices will be higher, there is no doubt of that. Fall prices are always higher. I am uncertain as to the tonnage that will be required. No one can tell at the present time. Prospects, however, are very good for fall business."

September will be the Turning Point.

Mr. Whittimore, of the Barth-Rose Coal Co., said:

"There will be considerable increase in tonnage after September first. I doubt, however, if the price will advance materially. It will probably not advance more than fifteen cents a ton, if that much. Coal is now selling at less than cost. Operators are trying to get \$1.25 per ton for shaker screen in East St. Louis, but a great deal is sold for less. I do not look for coal to go higher than \$1.50 per ton in East St. Louis this winter, unless extreme conditions prevail. If it should be a very cold winter, coal might go up for a few days at a time, but it will not remain high for any long period. Very little soft coal has been laid in. There is not the incentive to put it in. The difference between the summer and winter price is not great enough."

A. C. Bryden, of Bryden & Co., says: "I think the bituminous coal demand will increase after September first. Prices will certainly advance. This increase in price will be caused by the approach of winter and by the consumers beginning to lay in their supply. This will naturally cause an increase in tonnage and an increase in price. I do not think the advance will be very much higher than it is now, probably not more than twenty-five cents a ton."

Interviews with W. Va. Operators.

Coal Trade Prospects Carefully Reviewed by Some of the Leading Producers—General Feeling is that the Worst of Depression is now over.

WHEELING, W. VA., July 21.—(*Special Correspondence*).—Talks with almost a dozen prominent operators in West Virginia and eastern Ohio convey the united impression that prices will certainly improve this fall and that tonnage for the rest of the year will show a decided decrease over a corresponding period last year.

W. W. McGuffin, general manager of the Harvey Coal & Coke Co. in the New River region, says few operations now running in West Virginia are doing more than keeping their heads above water, but that prices will take a jump by September, but will not reach last year's mark at any time. He looks to the west, where conditions since spring have been better than in the east, to produce a good demand.

J. C. McKinley, Wheeling sales agent for the Fairmont Coal Co., says prices are now twenty per cent lower than a year ago. "The average

daily production for six days of the week in the United States is 1,000,000 tons," he declares, "and it will be five years before the consumption is on an equal basis. By this time many mines will be worked out and the demand will increase through the continued development of the country. I do not look for a real good showing this year except for steam coal."

T. M. Byrne, of Belington, general manager of the Maryland Smokeless Coal Co., by reason of the building of a branch road which will soon give his mines direct shipping to the Baltimore market, believes the slump in the trade will be over by the end of August and that a healthy trade will ensue in the east for his company. Prices will go up at least ten cents for run of mine, he thinks, by September.

An official of the Lorain Coal & Dock Co. says mines in eastern Ohio are now selling at less than the cost of production in order to run their mines and keep their labor from scattering. They believe the present stagnation is only temporary and will be over with the resumption of the steel and iron industries, now idle, and good crop returns from the west.

Charles W. Swisher, of Fairmont, connected with the Fairmont Coal Co., says the low water mark has been reached and is over for the year, but is not prepared to predict the extent of improvement.

Mr. Huston, of the Pocahontas collieries in McDowell county, says the operators in his section now filling long contracts at prices satisfactory under present conditions are preparing to ask for stiff advances over present quotations as soon as possible.

Justus Collins, of the New River-Kanawha region, is of the opinion that the demand has already begun to show improvement and that the prospects for better prices are certain, but does not expect as good as this time a year ago.

Michael Gallagher, of Mt. Pleasant, says the lateness of the opening of the lake trade will have a recompense for West Virginia and Ohio coal men in good strong orders through the fall and early winter and that month for month, from September to December, there will be little difference over last year in production.

Predict an Advance of Ten or Fifteen Per Cent.

None of the operators seen cared to go on record as to prospects in detail for comparative tonnage and prices compared with 1903. They point to run of mine now selling as low as ninety cents a ton as the limit and all declare without hesitation that the price of coal is certain to increase from ten to fifteen per cent in all grades. They differ on when the improvement will begin and are governed in this respect by the stagnation in the metal industries which affects coking coal and steam coal and likewise cannel. They figure to some extent on domestic, but that trade is open, with anthracite having possibly the better chance for orders.

Market at Omaha Will Improve.

Expected That Western Coals Will be Stocked More Freely After the First of August—Demand For all Coal During Summer Has Been Very Quiet.

OMAHA, NEB., July 21.—(*Special Correspondence*).—The coal trade in Omaha and at tributary points has been in a quiescent state all summer and dealers find that the extremely low prices made in the early months on anthracite did not attract the consumer, proving that they are very reluctant to part with their money at this season of the year, when the high freight rates make the delivered prices on coal so high. Consequently dealers in general do not favor the idea of establishing low prices in the early months on future season's business.

Eastern bituminous trade has been very quiet all over the state, due to the late season and also to the fact that the western roads and mines have established low prices and rates for storage purposes. This will be the means of allowing them to fill their winter orders in better shape and at the same time will lessen the sale of Illinois coal in this market during the winter to some extent. The threatened changes in freight rates are causing considerable commotion amongst the manufacturing industries and will work a great hardship upon them if carried into effect.

The market on steam coal has been an average one up to the present. The strike amongst the packers has materially lessened the consumption of steam coal and hence thrown quite a supply upon the market.

Summing up the matter in its entirety, we believe that the decreased demand and scarcity of orders up to this time of the year will be offset by the increased demand for coal for stocking purposes from now on and that prices and the general tone of the market will be better after the first of August when all storage rates will be withdrawn.

Buying is Backward at Detroit.

Dealers Have Not Yet Laid in Stock of Bituminous Coal for the Winter—Prices During Fall Will be Moderate But Demand Will be Steady.

DETROIT, MICH., July 21.—(*Special Correspondence.*)—The Bituminous Coal trade in Detroit and throughout Michigan and Canada, in keeping with other parts of the country, was extremely dull during May and June. It is reported by old coal shippers that nothing like it has been experienced in many years. Previously, during dull times, there was a market for coal at some price, but this year consumers seemed to prefer waiting and only buying such coal as they actually required for immediate consumption, believing prices would be lower on later purchases. For some time their predictions have proved true, but it would seem that they have at last reached bottom, and if there are any further changes to be made, it must be an advance. Notwithstanding this, buyers are slow to take stocks and by reason of the low prices, and strong competition for business, the consumers have been encouraged to think they will get still lower prices. In this, however, they are certainly mistaken and in a very short time, those who have not taken stock will find, to their regret, that the prices have advanced, and that shippers are not anxious for contracts at any price. After the month of August, it would seem to be, for the balance of the winter, a case of railroad transportation, taxed to its limit to take care of the requirements of the trade, for both domestic and steam purposes. Some of the larger and wiser consumers are beginning to take stocks and trade seems to have taken on a new life.

The steam coals have suffered, during this dull period, of course, as many factories bought heavily during March in anticipation of a strike and these stocks are only now becoming exhausted. In Canada, the Grand Trunk Railroad was so blockaded, from the Buffalo frontier, that coal which was consigned to points in Canada, and passing through Stratford has been delayed until the last two weeks, some of this coal now being on track at destination, and consignees scarcely knowing what to do with it. There has not been such a congestion at Detroit for the past six weeks, and coal is moving freely throughout Michigan and Canada through this gateway.

Dealers Realize Importance of Ordering Coal Now.

The highest grades of domestic bituminous coal have commanded circular prices, and while trade has been dull there has been no inclination to cut the circular, but as prices are also lower now than they will be later, the dealers are beginning to realize the importance of ordering coal now. Up to this time, no stocks of bituminous coal have been taken by any of the dealers, they claiming they had not the time nor inclination to handle this grade of fuel.

Anthracite has been in demand all season by dealers all over the territory above mentioned, but shipments have not been as free as many of them would like. Orders placed in April are just being completed, and some of the largest of our local dealers have their full supplies, while the smaller dealers have not yet taken stock, either through inability to get it or lack of desire to place their orders. Some of the latter prefer to buy their coal as they want it, from time to time, believing they can get just as good prices, when the extra cartage or the additional cost of handling is considered. Altogether, the trade is well supplied with anthracite and unless we have a repetition of the extreme weather of last winter, it would appear that shipments later in the season would be made freely, and at circular prices. The docks in the northwest will be amply provided for, prior to the close of navigation, and as the eastern trade is now well supplied, the attention of shippers will be most naturally turned to the western all-rail trade, for a fair portion of the output.

Smokeless coal, from the New River and Pocahontas fields, together with gas house, Solvay and Connellsville coke, will cut deep inroads into the anthracite fuel in this section of the country, as prices on these fuels are very low and people are learning to use them to good advantage.

In Detroit a steam-heating plant has been established to furnish heat to the larger residences and another one for the down-town office buildings, which will affect both anthracite and bituminous. Notwithstanding these various drawbacks, it would seem that after the month of August the trade on all grades of fuel should be fair and at uniform but moderate prices.

The retail dealers complain that consumers are not taking their winter's supply of coal as early this year as usual, having forgotten the experience of two years ago, and believing that there will be no increase in prices later.

Northwest Depends on Crops.

Sufficient Anthracite Will be Received at the Head of the Lakes—Lake Tonnage of Bituminous Will Depend on the Length of the Season.

MINNEAPOLIS, MINN., July 21.—(*Special Correspondence.*)—Fuel business is slack in the northwest. As put by the president of one of the leading northwestern coal companies: "The people would rather lie in a hammock and swing a fan than think of putting in coal." There is no demand for advance domestic consumption.

Two questions were put this week to the heads of two big coal companies. "Will as much anthracite be required in the northwest the coming fall and winter as last season?" "Will the demand in the northwest for bituminous coal be as large as last season and will the dock interests be able to secure sufficient tonnage on their docks before the close of navigation to meet the demand, or will more of it be supplied by the all-rail lines?"

In regard to anthracite coal it was said at the offices of one of the leading companies that the increase in the consumption of anthracite had been steady year by year and that by analogy more hard coal will be required the coming season to supply the probable demand. The docks were cleaned up the first of the last shipping season, following the strike and were practically cleaned up again at the beginning of the present shipping season, so that conditions for comparison of the two seasons of consumption, the last and the coming one, are about the same. About 800,000 tons of hard coal were used last season from Buffalo and 200,000 tons from Erie. Since that time the country has been filling up with new settlers and the population of the large northwestern cities has been growing. It is fair to suppose that the consumption will reach a normal standard of about 1,250,000 tons, or possibly nearer 2,000,000 tons. Much depends upon the weather, as in the last four weeks of last winter as much coal was consumed for fuel as in an entire ordinary winter.

All-rail rates are prohibitive for anthracite, so that the lake boats must take care of the tonnage. Some congestion has existed at the head of the lakes ever since the boats which were already loaded to sail at the close of the strike arrived in a bunch. Docks fitted with electric lights will have to be worked nights, as on occasion four or five laden boats are waiting at one time waiting to get in to unload. As near a perfect adjustment of sizes as possible will be attempted. Last season there was a constant exchange of sizes among the companies and stove coal gave out six weeks before the season closed.

Bituminous Demand Depends on the Crops.

At the main office of a leading bituminous company in reply to the second question it was said to be as hard to predict anything in regard to the coal business as it is to forecast the wheat crop. If the crop is good, business will be good and the people will burn lots of coal. It is also hard to say today whether the lake tonnage will be sufficient to supply the demand without all-rail coal. About 5,000,000 or 6,000,000 tons of soft coal passed the Soo last season. If conditions are good this year and the season long, lake tonnage will be sufficient to care for the northwestern requirements.

The midsummer demand is limited. In the city of Minneapolis a large proportion of the business is taken care of by the local mills. The large contracts are nearly all closed up with the letting of the state institution contract last week to the North Western Fuel Co., of St. Paul.

W. R. Taylor, vice-president of the Philadelphia & Reading Coal & Iron Co., inspected the local office this week. He went on to the docks with J. H. Sessions, of Minneapolis, northwestern sales agent of the company.



Miners in Montana are said to be opposed to State Inspector of Mines Howard F. Welsh, of Helena, and are seeking to secure his removal. They are sending petitions to the governor of the state charging that the mines are not properly inspected.

The Deer Creek Coal Co. has commenced sinking its new shaft in Douglas township not far from Des Moines, Iowa, and has awarded the contract for the erection of the top works. It is expected that coal will be hoisted from the mine the present year.

The Youngstown & Southern railroad, of Youngstown, Ohio, is said to have made its final payment on the purchase of 1,100 acres of coal land at West Point, which it has acquired. No statement has been made as to whether the land would be developed or not.

SECOND ANNUAL COAL MEN'S PICNIC.

A Great Success.

UNDER the auspices of the Chicago Coal Exchange, the coal shipping trade of Chicago held its second annual picnic last Saturday at Pottawatomie Park, near St. Charles, Ill. The picnic was one of the greatest successes of the season. It was attended by over four hundred coal men and their employes, the day was ideal for an outing in the country, there was a complete program of athletic events, including a ball game, all of which were thoroughly interesting and everything was arranged in such a manner as to conduce to the thorough enjoyment of those fortunate enough to participate in it.

The Chicago Great Western railroad made abundant provision for the trip from Chicago, by providing a special train of eight coaches, which made the run to the picnic grounds in an hour and a quarter. Room was

1. Heavyweight race; all contestants must weigh over 180 pounds—First place, De Forest Pomeroy; second place, F. A. Holmes.
2. Fifty yard dash, free for all—First place, Roy Makemson; second place, Mr. Myers.
3. Shot put—First place, H. J. Koeber; second place, J. C. Williams.
4. One hundred yard dash, free for all—First place, Roy Makemson; second place, Mr. Myers.
5. Standing broad jump, free for all—First place, D. W. Buchanan; second place, J. C. Williams.
6. Standing high jump, free for all—First place, D. W. Buchanan; second place, H. L. Mariana.
7. Four hundred yard relay race, for teams of four men—Won by the



GROUP OF PICNICKERS AT THE COAL MEN'S PICNIC—ALL TRIED TO GET ON THE WATER WAGON, WHICH IS NEARLY COVERED UP, IN THE REAR.

provided for all on board, and the trip through the suburbs and to the picnic grounds was a most pleasant one in every respect.

Upon arriving at the grounds the first event was the ball game between the Black Diamonds and the Black Rocks, which was thoroughly enjoyable. The game lasted for three innings, and then, owing to the heat, was ended. The final score shows how evenly the two teams were matched, being five to five. "Norm" Birkland officiated as umpire, and rendered decisions which were never open to criticism. In the first inning the Black Rocks led off with three tallies to their credit. The Black Diamonds were blanked, but made up for this in the next two innings. The bleachers were filled with enthusiastic rooters for the two teams.

The next event on the program was the swimming match in the Rock river, which was closely contested. There were eight or ten entries in this event. First place was won by Fred Jones and second place by D. W. Buchanan.

Luncheon was served in the pavilion by the catering company and was greatly relished by the picnickers after the invigorating ride and exercise in the open air.

Result of the Athletic Contests.

During the afternoon the various athletic events occurred. The officials in charge were: Starter, L. R. Rutter; assistant starter, G. H. Merryweather; clerk of course and field, Charles Sweet; assistant clerk of course and starter, A. O. Tandy; judges, J. K. Dering, Fred Jewett and H. H. Taylor; announcer, Frank L. Browning. The committee in charge of the sports and pastimes were: D. W. Buchanan, L. G. Bruder, Al. Bunge, C. B. Chisholm, Roy Makemson, Jacob Miller, L. R. Rutter and Charles Sweet.

The various events were all exciting and resulted as follows:

Lehigh Valley Coal Co. team, consisting of J. H. Harmon, W. C. Tyn-dall, Stephen Ryan and Bert Bennett.

8. Tug of war, for teams of four men—Won by the Pittsburg Coal Co. team, consisting of F. J. Browning, J. Sullivan, J. D. Sauerberg and J. Goodwin.

9. Running broad jump—First place, H. J. Koeber; second place, D. W. Buchanan.

10. Running high jump—First place, D. W. Buchanan; second place, Mr. Dunning.

11. Boat race—First place won by H. J. Koeber; second place, Mr. Taylor.

All of the events were evenly contested and were attended with much interest. D. W. Buchanan was awarded the first prize, a handsome silver cup, as the best all around athlete, with twenty points to his credit. H. J. Koeber was awarded the second prize, a handsome silver cup, for being the next all around athlete with a total of fifteen points.

The Lehigh Valley Coal Co. won the relay race, which was very exciting, through superior team work and was presented with a handsome silver stein and four silver loving cups. The tug of war was also strongly contested and was one of the events of the day. Four teams were entered and the winners were obliged to pull against two of them. They were presented with a handsome silver stein and four silver loving cups. There were a few wagers on the side as to which team would win this contest, the adherents of the Pittsburg Coal Co. capturing the stakes.

The other contestants who won first place were awarded handsome silver medals and those who won second place with handsome bronze medals.

Major A. W. Horton, of the Pittsburg Coal Co., was called upon to make the presentation speech and congratulated the coal men of Chicago

upon the significant success of the occasion. He made the award of prizes in a felicitous manner. This is the first Chicago coal picnic Major Horton ever attended, and he felt as if he had always belonged to the crowd.

Following supper served at the pavilion, the homeward trip was taken and was enlivened with songs by the picnicers, led by "Norm" Birkland, and the Coal Men's Quartet, which is a highly creditable organization.

While the first annual picnic of the Chicago Coal Men was a significant and noteworthy success, the second held this year was the best ever held in connection with any industry. Arrangements were perfect, showing that President Hill and his able assistants know how to do these things. Picnic cheer prevailed at all times, and if there is competition during other days of the year, it was not in evidence last Saturday. The attendance was large, aggregating 423 persons by actual count, and all the large companies were represented. There was not a disorderly person on the grounds, no liquor was sold, and it is certain that in no other branch of business could as many persons have gotten together and have held a picnic as commendable in every respect as this one.

The second annual outing of the coal men has established beyond any question the permanency of these annual events. No one who attended would forego the pleasure if, by any means, it can be provided in future



"ROPED IN"—THE SNAP SHOT ARTIST ARRIVED JUST IN TIME TO SAVE THREE LIVES—DOES NOT THE PICTURE INDICATE IT?

years. THE BLACK DIAMOND wishes to congratulate the committee on crowning its arduous labors with such abundant success. It worked hard, paying all personal expenses individually, and met many obstacles in arranging the affair, but its labors were thoroughly appreciated.

A Few Floating Notes of the Day.

Will there be another picnic next year? Will a duck swim?

Commodore Dering was present but did not go near the water.

E. F. Cooke was taken ill and recuperated in nature's hospital under the trees.

Bathing was good in the Rock river and was thoroughly enjoyed owing to the intensity of the heat.

A baggage car was added on the return trip for the purpose of conveying D. W. Buchanan's prizes home.

Eugene Ambler demonstrated that he knew how to conduct a Coal Men's quartet. The members were all coal men and they could not be beaten.

Coxe Bros. & Co., Inc., were represented by seventeen of their employees. G. H. Merryweather, one of the most genial men in the coal trade, headed this noteworthy delegation.

Some of the leaders to whom credit is due for the success of the occasion are W. C. Hill, L. R. Rutter, F. J. Browning, Herbert H. Taylor, George Hobart and about a dozen others.

The photograph reproduced in this article was taken by the Manz Engraving Co., of Chicago. Enlargements of it, 11x16, can be obtained by placing the order with W. C. Hill, president of the Coal Exchange, Old Colony building.

"Norm" Birkland won two dollars from E. F. Cooke and R. B. Whitsett by betting on the tug of war. Then he matched dollars with them and lost it. He has decided to discontinue the practice of matching.

The illustration for the heading to this picnic article was made by H. V. Rorbach, with the L. M. Hammond Coal Co., who has much natural artistic ability. Mr. Rorbach was at the picnic and also took the snap shot of "Roped In," which appears herewith.

"Norm" Birkland worked harder than anyone else all day and contributed to the enjoyment of everyone. He umpired the baseball game, kept the crowd back while the athletic events were being run, led the singing on the return trip, and incidentally saw to it that everyone was enjoying himself. No picnic would be a success without him.



Will Build a New Dock at Milwaukee.

The W. B. Stone Coal & Coke Co., Old Colony building, Chicago, has acquired property in the Menominee valley at Milwaukee, Wis., on which preliminary work has been commenced on a new coal dock. The site purchased has a frontage of about 400 feet and is 700 feet in depth. It is on the south branch of the canal, and is believed to be one of the best coal dock locations in the city. Work on the dock, which will occupy the entire site, has been commenced and it is expected it will be ready to receive its first cargo of coal by September first at the latest. The dock will have a large capacity and will be modern in every respect. The latest machinery has been purchased with a view to equipping it to provide the greatest facility and dispatch for the handling of coal. Hoeking, Pittsburg, Youghiogeny, West Virginia splint, Pocahontas, Belmont and Lilly smithing will be handled over this dock to the northwestern steam and dealer trade.

The W. B. Stone Coal & Coke Co. is to be congratulated upon having acquired this property. The company, which was formed a little over a year ago, is dominated by strong financial interests and has made steady progress in the expansion of its business. It is also the owner of a well equipped and modern block mine in the Brazil district of Indiana, and large eastern operators are among the stockholders, assuring it the best of facilities in obtaining and shipping the standard grades of bituminous coal.



Lyndon M. Rutledge Is Married.

Lyndon M. Rutledge, president of the Cooke-Rutledge Coal Co., Ellsworth building, Chicago, was quietly married a fortnight ago at St. Louis to Miss Stewart, of Chicago. The wedding was the happy culmination of a romance in private life. Mr. Rutledge had informed none of his friends, except those associated with him in business, of the approaching nuptials. Miss Stewart was visiting the Louisiana Purchase exposition with her father and brothers, and the wedding was very quiet. Following the ceremony Mr. and Mrs. Rutledge left the world's fair city for an extensive trip in the west, visiting Denver, Kansas City and other points of interest.

Mr. and Mrs. Rutledge will make their home in Chicago. They have received many congratulations on their marriage in which THE BLACK DIAMOND heartily joins, wishing them all the pleasure and prosperity to be found in life.



The Consolidated Coal Co. has leased its Missionfield coal mines north of Danville, Ill., to the North Fork Coal Co., the Consolidated taking the output at eighty cents per ton. The contract calls for a production of 3,000 tons of coal per month as the minimum production and a larger production if possible.



Frederick R. Phillips, of F. R. Phillips & Sons Co., Pennsylvania building, Philadelphia, was recently drowned in Europe. He was on a sea voyage from Newport, England, to Algiers, and was washed from the deck of the steamship during a storm, afterward his body being recovered. W. Vernon Phillips, the son, has gone to England to bring the body back to this country.

Methods of Coal Mining Shown at the World's Fair.

Written for The Black Diamond by John C. Small.

COAL mining as exploited at the World's Fair offers much that is instructive to the visitor. Not only is it possible for one to descend a shaft and explore underground passages, but the industry may be followed from lifting and grading the products to loading, transporting and scientifically separating the ingredients for final consumption.

Models of great coal mining plants, miniature railroad cars, tipples and laboratories operating in the Palace of Mines and Metallurgy, show all of the various processes in modern coal mining, and in such a way as to attract the most uninterested person. The display of coal specimens, some of which show a vein fourteen feet in thickness, are but incidental to the greater display of machinery.

Every state in the Union and every nation in the world produces coal in more or less quantities, and the display at the exposition offers a splendid opportunity to study the various qualities, conditions under which the coal is mined and methods of working the plants. The visitor is at once struck with the wonderful economic system prevailing in the great mining sections of the United States.

The best impression of a coal mine is to be had by visiting one and this opportunity is afforded in an operating plant situated in the Mining Gulch. Here visitors are taken down in cages and allowed to see the miners at work. The subterranean darkness gives a realistic

Clay county. Included in the exhibit are many interesting specimens of Indiana products.

Illinois shows a bituminous specimen eight feet in thickness. There is also an interesting display made by the mines in Sangamon county. Other specimens are from Madison county, these mines being in the close vicinity to the world's fair.

Old King Coal sits proudly upon his throne in the Virginia section, the black fuel finding its apotheosis in a dusky monarch sculptured from chunks of Virginia coal. The exhibitors are the Virginia Coal & Coke Co., the Virginia Anthracite Coal Co., the Stonega Coal & Coke Co., the Norton Coal & Coke Co., the Great River Coal & Coke Co., the Virginia Iron, Coal & Coke Co., and Crane's Nest Coal & Coke Co.

The Davis Colliery Co., of Elkins, W. Va., shows a model plant in operation and with it demonstrates the methods used in mining the great output of that section. The miniature mechanism is worked out in patient detail, and the effect is much the same as if a visit should be paid to the larger plants.

In the Missouri exhibit there is an operating model of a coal mine tippie, equipped with the most modern four-track shaking screen and automatic self-dumping cages. This state is constantly developing new mines and the vastness of its resources is shown by exhibits from the various parts of the state in which coal is found.



PALACE OF MINES AND METALLURGY AT LOUISIANA PURCHASE EXPOSITION.

effect, though the exhibit be improvised. Above ground may be inspected the hoisting machinery and loading apparatus in actual operation.

Pennsylvania, the greatest coal-producing state, has one of the most attractive installations, a great arch over the main entrance to its section being constructed entirely of anthracite which shows a polished surface and natural fracture. There is in this exhibit a working model of an anthracite coal breaker and mine. The principal contributors to the exhibit are the Philadelphia & Reading Coal and Iron Co., the Delaware, Lackawanna & Western, the Lehigh Valley, the Hillside Coal & Iron Co., the Delaware & Hudson Canal Co., the Lehigh & Wilkes Barre Coal Co., the Pennsylvania Railway Co., the Scranton Coal Co., the Temple Iron Co., and Coxe Bros. & Co., Inc.

With a working model there is shown in this exhibit the methods of mining anthracite under the several conditions of its occurrence. Various types of mining plants and topographical maps of the mining regions add interest to the display, which also includes a big collection of specimens showing the magnitude of the veins and quality of fuel.

From the far-famed Connellsville district some interesting bituminous specimens have been sent. One of these from the H. C. Frick Coke Co. was taken from a vein sixteen feet thick, as is shown by the solid piece on exhibit. Another monster specimen is from Patton, Pa., contributed by the Beech Creek Coal & Coke Co. A notable sample of anthracite is from the bottom bench of the Mammoth vein in the Lattimer mines at Hazleton.

Marking the entrance to the Indiana section is a great tower built of bituminous coal from the Freeman mines in Green county. The base of the tower is of block coal from the Brazil Block Coal Co.'s mines in

While Alabama is a coal-producing state, the feature of its exhibit in the Mines and Metallurgy palace is an iron and steel display, a monster statue of Vulcan, cast in iron, representing the metal resources of the state. But as Vulcan is the god of fire as well as of metals it was appropriate that fuel should play some part in the exhibit and the base upon which the statue rests is made of coal and coke.

Colorado shows samples of anthracite taken from the Yampa mines. These have attracted considerable attention from coal men who have visited the exhibit. Among other specimens from this state is one showing a fourteen-foot vein, exhibited by the Denver & Northwestern Fuel Co., of Denver.

Among the exhibitors from New Mexico are the New Mexico Fuel & Iron Co. and the Gibson Developing Co. Wyoming has several handsome exhibits made by the Union Pacific Co. and the Kemmerer Coal Co. These mountain specimens have developed high tests and are given prominent rank in the list of fuels.

Kentucky Has an Excellent Display.

Kentucky has made a big display of its coals with an installation that commands attention. An arch of rich, black fuel stands at the entrance to the exhibit and about this are banked high, specimens from the various mines. These are accompanied by geological statistics and assay figures showing the quality of the products.

Kansas, the Indian Territory and Oklahoma, which supply most of the fuel consumed by the railroads and manufacturing industries of the southwest, have a big display of soft coal specimens. South McAlester, Coalgate and Hartshorn have furnished some of the most interesting specimens in the Indian Territory collection.

Utah coal, of which there is a large quantity displayed at the World's Fair, is interesting because of the fact that, though bituminous, it requires no cleaning. A specimen called the "Sunnyside," is excellently adapted to cooking purposes and tests have proved it to be the equal of the best Connellsville. Summit and Santa Fe counties are large producers of a coal of different quality. Utah is now supplying all of its big smelters and railroads and a large quantity is being shipped to the Pacific coast to supply ocean liners.

In the Pittsburg Coal Co.'s exhibit, which is one of the largest and most interesting, is to be seen a specimen of the most productive gas coal that has yet been found, taken from the second pool of the Youghiogheny mines. Not every person is aware of the value of coal in the manufacture of gas, and an explanation of its usage is an entertaining part of the exhibit. In this section is shown the model of a ship-loading device which, with only four men to operate it, hoists whole cars of fuel and dumps their contents bodily into the hulk of the vessel. One of

the Pittsburg's company's big mining plants is reproduced here in miniature and may be seen in operation.

One of the most surprising features of the entire coal display is an exhibit of coal by-products, made by a New York company. A ton of coal is shown and beside it are displayed the products extracted from an equal amount of the fuel. Then the matter of utilizing the tar, oils and chemicals is demonstrated in the manufacture of street paving, paints, etc.

Coal mining machinery of the latest improved pattern is shown in the Palace of Mines and Metallurgy, the greater part of it in operation. It consists of cars, lifts, drills, pumps and all manner of apparatus, which are exhibited by the leading manufacturers of both the United States and Europe.

Canada proves itself to be rich in coal, some splendid specimens being sent from the great mining districts of Nova Scotia. Japan, also, makes several entries in the fuel display and shows the rapid development of the mining industry in the orient.

The Coal Testing Plant at the St. Louis Exposition.

ONE of the interesting features of the outdoor exhibits connected of the United States geological survey, the construction and operation of which was provided for in an appropriation by congress during the latter part of the session ending March fourth, with the department of mines and metallurgy is the coal testing plant 1904. In accordance with this act the director of the survey appointed a committee consisting of Prof. J. A. Holmes, M. R. Campbell and Edward W. Parker to carry on the work. The law provides that this appropriation shall be used for analyzing and testing the coals and lignites of the United States to determine their fuel values and the most economical method for their utilization for different purposes, but declares that all testing machinery and all coal and lignites to be tested shall be contributed free of charge to the government.

Immediately upon the approval of this act the work of laying out the plans for the plant was begun, and at the present time the construction work is practically completed and the machinery and other equipment is being rapidly installed. The manufacturers of the equipment necessary for conducting these tests have been quick to realize the importance of the work and have contributed machinery and equipment valued at many thousands of dollars free of charge. The railroad companies have also shown great interest and have delivered a large part of the equipment to the plant free of freight charges, and have furnished free transportation to the survey men in the field who are to look after the shipment of the coal to be tested and to collect the samples for chemical analysis. The construction of the buildings, the laying of foundations, the connecting of the different portions of the plant by shafting, evening, etc., and the water and gas pipe connections have been paid for out of the survey appropriation.

The plant when entirely completed will consist of a boiler house, engine house, a coal roaster, coal dryer, a gas producer, two briquetting plants, three coke ovens, and a thoroughly equipped chemical laboratory for analyzing the coals and lignites and for making calorimetric observations.

Description of the Testing Plant.

The boiler plant consists of two Heine tube boilers of 250 horsepower each, contributed by the Heine Safety Boiler Co., of St. Louis, and one Frost 100 horsepower five-tube boiler contributed by the Frost Manufacturing Co., of Galesburg, Ill. The steam producing tests are under the direction of Prof. L. P. Breckinridge and Prof. D. T. Randall, of the mechanical engineering department of the University of Illinois. They will have as assistants about half a dozen of the best students in that department. The larger boilers will furnish steam for a 250 horsepower Allis-Corliss engine which has been furnished by the Allis-Chalmers Co., of Milwaukee. The smaller boiler will run a 100 horsepower Frost engine (contributed by the Frost Manufacturing Co.) and will consume the gases and smoke from the coke oven plant. These engines are located in a large room adjoining the boiler room. In this room are also placed a 250 horsepower Bullock electric generator operated by the Allis engine, a 250 horsepower Westinghouse gas engine, contributed by the Westinghouse Machinery Co., of Pittsburg, Pa. This gas engine is connected to a Westinghouse generator, contributed by the Westinghouse Electric & Manufacturing Co., of Pittsburg. The gas for operating this engine is obtained from a Taylor gas producer contributed by R. D. Wood & Co., of Philadelphia, Pa. The gas producer plant, all of which has been furnished free of charge, consists of a Taylor producer, a scrubber for removing the tarry products from the gas and a gas holder of 5,000 cubic feet

capacity. The purpose of this producer plant with the gas engine and electric generator is to ascertain the relative efficiency of the coal when used under boilers and when used for generating power in a gas engine.

The coke oven plant is of the beehive plant and was constructed of fine brick furnished free by the Laclede Firebrick Co., of St. Louis. In these ovens the coking quality of coals will be tested and the amount of coal used and coke produced will be accurately ascertained. The coke will be tested for foundry purposes in the Model foundry adjoining the testing plant.

Description of the Briquetting Plant.

One of the most important features connected with the coal testing plant is the briquetting machinery, of which there are two kinds. One is of English manufacture and contributed by William Johnson & Sons, of Leeds, England. In order that this machine might be obtained and operated at this plant under the law, the freight thereon was paid by one of the large coal mining companies of St. Louis. The other briquetting machine is one built by the Chisholm-Boyd & White Co., of Chicago, for the National Compressed Fuel Co., of the same city, the latter company contributing it as a loan to the testing plant. These briquetting plants are installed for the purpose of showing, if possible, how the slack coal of bituminous mines, anthracite culm, and lignites may be more economically utilized.

The chemical laboratory has been equipped under the supervision of Prof. N. W. Lord, of the Ohio State University. Professor Lord's work on the analysis and calorific values of Ohio coals has not been equalled by any similar investigations in the United States and his selection for this work was natural, in fact was the only thing that could be done. Professor Lord has selected for his chief assistant, E. E. Sommermeier, who holds the same relative position at the university.

A portion of the coal to be tested particularly for coking purposes will have to be washed. This will be accomplished by means of a washing plant containing two washing jigs and furnished by the American Concentrator Co., of Joplin, Mo.; the other by the Link Belt Machinery Co., of Chicago. All of the coal to be tested will be delivered at the machine and crushed to uniform size in a Williams Crusher, furnished by the Williams Patent Crusher and Pulverizer Co. It is then either elevated to the top of the washery and either washed and afterward distributed or delivered direct to a system of belt or conveyors, installed by the Robbins Conveying Belt Co., of New York, and distributed to the different portions of the plant.

Other free equipment furnished to this plant are scales by Fairbanks, Morse & Co., of New York and Chicago; thermometers by the Appliance Manufacturing Co., of Chicago; the Chantillon pyrometers by Charles Englehardt; balances by Hohman & Maurer Manufacturing Co., of Chicago; fire brick from Parker & Russel Co. and the Evans & Howard Co. The railroads who have helped in furnishing free transportation, both passenger and freight, are the Missouri Pacific, Pennsylvania, Southern, Baltimore & Ohio, Chesapeake & Ohio, Big Four, Illinois Central, Chicago & Alton, Burlington, Frisco, Rock Island, Chicago & Northwestern and Terminal Association of St. Louis.

It will be well for the public at large, and those immediately interested, to know that these tests are not designed in any way to be comparative or competitive in character. The purpose is not to determine whether one coal or another is best fitted for a given purpose, but rather for what purpose each individual coal is best adapted and by what process of treatment of manipulation the best results can be secured.

Coal Men's Day at World's Fair a Success.

COAL Men's Day at the world's fair was a great success except that not as many outside coal men attended as were expected. Among the prominent visiting coal men were: Robert Lake, Jackson, Mich., president of the National Council of State and Inter-State Retail Coal associations. Elmer C. Packard, vice-president, Brockton, Mass.; Chas. A. Cruikshank, treasurer, Hannibal, Mo., and Jas. T. Eaman, secretary, Detroit, Mich.; P. Brandenburger, president of the Glendale Coal & Mining Co. and vice-president of the New York and Pennsylvania Retail Coal Association; C. H. Chisam, Omaha, Neb., president of the Coal Dealers' Association of Iowa and Nebraska; P. A. Coen, Pittsburg, of the Pittsburg Coal Co.; J. D. Crable, Litchfield, Ill., manager of the Litchfield, Ill., M. & I. Co.; B. W. Hanna, Kansas City, Mo., secretary of the Mid-State Wholesale and Retail Dealers' Association; W. J. Hamilton, Columbus, Ohio, of the W. J. Hamilton Coal Co.; Frank E. Lukens, Chicago, Ill., secretary of the Illinois and

the appreciation of the Exposition management for the large attendance. He then spoke about the exposition and its purposes and stated, as everyone knew, that it was to commemorate the one hundredth anniversary of the Louisiana purchase. He told about the magnitude of it and how the exposition was appreciated by everybody everywhere and that it belonged to the whole civilized world and was not sectional. He told how people expressed their surprise at its greatness and said all but two countries were represented officially and that those two countries had exhibits. He said that everything that brain and brawn of men could devise was represented; that there were 126 acres of exhibits and this did not include state exhibits, restaurants or concessions. He then told what could be seen in the exhibits, and invited a comparison with other expositions; how all would be removed and the park restored to its original condition and that nothing would be left but a memory. He referred to coal men as representing a mighty power in the land and that the exposition would teach them how to use the coal product; how the exposition would establish a more friendly relation with the orient and would pave the way for closer commercial relation with all the nations of the earth. He thought that the coal men could spend very profitably a week on the grounds seeing the exhibits and machinery. People, he said, thought it would be very hot in St. Louis, but that city was not any warmer than any other city in the country.

President Francis then said that Mayor Wells had been detained at his office on official business and could not be present, but had asked him to extend a welcome for him.

Three Cheers for President D. R. Francis.

Secretary Eamans proposed three cheers and a tiger for President Francis, that were given with a will.

President Lake, on behalf of the coal men, said that they appreciated the kindness extended and thanked President Francis for his cordial welcome.

The next on the program was an address, "For St. Louis Coal Men," by Edward Devoy, president of the Devoy & Feuerborn Coal & Coke Co. In introducing him Mr. Lake eulogized Mr. Devoy as a man and a coal dealer. Mr. Devoy said only a few words, to the effect that it was a compliment to St. Louis to be selected as the place of meeting. He hoped it would help the St. Louis coal men to learn something and benefit the coal trade of the city. He did not intend to inflict those present with a long speech, but to say only a few words. He said that St. Louis was at the disposal of the visitors and he welcomed them, but added that there could not be a worse set of coal men than those in St. Louis, warning those present to beware, which resulted in much laughter. He expressed the hope that the visit would be of mutual benefit and the visitors' stay would be a pleasure and a profit.

"America" was then sung by all present, accompanied by the orchestra.

Mr. Lake then introduced P. H. Penna, who started on his address, "The Coal Miner and the Man," by saying that he was more than glad that the coal men had departed from the usual style and invited a coal miner to participate in their proceedings. He occupied his present position with no one to thank but himself. He won his position by suffering and sacrifice. Men never knew, he said, of the suffering of the coal miners, except in time of strikes and when coal advanced. They blamed the coal miner for everything and made him the object of censure, without considering whether he was right or wrong. That time, however, had passed. Formerly if the miner had a grievance he was discharged from one mine and prevented from working in another. Today he knows the power of organization. His own well-defined purpose for years was to sell his wages collectively. Now, instead of fighting, the miners get together with the operators and arbitrate. He said the strike of '97 brought the miner and operator together and they do not have to fight. He spoke of John McBride, of Columbus, Ohio, as the one who did the most to bring conditions to where they are. The operators did not think at one time that the miner had the right to have coal weighed. Now that time had gone. Now the miner will not allow any of their people to be discharged for asserting their rights. Continuing, he said that the miners are going to maintain their organization, because it is necessary. The public good lies in that direction. He added that the miners were not going to tolerate any abuse of their organization. They were going right along and leave "issues" alone. He spoke of the right to unionize, and also said that few trades were more intelligent than that of the coal miner. They were once taught to dislike the operator. Education is doing away with that feeling and the animosity is dying out. Another thing was the improvement in the way the operators were housing the miners. At one time



ROBERT LAKE, JACKSON, MICH.,
WHO PRESIDED COAL MEN'S DAY AT WORLD'S FAIR.

Wisconsin Retail Coal Dealers' Association; F. W. Minton, Detroit, Mich., of the Philadelphia & Reading Coal & Iron Co.; Geo. H. Mitchell, Mill Village, Pa., secretary of the New York and Pennsylvania Retail Coal Association; J. D. Peters, Herrin, Ill., vice-president and general manager of the C. & C. Co.; W. A. Reed, Elyria, Ohio, and D. L. Tuttle, Buffalo, N. Y., sales agent Philadelphia & Reading Coal & Iron Co.; P. H. Penna, Terre Haute, Ind., ex-president of the United Mine Workers of America, and Herman Justi, Chicago, Ill., commissioner of the Illinois Coal Operators' Association. There were also many local coal men, who acted as a reception committee. All told there were about seventy-five, who, at eleven o'clock, took three special cars waiting to convey the party to the world's fair grounds. About fifteen minutes before the fair grounds were reached a very hard rain commenced and it was raining hard when the party left the cars, which necessitated a wait of half an hour before the rain stopped. Just inside the world's fair entrance a line was formed and, escorted by a detachment of exposition guards and preceded by the exposition band, the coal men, who were joined by others at the gate, moved up the Plaza and marched to the Hall of Congress, in the Administration building.

The hall was handsomely decorated for the occasion and an orchestra furnished music during the exercises.

It was one o'clock when the assembly was called to order. In calling the meeting to order President Lake spoke of the magnitude of the exposition and of the support and courtesies extended by the exposition officials to the coal men.

Mr. Lake then introduced President D. R. Francis, who first expressed

they had nothing but stalls like the mules that worked in the mines. Now that had been done away with. The operators now encouraged the miner who wanted to rise. He concluded his address by saying he could say a great many things concerning the miners.

Mr. Lake then introduced Herman Justi, of Chicago, who spoke on "The Coal Mine Operator Versus the Public," and delivered an able address.



"A Dish of Commercial P.S."

ONE OF the interesting addresses made on Coal Men's Day at the Louisiana Purchase Exposition was that delivered by D. L. Tuttle, sales agent at Buffalo for the Philadelphia & Reading Coal & Iron Co. The address was prepared with much care and in part follows:

"In order to lead up to a consideration of some of the topics which it has seemed to me might be of benefit, and also to have a text to talk



D. L. TUTTLE.
BUFFALO, N. Y.

to, or at, or around, as the case may be (or possibly for the lack of a better title), allow me to serve you at this point in this four-course intellectual banquet with—

A DISH OF COMMERCIAL P'S.

"As one is usually somewhat curious as to the component parts of an article of food that has been prepared to be partaken of—particularly if it be a strange dish—and as curiosity is by no means solely an attribute of the gentler sex, I will take you into my confidence by informing you as to the ingredients used, with the assurance that they simply have been stirred up together, using a due and reasonable amount of seasoning.

"*Ingredient No. 1—P-L-A-N, Plan.* 'Order is Heaven's first law.' 'Let all things,' says the sacred writer, 'be done decently and in order.' It has been said of order that it is the sanity of the mind, the health of the body, the peace of the city, the security

of the state. To this might be added—and one of the prime factors in the successful conduct of a business. Haphazard, happy-go-lucky methods 'don't go' in these strenuous days, and a business man who is up-to-date and down-to-business formulates and has constantly before him a well defined plan as a basis for his work. He thinks, acts, and succeeds. A plan is necessary. How shall we P-L-A-N?

"P—Persistently, L—Liberally, A—Always, N—Now. No farmer expects a crop who has not sown the seed, and if he sows sparingly he knows full well the character of the crop that he will secure. The analogy holds good in a business enterprise. Planning on a liberal scale does not imply a reckless or indiscriminate use of money; neither does a dealer want to go to the other extreme and be parsimonious.

"Plan to keep your friendship in repair—good repair—for it is indeed one of the essentials to success in life that this should be done. The situation of some men in their loneliness is pathetic. In all your planning, plan to retain old friends, and plan to make new ones, remembering that friends are the dividends on invested friendship. Plan to keep posted on trade conditions in all sections, and on matters that affect these conditions—car supply, delays in transportation from different causes, shortage of coal, demand for coal, etc., to the end that the dealer might not be in the confused state of mind that the Irish woman was who was being cross-questioned by a lawyer, in a case in court. The point under inquiry was the relative positions of doors, windows, etc., in a house in which a certain transaction had occurred. 'And now, my good woman,' the lawyer said, 'will you be good enough to tell the court how the stairs run in your house?' 'How do the stairs run,' the witness replied. 'Shure, whin I am upstairs they do run down, and whin I am downstairs av coorse they do run up.'

"The lesson is—plan to take regularly and read faithfully the coal trade papers. Less than twenty cents per week pays the bills—you send your subscription and remittance to cover and they 'will do the rest.'

"Plan to keep a stock of the commodities you sell on hand, especially coal.

"To be in position to take care of one's trade at all times, and particularly in time of emergency, is worth, in personal comfort and added

revenue, profit and prestige, a great deal more than it costs. Does it not seem to you that it would be better, by far, to carry over some coal, and be able to fill all orders, than to try to work stocks down to 'the little end of nothing whittled off to a sharp point,' and inconvenience your trade for the small apparent saving in price, and not taking into consideration future losses incident to the customers placing subsequent orders with the dealer who always has coal? Is there any doubt but that many a dealer who has gone to the extreme to save carrying over, say ten tons of coal, eventually lost the sale of ten tons for every ton that he did not have with which to fill late orders?

"Plan to keep in touch with your sources of supply, and enable the sources of supply to keep in touch with you. Your name in an association's list of members settles one question, at least—you are a regularly recognized dealer, or you would not appear in the Year Book and membership lists. When an inquiry comes to hand from a firm with whom the wholesaler is unacquainted, the first thing the wholesaler does is to take down the association lists and ascertain if the party making the inquiry is a dealer; that is, the wholesaler does this if he is desirous of protecting legitimate dealers, and that is what he ought to do, for dealers are entitled to this consideration. By this I do not mean that sales should be confined to association members, but to dealers equipped for the transaction of a retail coal business, and not to the consumer. There is not a dealer in this audience today but that would be surprised to learn of the large number of communications that are received by wholesalers from consumers, and you would also be gratified to know of the correspondingly large number of letters sent in reply.

"*Ingredient No. 2—P-U-S-H, Push.* How shall we push? P—Persistently, U—Unceasingly, S—not Slothfully. H—Hard. Expressed in one word, all this means work. Sometimes in the spirit of enthusiasm in our work, some may say we are building air castles. Any good in an air castle? Certainly; just build a good foundation under it. Be practical. In pushing your plans, work on the principle that if you have an important letter that you wish a party to get without delay, do not write 'Rush' on the envelope and drop it in the mail box—put on a special delivery stamp, so that it will get special attention and dispatch and 'get there.' If you do not do all you can legitimately to help yourself and your prospects you can depend upon it that no one else will—the other fellow is probably busy working out his own plans, and most of us have about all we can do, so 'push things.' That is a good motto for anyone to adopt. In business life the man who succeeds is not the one who is waiting to be pushed, but the man who pushes. Don't climb on the wagon when it is stuck in a rut and wait for someone to come and help you out for you will wait in vain, because those who would be willing to help you if you helped yourself will pass by on the other side. Get down and try to push it out, and if you are successful the first man who sees your efforts will lend a hand.

"One good way to push is to advertise regularly in your home papers in a judicious and appropriate manner. Many times agents and traveling salesmen purchase papers in cities and towns to see what dealers advertise and keep their business continually before the public. Another method, in addition to newspaper advertising, is special advertising along lines that have proved in many instances successful—distribution among customers and prospective customers of suitable novelties for office, household or personal use. Advertising pays.

"If one is to succeed in his work one thing, at least, that will contribute greatly to success is to like the work. Phillips Brooks, in a recent address, said, 'Joy in one's work is the consummate tool without which the work may be done, indeed, but without which the work will always be done slowly, clumsily, and without its finest perfection.' Therefore, like your work. 'If things don't go, push them. Push hard. Keep on pushing. All things are possible to the man who pushes. No difficulties can frighten him; no obstacles can daunt him; no failures can discourage him; success is as certain to follow him as night the day.' What is the talent of success? Nothing more than doing what you can do well, and doing well whatever you do.

"*Ingredient No. 3—P-A-Y, Pay.* When shall you pay? P—Promptly A—Always. Who shall pay? Y—You, of course!

"On one occasion I heard a prominent clergyman say that when he considered the manner in which some church members treated their financial obligations to the church it reminded him of a certain text that he would like to use as a basis for a sermon. It is part of a verse that occurs in the parable of the unjust steward: 'And he laid hands on him, and took him by the throat, saying, "Pay me that thou owest."'

"I am not quite sure but that sales agents, as they look over their outstanding balances when the completed statement for the preceding month is placed on their desks by the head bookkeeper, sometimes wish that they, too, might have the ability and opportunity to preach a sermon from such a text. Possibly it could be stated a little more strongly and

it can be said that on some occasions the sales agents would feel like suiting the action to the words, provided they had the requisite physical training.

"It will be a happy day for 'all concerned' when dealers in every line of trade appreciate the great value of a first-class credit with the wholesaler, the manufacturer and the producer. The consummation greatly to be desired by both parties to a business transaction can readily be brought about by a very simple process—don't forget the date of your account each month for the shipments made to you during the preceding month, and, placing your autograph on the business-end of a check which has all the spaces properly filled in, duly enclose it in the regulation covering, on which is endorsed the address of the person, firm or company whom you desire to receive your remittance, and trust 'Uncle Sam' to do his duty in consideration of the adhesive evidence attached to the envelope that two cents has been paid for the services that you expect his employees to render in connection with the transaction.

"Many a dealer who has a low rating in the commercial agency books is extended a moderate line of credit, because he does as outlined above, and, really, the best recommendation a dealer can have is that his bills are paid O. T. (on time). It helps in two ways: He is all right with the company from whom he purchases his stock, and when inquiries come to the sales agent from the commercial agencies, as they do, making detailed inquiries as to customers, their methods of doing business, general reputation for fairness in business transactions, promptness in meeting obligations, and asking for other pertinent information, I can assure you that it is a genuine pleasure on the part of the sales agent to make favorable replies to the questions, and to answer 'pays promptly.'

"Last winter I was opening my morning mail and in it was one letter that contained a memorandum: 'Am in a hurry—cutting ice.' No date, no signature, no anything, except a check for one thousand dollars. I said to myself, Oh! that there were more dealers cutting ice, if it worked that way. A little later this dealer called at my office and I asked him how he did it. In reply he simply handed me a card which he took from a supply he had in his pocket. It read as follows:

* *

: I KNOW YOUR CREDIT IS GOOD :
: BUT I AM DOING A :
: CASH BUSINESS. :
: JOHN SMITH (?). :
* *

"If he did not have any spare time (he used his time in making more money, instead of chasing up delinquent customers—the former a much more pleasant and profitable occupation), he had some spare cash.

"I have been talking about paying. Permit me at this time to present you with a draft:

* *

: BANK OF PROSPERITY. :
: :
: \$\$\$\$\$\$ ST. LOUIS, Mo., July 20, 1904. :
: At sight pay to The Retail Coal Dealers, U. S. A. :
: and Canada, Three Hundred and Sixty-five Happy :
: Days Every Year. :
: Value received in your friendship, and kindly re- :
: member your well wishers. :
: To THE NATIONAL BANK OF FORTUNE, :
: STATE OF HAPPINESS. :
: No. ONE. THE WHOLESALERS. :
: Per D. L. T. :
* *

"As a closing word of exhortation, allow me to quote from Holy Writ: 'Finally, brethren, whatsoever things are true, whatsoever things are pure, whatsoever things are honest, whatsoever are just, whatsoever things are lovely, whatsoever things are of good report: if there be any virtue, and if there be any praise, think on these things.' "

Address by C. H. Chisam, of Omaha.

Mr. Lake then introduced the last speaker on the program, C. H. Chisam, of Omaha, Neb., who spoke on "The Settlement of the Short Weight Problem with the Railroads of Omaha and Nebraska." He said:

"The retail coal dealer of today is a great improvement over his predecessor of a few years ago. The coal business has been going through an evolution, and stands out prominently now among the foremost lines of trade. The time was, and not so long ago either, that any man with a few dollars in his pocket could start up a retail coal business and skim the trade at its most profitable season without the slightest difficulty, and this fact necessarily entailed a certain reproach, the stigma of which placed the business in an unfavorable light with merchants in other lines of business, and with the general public. To have insinuated that a coal

dealer was a merchant would have called forth a contemptuous criticism. He ranked fairly well along with a junk dealer in the public mind, but of late this has changed materially. The bright, progressive men who had made a partial success of the business began to figure where they 'were at,' and to see why they were there. It dawned upon them that certain rights belonged to them, and that they were being defrauded out of the enjoyment of them. They had a very clear idea as to what these rights were, but very murky ideas as to how to obtain the benefit of them. They had invested their money and time in order to supply their neighbors with the most important of commodities, for at best but a very meager compensation. Throughout the greater portion of the year they were accorded the privilege of carrying supplies sufficient to care for the needs of the communities in which they lived, but at the first intimation of a profitable time, they invariably found their field invaded and their calculations upset in a manner which destroyed all hopes of a profitable season. Some of the coal dealers were evidently good people and in the reading of their Bibles they found the verse which states 'It is not good for man to be alone,' and the idea of association among the coal dealers was evidently the result of the study of Biblical lore.

Primal Objects of Retail Associations.

"The primal object was to combine the interests of individual coal dealers in a manner which would be effective in curbing the encroachments of scalpers, poachers, snow birds and track dealers, and in a manner which would result in confining the coal trade within the boundaries of reason, and serve to make the coal business respectable and respected. This was a slow process, but in the course of a few years it has become a powerful agency for good, and the association idea has spread until it has covered the northern portions of the United States from the Atlantic seaboard to the Rocky mountains, and too much of praise and commendation can not be given to the brave hearts which first instituted the reform of the coal trade.

"Other ideas in the association have followed naturally, and it has become possible for associations to handle matters of far greater importance than the illegitimate coal dealer. The associations of the coal dealers have become a most important factor in securing relief from extortion by means of short weights of dishonest shippers, and excessive freight charges by railway companies, and already other vistas of usefulness have appeared and still other evils will have to give way before the united strength of the coal dealers in association, until the business is made a thoroughly respectable line of trade, and the coal dealer of the past develops into the coal merchant of the future."

Mr. Chisam concluded by telling what his association had accomplished and of the number of concessions that it had secured from the railroads and how hard it had been to get them.

It was after four o'clock when the assembly adjourned, when the visiting coal dealers were taken in hand by the local coal men and shown "the sights."

The National Council of State and Interstate Retail Coal Associations met at the Planters' hotel on Thursday.



Pennsylvania Coal and Coke Shipments.

The statement of coal and coke originating on Pennsylvania railroad lines east of Pittsburg and Erie for the week ending July ninth is as follows:

Short tons—	1904.	1904	1903
	Week ending July 9.	Year to July 9.	Year to July 11.
Anthracite coal	49,646	2,282,683	2,413,802
Bituminous coal	393,846	13,806,043	14,286,123
Coke	117,304	4,413,251	5,222,047
Total	560,796	20,501,977	21,921,972



A. J. Eggensberger, with W. S. Harman as general sales agent till July first, has resigned to accept a similar position with the Western Fuel Co., Adams and Rockwell streets, Chicago.



The new shaft at Atchison, Kan., has reached coal at a depth of 1,130 feet and the citizens of that town are jubilant. The shaft was constructed in the face of many financial difficulties, but the citizens persisted in their determination to reach coal. A three-foot vein has been opened. The mine will be worked by the Weir Coal Co., of Kansas City.

Kentucky Exhibit at St. Louis Exposition.

KENTUCKY'S exhibit at the Louisiana Purchase Exposition, consisting of cannel coal, ordinary bituminous coal and coke made therefrom, is handsomely and effectively installed. The front of display is a striking cannel coal arch and wall, constructed entirely of material secured from the mines of the Kentucky Block Cannel Coal Co., of Cannel City. Immediately on the inside and to the right of the entrance arch is a pyramid of cannel coal from the mines

Harry U. Bernard Dies Suddenly.

A great shock was caused the coal community of Chicago Friday morning of this week by the sudden death of H. V. Bernard, of the coal firm of Franklin & Bernard, Ellsworth building. Mr. Bernard had been ill for over a year, but was only confined to his home a day previous to his death. His illness this week resulted from a nervous breakdown. Death was caused at 5 o'clock Friday morning from heart failure. Mr. Bernard was about thirty-five years of age and had been identified with



KENTUCKY COAL EXHIBIT AT THE WORLD'S FAIR.

of the Kentucky Cannel Co., Riverton, Ky. In the center of the section is a column of coal, eight feet two inches high, without a parting, taken from Blevin's Opening, Letcher county, and forming a part of the exhibit of the Northern Coal & Coke Co., of Pike county. Nearby are photographs showing croppings of this coal, and one photo is a picture of the mouth of Blevin's opening, showing a man riding on horseback from the huge aperture. The St. Bernard Mining Co., of Hopkins county, has installed a cannel washer, together with a large and varied exhibit of products of its works at Earlington. Other exhibitors, with creditable displays of their products, in Kentucky's section, are the Louisville Property Co., Whitley county; the Smith Mills Coal & Mining Co., Henderson county; the Tradewater Coal Co., Union county; the Empire Coal Mining Co., Christian county; the Fordsville Block Co., Ohio county; the Reinecke Coal Co., Hopkins county, with a large and complete model of its plant at Madisonville; the National Coal & Iron Co., Bell county; N. A. Fisher, Lawrence county; the Big Sandy Coal Co., and the Ashland Iron & Milling Co., of Ashland. The largest single block of cannel coal in the exhibit is that displayed by M. D. Archibald and C. A. McQuay, of Morgan county, a block that measures four feet square.

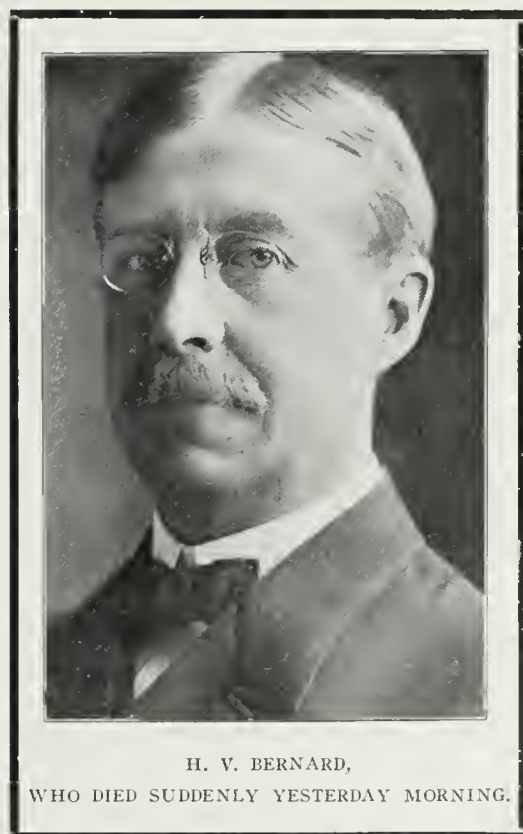


All the coal companies at Saratoga Springs, N. Y., with one exception, that of Phelps & Spaulding, have been merged into the Saratoga Coal Co., which was recently incorporated with a capital stock of \$125,000. The companies which are included in the merger are Elmer E. Durkee, George N. Montayne, Thomas & Brown, Edward B. Ashton and Ransom Qua. Edward B. Ashton will be general manager of the merged companies and Ransom Qua will have charge of the Boston & Maine terminals. Other incorporators and principal stockholders in the company are Deyoe Lohnas and William F. Montgomery. It is believed the business can be conducted with greater economy.



Charles H. Sprague, one of the oldest and best known residents of Malden, Mass., died recently in his home in that city at the age of seventy-seven years. For many years he had been engaged in the wholesale and retail coal business, the firm name being C. H. Sprague & Son. Phineas W. Sprague, the son, will continue the business.

the coal business ten years. The firm of which he was a member was formed a little over a year ago and succeeded to the business of Mr. Frank-



H. V. BERNARD,
WHO DIED SUDDENLY YESTERDAY MORNING.

lin, the surviving member. Mr. Bernard had a host of friends and his death has resulted in the genuine sorrow of the whole trade.



Burgettstown, Pa., is enjoying a boom as a result of the opening of new coal mines in that field. Four new mines have been opened in Smith township recently and they have added about 2,000 to the population of the town. The borings for oil in that territory have also added largely to the local capital and have induced much prosperity.

THE BLACK DIAMOND

PUBLISHED WEEKLY IN THE INTEREST OF THE COAL INDUSTRY
BY THE BLACK DIAMOND COMPANY (INCORPORATED)

OFFICIAL PAPER OF THE ILLINOIS COAL OPERATORS' ASSOCIATION—President, O. L. Garrison, St. Louis; Vice-President, Jos. A. Agee, Chicago; Secretary-Treasurer, E. T. Bent, Oglesby; and Recording Secretary and Secretary of Commission, C. L. Scroggs, Chicago; Herman Justi, Commissioner, Chicago; THE INDIANA COAL OPERATORS' ASSOCIATION—J. C. Kolsem, President, Terre Haute; THE IOWA COAL OPERATORS' ASSOCIATION—President, C. H. Morris, Des Moines; Vice-President, L. R. Rosebrook, Oskaloosa; Secretary, L. L. Lodwick, Ottumwa; Treasurer, W. T. Phillips, Oskaloosa; Commissioner, John P. Reese, Albia.

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A WORD OF CONGRATULATION FOR THE BLACK DIAMOND

"Permit us to congratulate you for your good efforts in the direction of putting before the coal trade, and especially the coal dealers throughout the country, such live topics as the demurrage question and the questionable practices of those engaged in the traffic in coal.

"On the subject of demurrage charges you have evidently neither 'capitulated with the enemy,' as one is tempted to think one of your foremost competitors has done, nor are you going to sleep over the matter.

"Your attitude on such subjects very greatly increases the value of your publication to your subscribers."

Baltimore, Md., July 13th.

BUCK BROTHERS.

Which did you enjoy the most, the picnic or coal men's day at St. Louis?



THE SILLY season certainly is here in full force. The New York *Tribune* recently devoted a column of leaded editorial matter to the alleged "Mud Fuel" discovery of one EDWARD ATKINSON, of Boston.



World's Fair Number of The Black Diamond.

WHILE THE BLACK DIAMOND is devoted wholly to the advancement of the coal trade, it believes in keeping in touch with contemporary events, especially if the latter have any bearing upon the industry with which it is concerned. The Louisiana Purchase Exposition at St. Louis certainly has a direct connection with the coal industry of this country. The private coal exhibits, while not so numerous as they might have been, are on an elaborate scale and were prepared with a view to educating the public as to the methods of mining and preparing coal for the market which are in everyday use in the great producing fields. The public needs education along these lines. It has no definite idea as to the processes employed or the care required to prepare coal for domestic or steam consumption. The general impression of the consumer

seems to be that coal is dug out of the ground and loaded on flat-cars for shipment. The average person does not know what a gondola car is, and as to the other methods of mining has not even a chaotic impression. Education along this line must accomplish tangible results of a positive character and is commendable from the standpoint of the whole industry.

In the display of mining machinery and equipment the St. Louis exposition records substantial progress over the displays at Chicago ten years ago. Much new and labor-saving machinery has been perfected which cheapens the cost of production or results in better preparation of the product for use. The United States has long held first place as the inventor and user of the most advanced coal mining machinery. Judging from the exhibition at St. Louis, it has materially increased its lead over other countries in that respect.

This exposition is thus shown to be closely allied to the coal trade and is a fitting climax to the progress made in the last decade. THE BLACK DIAMOND has commemorated it by reviewing the exhibits, the services on coal men's day, and by obtaining special articles written with a view to perpetuating some of the benefits arising from such a wealth of valuable matter. It is fitting that the journal which is representative of every branch of the coal trade, the producer, the shipper, the steam user and the retail merchant should take such a position as this. We also believe that, great as is the Louisiana Purchase Exposition, this issue of THE BLACK DIAMOND will compare favorably with it in its own realm of special endeavor. The title page is a clever reproduction by photogravure of a clay model of the Palace of Mines and Metallurgy at St. Louis, made by Mr. SCHÖBER, of the Chicago Art Institute. World's fair subjects are ones with which Mr. SCHÖBER is especially familiar. He aided in modeling many of the figures which grace the Palace of Mines and Metallurgy, and since a year ago has spent most of his time in this work. The title page design comes out clearly and strong in all its details, and, like the one last winter which appeared in connection with a special edition of THE BLACK DIAMOND, is a work of art.

In addition to the general review of the Louisiana Purchase Exposition and the phases of this great display which will appeal with irresistible force to coal men, opinions have been obtained from authentic sources as to the fall and winter prospects in the coal trade. All the leading markets of the country are carefully analyzed with a view to disseminating as accurate information as possible to serve as a guide in gauging the future coal requirements. These special reports should be of service to the coal trade. They furnish the foundation; the progressive business man who is always studying the future to his own benefit can do the rest.

With its beautiful cover page, its special reports of far-reaching importance, its well written and thoroughly illustrated articles on the phases of the Louisiana Purchase Exposition appealing to coal men, its illustrated articles of varying description on other subjects of value to the trade, THE BLACK DIAMOND feels that it has increased its prestige over all its competitors, both real and imagined, and has given the coal trade a paper of which it should justly feel proud.



PHILIPPINE COAL has been found to be of value for use in the United States navy. New England papers will please copy and suggest that this coal be transported to their native heath to supplant anthracite. They were advocating the shipment of North Dakota lignite in the form of briquettes to the Atlantic coast states a few months ago. The proposition, we submit, is no more ridiculous than the one which they advocated.

No Uniform Bill of Lading in the Coal Trade.

AUTHORITATIVE advices have been received which indicate that whatever else may be done with reference to the uniform bill of lading, to which there is so much opposition on the part of shippers, it will not be adopted in connection with coal shipments. High traffic officials have investigated the opposition of the coal trade to this measure very carefully. It is said they have found that the uniform bill of lading would be a serious burden on the industry. Realizing this, they have been fair in their attitude toward coal. They have given private assurances, which no doubt will be made public when the proper time comes, that the present method of billing will be continued. This result was obtained through the adop-

tion of a spirit of coöperation toward the railway officials by the representatives of the coal interests. The railway officials were large enough and broad enough in their views to foresee that the points on which the coal interests complained against the uniform bill of lading were well founded. The result was such as is always reached in such cases. The railway officials yielded in their efforts to make the uniform bill of lading apply in this case.

It is a pity that some of the Car Service Association officials are not built on the same broad-gauge plan as the traffic officials who were interested in this matter. If they were the car service question would be settled as quickly.

Coal Men's Day at The St. Louis Exposition.

WEDNESDAY was a red-letter day in the history of the coal trade of the United States. The services in the Administration building at the fair grounds at St. Louis were fully in accord with the dignity and magnitude of the industry which was represented. It is too bad that every coal man in the United States, big and little, could not have been there to have participated in them. It is too bad that the 500,000 or more miners employed in the underground workings, where they labor for the comfort and convenience of 70,000,000 of people, could not have been marshaled in a gigantic parade for the purpose of convincing the people of the United States how much they owe of their progress and prosperity to King Coal. And added to this army, which is greater than the combined Russian and Japanese forces in the Orient, there ought to have been the thousands of coal dealers, of salesmen, of office employes, of administrative servants in every capacity who make for the success of this gigantic branch of the commerce and industry of the country. Could all those who are employed in any way in connection with coal have been present there would have

been an awakening on the part of the American people as to the magnitude of coal production and the significance of it in our great industrial economy.

But what is the use of speculating on what might have been when what was is significant? The speeches which were made by the orators of the assembled coal men were dignified and carefully prepared. They revealed that men in this industry are not below the average in personal fitness for their vocation in life, that they are not selfish, as some of our public prints would make us think, that they are not bloated, ignorant "trust barons," but are business men doing the best they know how to advance legitimate interests in a legitimate way; that they are loyal in their support of the government and all its institutions, proud in their birthright as American citizens. In other words, it revealed that they were men of which the whole country should be proud, who have accomplished remarkable things in bringing a much maligned industry up to its present basis. The lesson of Coal Men's day should sink deep into the heart of every patriotic American as to the class of men composing the trade. Will it? Let us hope so.

Business Outlook Seems to be Improving in all Lines.

BUSINESS quite generally seems to be improving. One of the most significant features of the times is the upward tendency of the stock market. July is the month of the year when stocks and bonds are supposed to show a weakening tendency, if at any time. This month they have steadily advanced and are comparatively higher than they were on the first. There appears to be a good undertone to the market as reported by some of the principal factors. Investors who a year ago were unloading their holdings are now re-investing heavily in the same stocks. A year ago there was a very bad panic, which lasted for three days and carried stocks down three or four points a day. The conditions this July are quite different and may be taken as indicating that there is greater confidence on the part of capital. If stocks are a barometer to general business conditions we may safely conclude that all staple articles will shortly be in better demand and will be selling at a higher range of prices.

Another business barometer is found in the iron and steel trade. A year ago price cutting in iron and steel was rampant and values were rapidly settling. Business was stagnant and there was a heavier production than could be assimilated. To-

day many of the furnaces in the Pittsburg district are resuming, after the summer shutdown, much earlier than was expected, owing to a more urgent demand for their product. Prices, while low, are showing greater stability, and the students of these markets are inclined to believe a slight recovery has occurred. Coming in midsummer, this is remarkable and is more significant than a very strong market would be in the late winter or early spring, when such commodities are usually in demand. If the writers on steel and iron markets are correct in their statements, and we assume they are, this barometer of business is giving good indications for the future.

Much, of course, will depend upon the crops during the next four or five weeks. Should they reach a fair average in the total production of grains and foodstuffs, we can rest assured that the fall will see a revival of business which, while it will not be sensational, will be steady and stable, enduring in such a way that the outlook for the new year will be visibly improved over what it was as late as six weeks or two months ago. The business situation, generally speaking, is more encouraging now than it was a year ago as to future stability, which means, of course, that the coal industry will participate in any improvement that may occur.

New and Modern Rules of Business Competition.

SOMETIMES, as we stop and look back at the past, we are inclined to question whether business is making the progress in morals and in the attitude of those engaged in it toward the higher planes of thought that may be found in other walks in life. A retrospective glance of this kind should be of benefit to all who indulge in it. It will be, if they make comparisons, either invidious or otherwise. In the mere matter of competition between coal firms engaged in selling the same product and making an effort to earn as much money as possible the last decade has witnessed a wonderful transformation. A few years ago it was the common impression that a man engaged in competition with another should not associate either in business or when engaged in pleasure with his competitor. The spirit of hate was taught as soon as a man engaged in trade, and was fostered by heads of firms in defining the attitude their employes should maintain toward those of the rival concern.

Now there has been a change. Rival business men, still seeking to make as much money as they can, meet at the clubs, in

each other's offices, and are as good friends as though one was engaged in the paint trade and the other in selling drugs. They arrange for picnics, at which all the factors, their employes and the employes of their rival, shall be present and have as good a time as possible. The old spirit of hate has been supplanted by the doctrine of mutual toleration and to a very large extent co-operation. The question as to what has wrought the change may be unanswered, but the fact remains nevertheless.

The new and modern rules of business competition are a decided improvement over the old order of things. They conduce to greater peace of mind on the part of all engaged in business. They bring about closer relations, which are often mutually beneficial to every one concerned, and at the same time no man suffers in either his business integrity or in the profits resulting from the vocation in which he is engaged. The new and modern rules of competition are a step toward a new order of things. Every man ought to live up to them.

Indiana Mine that is Model for Tipple at the Fair.

WHEN the Missouri commissioners of the Louisiana Purchase Exposition decided upon a tipple and upperworks to serve as a model for one which they have erected in miniature at the exposition, they investigated the best equipped and most modern in all the western states. After a thorough and very careful investigation they decided upon the Rhodes mine at Clinton, Ill., on the Chicago & Eastern Illinois, as the one for this purpose. The Rhodes mine was copied in every detail in the working model now on exhibition at St. Louis, this being the highest compliment that

The Rhodes shaft is located three and one-half miles below Clinton, Ind., and produces the upper vein coal in the regular vein. It was sunk by James H. McClelland and the machinery was built by the Prox & Brinkman Manufacturing Co., of Terre Haute, Ind.

The mine is equipped with the latest machinery for handling coal, having a very complete set of shaker screens. It is able to produce four inch, two and a half inch, inch and a quarter, and three-quarter inch lump, egg, domestic nut, No. 2 nut and inch and a quarter and three-quarter inch screenings, aside from mine run.



VIEW SHOWING UPPERWORKS AT RHODES MINE, CLINTON, IND.

could have been paid to any operator. This mine is owned by J. K. Dering, producer and shipper of coal in the Old Colony building, Chicago. No expense has been spared in making it the most modern mine in existence. Mr. Dering has been in the coal business in Chicago for the past fifteen years and it has always been his contention that consumers of coal were willing to pay for a superior grade. In the construction of this operation that has been the one thing in view—to be able to produce anything that the customer might want and command the highest market prices with a superior article.

At this mine a new method of loading mine run coal has been introduced that has never been operated at any other tipple. At most mines, where shaker screens are used, it is necessary to cover the screens with plates and allow the mine run to pass over the entire length of the screen. By tipping a plate below the weigh pan, at this operation the mine run is thrown directly into the chute and the coal is loaded on the inside track without its passing over a single foot of the shaker screens.

Another advantage which it has over the average mine, producing

shaker screened coal, is that it simply requires the turning of a plate to change the loading of the different sizes of coal. By reason of this any of the sizes can be mixed without stopping the screen.

In order to secure the exact weight of every car of coal sent out from the Rhodes mine, it has been equipped with four track scales. This arrangement permits the weighing of the screenings and other small sizes,

the screens will be one foot wider and the tippie two feet wider. The latest machinery for mining and preparing coal will be installed and a superior article for the domestic trade will be produced. The mine will be in operation by September first.

West Frankfort, the location of this new mine, is in Franklin county, which adjoins Williamson county on the north, famous for its Carterville



NEW TIPPLE OF DERING COAL CO., WEST FRANKFORT, ILL., NOW IN COURSE OF CONSTRUCTION.

with absolute accuracy, which is an innovation in coal production in local fields, and guards against the possibility of any charge of short weight emanating from anyone who buys coal at this mine. The Rhodes shaft is also equipped with an Ottumwa Box Car Loader, which permits of the loading of box cars equally as well as open cars.

coal. At the bottom of this shaft there is a vein of coal measuring ten feet and one inch, with absolutely no sulphur or other impurities visible.

At this mine there will be four track scales, one under each loading track, which will enable the Dering Coal Co. to give the customer the exact weight of every car. Most of the mines in the west are able to



TIPPLE AT RHODES SHAFT, CLINTON, IND.

Mr. Dering is also president of the Dering Coal Co. and the principal stockholder, which is developing one of the largest operations in Illinois at West Frankfort. This operation will have a capacity of 3,000 tons in an ordinary working day when it is completed. It will be equipped with exactly the same machinery as the Rhodes shaft, with the exception that

weigh only their lump and mine run coal, having but one track scale, while others depend on a track scale set below the shaft, where they are necessarily obliged to take the marked tare of the car. Experience has shown that this varies from five hundred to two thousand pounds. Correct weights are necessary in the coal business.

One of the Leading Coal Exhibits at the Exposition.

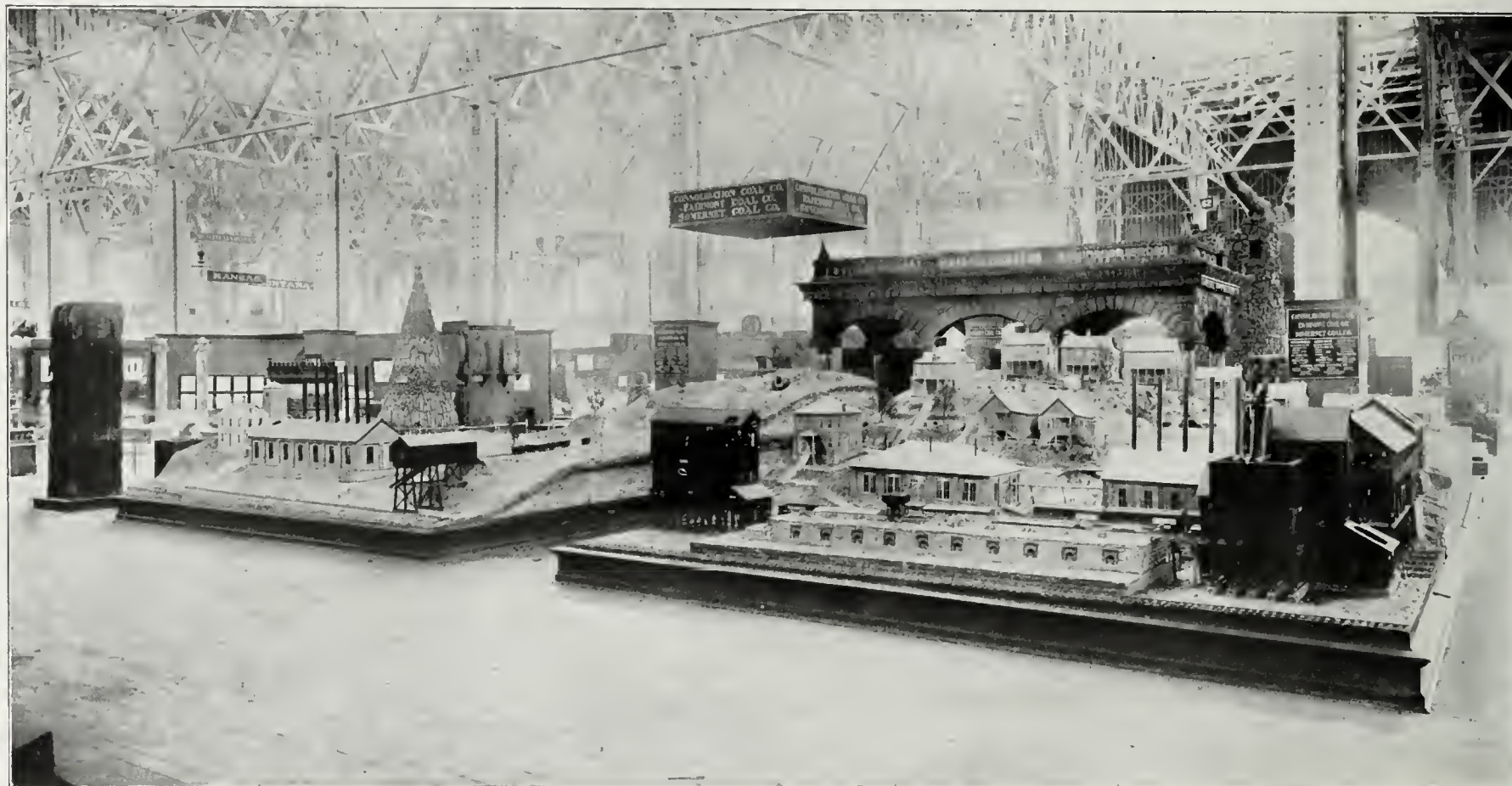
OCCUPYING a floor space of some 3,600 square feet, and located in the center of the Mines and Metallurgy building at St. Louis, is the exhibit of the coal interests represented by the Consolidation Coal Co., Fairmont Coal Co., and Somerset Coal Co., with central offices at Fairmont, W. Va. The exhibit is divided into three parts, each of which is a reproduction of a plant in each of the three regions controlled by this company. The most prominent of the three is the Fairmont Coal Co., which comprises a complete working plant on a scale of one inch to the foot, or one-twelfth natural size. Effort has been made to present a complete plant, with all the natural topography and relative locations of mine openings, tipple, power-house, coke ovens, coke crusher, office and miners' dwellings. The landscape effect is worked out with grass, trees and appropriate shadows, giving it a pleasing panorama effect. To the technical man the detail features are of most interest. All machinery is in exact reproduction and working model. The coal seam, which is at tipple height, is opened by drift, the mine workings extending under the model. Numerous mine cars are hauled through the mine workings and over the tipple by electric locomotive. The tipple is equipped with chain hoist for empty cars, full set of screens,

The remaining equipment of this plant is a power-house for electrical cutting, for hauling and cutting coal, numerous mine and railroad cars, with topography and landscape similar to that of the Fairmont region exhibit. Immediately adjoining this is a representation of a mine in the Georges Creek region. The seam is shown here below the surface. Part of the overlying strata has been removed, showing the method of mining the Big Vein Cumberland coal. There is also a model of a large pump used in discharging the very large amount of water that accumulates in the underground workings.

Pavilion Built Up of Coal and Coke.

In the rear of the descriptive exhibits is a pavilion built up of coal and coke—all products of the various mines of this company. The columns supporting the arches above are of glass cylinders twelve inches in diameter, filled with the various grades of crushed coke. The arches are constructed of cut blocks of coal, while above is a balustrade built up of coal and coke. The pavilion occupies a space 32x12 feet and is sixteen feet high.

At the opposite ends of the main exhibits are two hexagonal cabinets



NOTEWORTHY EXHIBIT OF FAIRMONT COAL CO., CONSOLIDATION COAL CO., AND SOMERSET COAL CO. AT LOUISIANA PURCHASE EXPOSITION.

elevators and conveyors, all in working order for the proper sizing and distribution of the various grades of coal and delivery to the railroad cars below.

Within the tipple is a coal-crusher and jig-washer plant, with the necessary conveying machinery for delivering the washed coal to a storage bin, from which a "larry" distributes the washed coal to a double row of coke ovens. Also within the tipple is a box-car loader, showing how coal is handled without labor when it is to be transported under cover.

Plant is Complete in Every Detail.

At the opposite end of the coke ovens is a coke crusher with the necessary conveying and screening apparatus for sizing the coke and delivering the respective grades into railroad cars, to illustrate the method of preparation of a domestic fuel which is rapidly coming into popular favor as a substitute for hard coal. The remaining space of this exhibit is taken up by the power-house, an office building, a superintendent's home and several types of miner's dwellings.

Adjoining this first exhibit, with a narrow aisle intervening, is a composite model of two bituminous mines. One of these, representing a mine of the Somerset Coal Co., of Somerset county, Pennsylvania, shows the coal seam in the hill above the tipple, from which the coal is brought down by a gravity plane. The tipple is a reproduction of a loading house in which the coal is not screened, but shipped as it comes from the mine.

in which are exhibited by illuminated and colored transparencies some of the mining structures, scenery in the Georges Creek region and the North Western Fuel Co. docks controlled by this company, together with some miscellaneous views about the mines.

Sections of coal the full height of the seam from the Fairmont, Georges Creek and Somerset regions, at the front corners of the main exhibit, complete the arrangement of the largest individual coal exhibit in the Mines and Metallurgy building.

While the exhibit appears under the name of three companies, it really represents but one company, as all three are under one control and management, and the three names are used only for local operating convenience.



The Michigan Central has constructed a side track to the mine of the Central Coal Co. at Bay City, Mich., and work will be resumed at that point, the mine having been closed since April first, owing to inability to get the coal out to customers.

Surveyors were recently at work laying off the site of the Duggan coal mines to be located east of Peoria, Ill. The Santa Fe is grading for new switch tracks to the property and it is believed that development work will be prosecuted vigorously.

Outlook in Anthracite Trade for Last Half of Year.

NEW YORK, July 21.—(Editorial Rooms of THE BLACK DIAMOND.)—The anthracite coal market continues to maintain a steady tone, and while orders are not as plentiful as they were and are of less urgency, there is nevertheless a fair business being done and the tonnage arriving at the various shipping ports is in demand to such an extent as to prevent any material accumulation at those points. The first six months of the year have been remarkable in so far as the production at the collieries is concerned, when compared with the same period of last year, the latter generally having been conceded to have been abnormal in view of the fact it followed a period of idleness. Notwithstanding this the production during the same period in 1904 has been well up to the figures of the previous year, especially on the domestic sizes. This has not had the effect of burdening the market, however, in any way and the situation is, if anything, comparatively easier today in regard to stocks than it was in 1903. Dealers apparently have not loaded up with coal to the same extent they did last year, when strikes were still fresh in their minds and everybody anxious to get large supplies ahead. This should insure a considerable demand with the advent of colder weather during the fall and winter months and it is the sentiment in the trade that there will be enough business for everybody. It is not thought that the yards along the inland waterways and canals are entirely filled up and they will require more coal before the season closes.

New England Trade has Received Its Proportion.

The New England trade has received its proportion of tonnage usual up to this time of the year, though comparatively more of it has already gone into consumption, leaving stocks moderately light as compared with a year ago. The all-rail business is inclined to be quiet, but is not heavily stocked and will no doubt be considerably more active a little later in the season when current requirements of consumers are called for. With the heavy tonnage that must still go forward to the west before the lake season closes, it is not likely that coal will accumulate in any quantity in this market as current needs are still taking the coal that is arriving and in some instances stove and the special grades are over sold. The steam sizes constitute the only weak spot in the trade, but this condition is so generally appreciated now by the producing interests who are regulating it at the mines or by storage that the market is likely to improve and the accumulation will be entirely dissipated when colder weather again prevails. The price schedule is firmly adhered to and there is practically no deviation in figures on the sales made.

Outlook More Encouraging in Bituminous Trade.

In the Atlantic seaboard soft coal trade, the improvement noted in the report of last week continues and in one or two directions has slightly increased. Prices as yet are unchanged, however, and show no upward tendency, though the feeling is that this must come a little later, even if it amounts to only ten or fifteen cents. The trade generally looks for a good fall and winter business and believes the present is the commencement of better things, which will develop slowly to where there will be a sufficient demand to absorb the production. The fact of the standard coals having held up to the prices named earlier in the season and their maintaining this position against all opposition together with the low figures prevailing on the poorer grades, has no doubt been one of the strong features in helping the market at this time, producing in the minds of the consumer a realization that it is useless to await a further reduction in the values of these coals. This feeling is helping the general situation quite materially and considering that the consuming trade has not taken the usual tonnage for the past few months and that its stocks are generally light, it is believed buyers will be compelled to order more freely for current needs, as well as for future requirements, should they desire to avoid any possible shortages later on. With more definite improvement in the demand, a large business should develop, as all classes of trade are behind this year in taking their supplies.

Much Contract Business is Still Open.

Much business usually contracted for before now is still open and if delayed much longer buyers may have difficulty in getting a sufficient supply to meet their wants. Season contract requirements have not been up to stipulated monthly quotas, consumers refraining from taking coal, believing that they might get lower prices and a reduction on their contract figures. The shoalwater ports are still comparatively short of coal, being indifferent for similar reasons. They are evidently looking for lower ocean freights, but must shortly call for larger shipments, or they will go into winter short of their usual supplies.

The production is being kept well in hand at this time, and with

a concentration of the product and shipment from a smaller number of operators, it is obvious that a better market must soon prevail. It would seem to be to the best interests of buyers to get a full supply of coal in as early as possible, in view of this, especially as prices and ocean freights are still at a minimum. Later they may have reason to regret their inaction.

Transportation is good and coal is moving off without interruption of any kind in the way of dispatch or car service. The coastwise vessel market is unchanged from last week. The service is good and rates continue on the same basis.



Trade at Buffalo Reported Dull.

Interest in Anthracite Confined Largely to the Forwarding to Lake Points—Bituminous Coals are on a Very Weak Basis—Coal Men Have Outing.

BUFFALO, N. Y., July 21.—(Special Correspondence.)—Were it not for the shipments of anthracite by lake, the coal business, both in the anthracite and bituminous trade, through this gateway would be very dull. Both the retail and rail orders for anthracite are small now. Some of the bituminous sales agents are talking more favorably this week than for some time, while others seem just as discouraged as ever. The only feature of the bituminous market has been a reduction in the prices of slack. The coke market remains about the same.

The shipments of anthracite coal from the port of Buffalo for last week amounted to 70,279 tons, as compared with 77,936 tons for the previous week. Last week's shipments were distributed as follows:

	Tons.
Chicago	20,800
Milwaukee	18,200
Superior	10,400
Fort William	8,350
Sheboygan	6,500
Racine	3,245
Gladstone	2,000
Toledo	800

It will be noticed that no coal was shipped to Duluth last week. This is because the harbor there is congested with coal boats and the coal docks can not take care of the coal fast enough.

Rail shipments of anthracite from this distributing point are on the decrease. They are about as large as last year at this time.

There is somewhat of an improvement in the bituminous market this week, according to the reports of many of the mine representatives. According to their views, buyers of bituminous coal are beginning to see that prices are practically at rock bottom and will not go any lower. Now they are convinced of that fact they will begin to buy coal to make their season's contracts. There has been more demand, more inquiries and more contracts closed up the last few days than in any similar period for some time. This condition is encouraging sales agents and they feel that the worst is over and there will be better conditions from now on. One sales agent has pointed out that two large river mining companies have quoted prices, ten cents higher than before. It is thought they are convinced they can not sell coal at the price they have been getting and so have raised it.

Slack can be bought at about any price now. Some sales are reported at as low as twenty cents. The average of the sales will run from thirty cents to fifty cents.

Coal Men on their Annual Outing.

The annual outing of the coal men, who inaugurated the outings, was held last Saturday down the river. The party included about eighty-five prominent coal, railroad and business men, the largest number that ever attended. The outing consisted of a trip down the river with a stop at the Bedell house for dinner. The weather was perfect, the crowd a very jovial and congenial one, and the occasion was pronounced a most pleasant one, enjoyed by all. At the start three things, it was agreed, were forbidden topics: Religion, politics and the coal business. Those, who car-

ried out the arrangements and to whom the success of the occasion is largely due, were E. C. Roberts, of the E. L. Hedstrom Co., W. T. Roberts, western sales agent of Williams & Peters, and W. D. Ward, of H. K. Wicks & Co. Among the more prominent coal men who attended from out of the city were W. P. Bonney, president of the Lake Erie Gas Coal Co., Erie, Pa.; C. P. McCafferty, president of the Monarch Coal Co., East Brady, Pa.; George Henry, president of the Keystone Coal Co., East Brady, Pa.; W. A. Luce, general manager of the Lake Erie Gas Coal Co., Pittsburg, Pa.; J. W. Ganoe, president of the Diamond Coal Co., Philipston, Pa.; Lloyd Darrell, general manager of the Logansport Coal Co., Logansport, Pa.; E. M. Gross, general agent of the Keystone Coal & Coke Co., Greensburg, Pa.; H. C. Burkett, general manager of the Acme & Avondale Coal Co., Greensburg, Pa. Besides these, all the large local coal companies had representatives at the outing.



Boston Still Taking Anthracite.

Heavy Tonnage Has Already Moved to New England Territory But Prospects for Continued Demand are Favorable—Bituminous Outlook is Not so Encouraging.

BOSTON, MASS., July 21.—(*Special Correspondence*).—Notwithstanding the heavy shipments of anthracite to this territory the past three months, there is a continued demand for more and shippers seem still to have enough business to keep them fully employed. There is not that anxiety for coal there was a month or two ago and there is little snap to business, yet orders come in, in a quiet way, apparently to increase supplies in dealer's yards. Some of this business, no doubt, is also due to the fact that the retail trade continues active and a considerable volume of the coal received has already been moved out to consumer's bins. At wholesale, there is a general feeling of satisfaction at trade conditions so far this year and any curtailment in orders at this time is not felt. The trade believes that with the fall demand the usual orders will develop, producing as much business as has been customary in the past. While the tidewater points are carrying about their usual amount of coal in stock, it is not believed that the yards at inland points, especially with all-rail connections, are as well provided for this year as they were last. This will have its effect in the market later. The companies having storage facilities at receiving ports, in this territory, have stored practically no coal yet, except for a few odd sizes. Judging from the way the tonnage is being absorbed they may not accumulate their usual supplies before winter commences.

Bituminous Trade is Quiet.

There is little change of interest in soft coal matters and the trade in general is quiet. Here and there more inquiries for coal are reported and an occasional order received, but there is no life to business and the feeling is it can not materially improve until the demand exceeds present large shipments of coal. This applies chiefly to the average bituminous coals, the specialties, such as Georges Creek, being in better demand both for season contracts and on new business. Shippers of this coal feel encouraged at the outlook. The keen competition in the production of the Virginia cape coals this year has oversupplied this market, which is largely responsible for the dullness now. Cargoes are constantly shipped upon the markets, for which there is no buyer, and after being shipped around are generally sold at figures below those that could be obtained in the regular way, demoralizing values on all coals for days following. Along the sound, now that dealers have about secured their supply of hard coal, they are commencing to call for bituminous and are in need of a large tonnage which should help the situation when it gets well started. The all-rail business is also somewhat better and looks favorable for further improvements. In the coastwise vessel market rates are easy and about as low as can be expected for the year.



The strike at the mines of the Winslow Coal Co., near Petersburg, Ind., has been settled and the men have returned to work. An agreement has been signed with both sides which, it is thought, will prevent trouble in the future.

John Mitchell, president of the United Mine Workers, has notified all coal miners in Colorado to return to work and has told them that if they fail to obey this order all assistance from the national organization will be withdrawn.

Coal Trade Gossip From South.

Outlook is Favorable to an Active Fall and Winter Demand for Bituminous Coal—Demand at New Orleans is Now Good—Notes From the Operating Fields.

MEMPHIS, TENN., July 21.—(*Special Correspondence*).—Business is rather quiet among the wholesale coal dealers in Memphis, Nashville and southern cities in this district. Regular contracts are being filled and there are no evidences of financial troubles or bad collections from buyers, but a few concerns have closed down temporarily and others are running on reduced time. The retailers are selling even less than their summer quota, hotels and boarding houses apparently running at a very even tenor. Prices hold up very well under the circumstances and within the next twelve weeks it is the expectation of the most conservative coal men in this section that the demand will increase very much, not only because of the approach of the "buyers" season, but through the resumption of old and the inauguration of several new large manufacturing enterprises.

A property transfer that may prove of interest to coal men in so far that when labors are resumed a large coal purchaser will be located here is the purchase by the American Car & Foundry Co., of Chicago, of the extensive plant of the Southern Car & Foundry Co., at Binghamton, a suburb of Memphis. The Southern Car & Foundry Co. has been in the hands of a receiver, who held the property for a while at \$140,000.

The diminished hours of many of the lumber mills in this district, due to something of a slump in lumber prices, is one of the accountable reasons for lax demand in coal, though this fact is coupled with an encouraging note that some of these mills will resume regular work in August in anticipation of a hopeful fall market.

Hunt & Bro., in the Porter building, regard the fall outlook as promising in coal matters. Their trade is mostly in Memphis and the south, with especially good patronage in the states of Mississippi, Arkansas and Louisiana. They have for some time had a mine connection with the St. Bernard Coal Co., and they are also agents and shippers for other concerns.

The Pittsburg Coal Co. maintains an office in the Randolph building and is among the most prominent in wholesale lines, operating boats on the river. N. M. Jones, of Memphis, is one of the vice-presidents and local manager of the company.

One of the largest mining firms in this section has headquarters in Memphis. This is the Galloway Coal Co., a corporation with a capital stock of \$400,000. The mines of the company are located in Shelby, Walker and Bibb counties, Alabama, and according to official figures of the mining department of that state stand third among the producing companies. The management here states that the company's business is holding up very well this summer. They have a well established retail trade in this city and in New Orleans and have not suffered from the summer quietude. This company supplies many railroads, who, of course, are good patrons the year 'round. The railroad development in the southwest has augmented its business.

Gossip From other Southern Points.

The Rector Coal Co. is now ready to start operations at Sharp's Gap, on the Jellico branch of the Southern railroad. This company will have an office in Knoxville, Tenn. The capitalists back of the company are principally from Wisconsin and Ohio and the organization is capitalized at \$50,000. T. C. Jacks, of Defiance, Ohio, is president; Judge J. W. Cochran, of Ashland, Wis., vice-president; C. L. Lamoreaux, of Ashland, Wis., secretary and treasurer; Jasper H. Bowling, general manager.

East Tennessee coal mine owners, and especially those in the Jellico district, are pushing into the Cincinnati market these days with some success. In the eastern end of the State the mine owners note that the steam coal trade is dull, with prices hardly holding their own, though domestic coals are said to be stiffer. Short textile operations in the Carolinas, because of the high price of cotton and the slight operations in textile factories in east Tennessee, they think are having a bad effect.



It is reported that the Long Run mine, opened and worked by M. A. Hanna & Co. for the past eight or ten years at Long Run, Ohio, will shortly be abandoned due to the fact that it is nearly worked out. The company will open a new mine in that field to give employment to its miners.

Eastern General and Personal Notes.

John Whiteley, for several years shipper with Whitney & Kemmerer, has been appointed treasurer of the company to succeed W. H. Kid, resigned.

W. R. Taylor, secretary of the Reading railway, left Philadelphia last week for a two weeks' vacation trip. He went to Buffalo by train and from there by steamer by way of the great lakes as far west as Duluth.

President E. B. Thomas, of the Lehigh Valley railroad, sailed on Tuesday last for Europe, where he will spend about six weeks in recreation. This is the first vacation President Thomas has taken since he assumed charge of the Lehigh Valley's affairs and his onerous duties during this time justly entitle him to it.

C. P. Neill, United States commissioner, advised officials of the anthracite companies that the advance in wages for June, being the first since the fifty cents a ton reduction on coal for April, will be on the basis of \$4.58 per ton f. o. b. New York harbor. According to the provisions of the strike award this entitles the men to an increase of one per cent.

The New River Coal Sales Co. loaded the schooner Thomas W. Lawson the first of last week with 8,000 tons of Peerless New River coal at Newport News, in less than two days. Arriving at the harbor there on Sunday she reached her berth Monday noon, taking on her complete cargo and allowing her to sail by 11 o'clock Wednesday morning.

S. G. Baldwin, one of the popular coal salesmen, identified with the Cambria Coal Mining Co., at 17 Battery place, New York, has been confined to his home for almost six weeks past owing to illness. He recently was removed to one of the Long Island summer resorts with a view to helping his condition. His affliction is a nervous disorder.

W. B. Whitney, senior member of Whitney & Kemmerer, of Philadelphia, returned home during the week from a visit to the St. Louis exposition. Mr. Whitney spent three weeks at the fair and enjoyed it very much. He speaks in glowing terms of the magnitude of the exhibits and their attractive arrangement and says the exposition exceeds by far anything of its kind ever held before.

Harry Goodstein, of the New York Central Coal Co., spent the greater part of last week in the Catskill Mountains, enjoying a rest. This is the first vacation Mr. Goodstein has taken in eight years, which certainly entitles him to a relaxation from his duties. He expects, however, to take further recreation this summer, as he has moved his family to the mountains and will visit them as often as is convenient.

The offices of the Chesapeake & Ohio Coal & Coke Co., formerly in the Neave building, Cincinnati, Ohio, have been removed to more commodious quarters in the Mercantile Library building, in that city. This company has materially increased its business in that territory since opening western offices and found it necessary at this time to enlarge its facilities to handle a steadily growing trade in western markets.

The Baltimore & Ohio railroad sent out an announcement to some of the tidewater coal shippers over its line, during the week, which caused no little surprise and a good deal of comment. It is to the effect that shippers at tidewater ports, to whom coal is consigned will be limited to a certain number, giving their names. All others not on this list will have to consign their coal through these concerns when not embargoed at loading ports.

Shipments of coal and coke over the Norfolk & Western railroad for May and the first five months of the year make a splendid showing, in view of the depressed condition of the coal trade and are especially noteworthy from a competitive standpoint. In May they amounted to 902,901 tons and for the five months ending May thirty-first 4,374,215, showing a respective increase of 148,335 and 319,757 tons over the corresponding periods of last year.

The Reading Co. continues to add to its barge fleet for coastwise purposes, in the anthracite coal trade, another having been launched on Thursday of last week at Noank, Conn., which will be placed in service within the next ten days. The barge will be known as the "Spring" and is of the same type and capacity as the company's entire high class fleet. Several more contracts have been awarded for the construction of barges, which will be built as soon as possible.

The Chesapeake & Ohio railroad's comparative statement of coal and coke shipments for May and the eleven months ending May thirty-first were as follows: May, 511,492 tons coal and 20,695 tons coke, an increase of 84,845 on the former and a decrease of 25,537 on the latter over the same periods of last year. For the eleven months the coal tonnage amounted to 5,555,387 tons, an increase of 2,010,463 tons, compared with 1903, while the coke amounted to 307,791 tons, a decrease of 71,924 tons.

Shipments from the New River field showed an increase of 120,000 tons as compared with May, 1903, while the coal shipments from the Kanawha district decreased 14,000 tons. The total New River shipments for the eleven months are 1,301,000 tons in excess of the same period in 1903.

L. S. Willard, son of Edward A. Willard, the prominent coal merchant at 21 State street, New York, made his entre into the coal trade a week ago. He is identified with his father's interests in Edward A. Willard & Co., and the New River Coal Sales Co., which greatly favors him at the start on his business career, giving the most promising foundation for his future. Mr. Willard is bright and ambitious and being well equipped for the duties which lie before him, will undoubtedly win success.

J. B. Finley, banker, and formerly president of the Monongahela River Coal & Coke Co., of Monongahela City, Pa., sailed on Saturday for Europe, to be abroad for several months. Mr. Finley spent several days in New York city, calling upon his friends before sailing. Since his retirement from the Monongahela River Coal & Coke Co., nearly a year ago, at the time of its consolidation with the Pittsburgh Coal Co., he has devoted most of his time to his banking interests, with which he has been identified for many years.

W. H. Kid, one of the oldest and most favorably known men in the coal trade, for thirty years identified with Whitney & Kemmerer as treasurer, has tendered his resignation to enter the vessel transportation business on his own account. He opened offices at room 113, fifth floor, No. 1 Broadway, last week and anticipates making his new venture an entire success. THE BLACK DIAMOND joins his many friends in wishing him every success in his undertaking and hopes he may be favored with that large patronage in the trade to which his long service entitles him.

Hillebrand & Moore, of No. 1 Broadway, New York, have, since their inception the first of the year, increased their business to an extent where they have been obliged to seek larger quarters. They have taken a suite of three rooms on the seventh floor of the Washington building, and have removed their office furniture there, where they are now more comfortably equipped with the necessary facilities to take care of their growing trade. Through their close acquaintance with the trade and ability they were able to close up some very desirable contracts this year, placing their business on a profitable basis from the start.

J. Wallace Morrell, of the Van Wickle Coal Co., has taken up in addition to his coal interests, a new enterprise which in its future development promises to be one of the most profitable propositions on the market. The Ko-Ko-Krem Co., recently organized, in which Mr. Morrell has a large interest, has secured a new process to manufacture from cocoanuts a chemically pure oil, absolutely free from all rancidity, which is meeting with great favor in the various branches of the trade for purposes where a high grade oil has for years been sought after. The oil is being sold in bulk to manufacturers for a variety of purposes. J. W. Morrell & Co., No. 1 Broadway, are the selling agents of the concern and already report a large business. The members of the selling company, who have control of the entire product, are J. Wallace Morrell and Robert Morrell, both well and favorably known to the coal trade.



Receipts of Coal at Boston.

Receipts of anthracite and bituminous coal at Boston, Mass., the past month and since January first this year, according to the Boston Chamber of Commerce, were as follows:

	1904.		1903.	
	Month.	Year.	Month.	Year.
Anthracite, tons.	201,179	1,055,771	163,673	1,046,424
Bituminous, tons.	202,612	1,167,809	163,651	1,082,040

Receipts of provincial soft coal for the year to July first, were 282,641 tons.



The Lovington Coal Co. has completed its second prospect hole at Lovington, Ill., at the intersection of the Wabash and Vandalia railways, and is preparing to sink its shaft at that point, the conditions being ideal.



A representative of the Alton Coal Co. was recently at Pleasantville, Iowa, securing options on coal lands in that field. If a sufficient acreage can be obtained prospecting will commence within a short time.

The Economic Value of Retail Coal Pockets.

ECONOMICALLY considered, retail coal pockets, well equipped with machinery and built with definite regard to the engineering problems involved, must be considered as of paramount importance to the dealer as a means of enlarging his profits, and of increasing his business. Not all retailers are enabled to erect coal pockets with profit, but there are, comparatively, so few in this class it may be accepted as a general proposition that a coal pocket is essential to the modernizing of the retail coal business.

The most potential argument in favor of the coal pocket as a necessary adjunct to the coal yard is found in the large number already in operation. A further investigation reveals that there are not only a large number in use, but that they are constantly being increased, and those who are installing them are among the best and most progressive retail dealers in the land. A list of the coal pockets erected within recent years would reveal that those who built and equipped them in connection with their business were pre-eminent in their line of business.

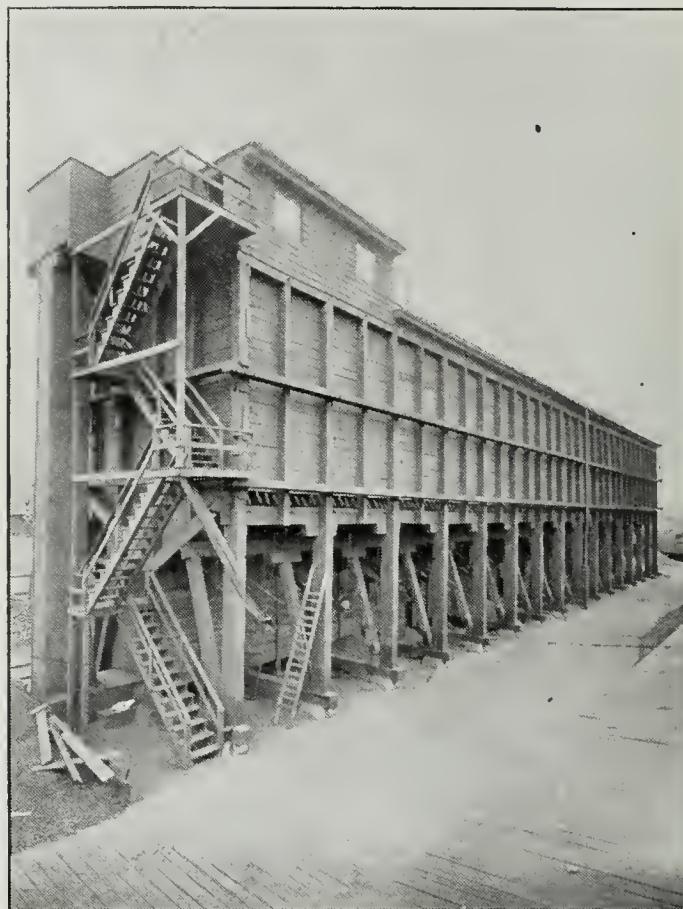
To attempt to enumerate all the advantages found in connection with the construction and operation of coal pockets would require much more space than can be given to this subject in a single issue of THE BLACK DIAMOND. It is only necessary to give a few general details, because there is no longer any argument on the economical side of this subject. It is generally conceded that a coal pocket is a saving proposition; that it returns much more than ordinary interest on the investment.

There is one point, however, which must not be overlooked and that is the advantage which results to any dealer from having a storage stock of coal constantly on hand. This was especially emphasized last winter during the congestion of traffic caused by the severe cold and the heavy storms in the east. The ordinary retailer who had no adequate storage facilities was placed at a decided disadvantage. In New York state, for instance, it was nearly two months during the height of the cold weather that coal in sufficient quantities could not be moved along the line of one of the leading railroads. Famine conditions were created and consumers in some of these towns were obliged to use substitute fuels in order to keep warm. Where there was a coal pocket well filled with coal this did not occur. The retailer who possessed such equipment for the transaction of his business had not only accumulated sufficient coal to meet the requirements

are made for the advancement of his interests by his competitors who do not take into consideration these things.

Some of the Advantages of a Coal Pocket.

A coal pocket reduces the cost of handling coal and thereby gives the dealer another advantage at times when competition is close; when there are price-wars and profits are small, because he can sell coal and make a



COAL POCKET OF AHLWERT BROS., CHICAGO.



COAL POCKET OF HENDRICKSON & CO., JAMAICA, L. I. CAPACITY 400 TONS.

of his customers, but was enabled to supply other customers, thus increasing his profits and his business, while less fortunate merchants were sustaining a loss. The advantage of such facilities for doing business under such conditions can not be overestimated. They can not be reckoned in dollars and cents, and right here the fact is emphasized that the merchant with the best equipment is the one who succeeds, because opportunities

little money on it, while the other fellow is losing not only his profits but part of his invested capital. The man who has a coal pocket equipped with labor-saving, automatic machinery reduces the cost of handling his coal and at the same time through the operation of slow but efficient machinery in handling it the proportion of fine coal is reduced as compared with the same product when handled by hand. While the reduction on a single car of coal may not be large, on the total tonnage handled it will amount to considerable in the course of a year.

Still another advantage exists in the ease and dispatch with which coal is handled. Demurrage is an item of importance to any dealer who does not have unloading facilities, but with a coal pocket it can be eliminated and thus another considerable saving is made in the course of the year. With a well-equipped coal pocket a carload of coal can be handled in an hour, and ten cars can be unloaded in an ordinary working day. This is as much as the average dealer will receive ordinarily, and no demurrage regulations can be imposed which will place him at a disadvantage or cause him a loss under any ordinary circumstances.

The average cost of a coal pocket, where it is built and equipped by a competent engineering company, will not exceed \$5,000. At six per cent this would not increase the expense of maintaining the yard more than \$300 a year. In some instances a dealer can nearly save that sum in demurrage, and during a single winter, when other coal merchants are out of supplies, he will make in additional profits more than the cost of maintenance from the increased trade which will accrue to him. Under these circumstances it can be seen that the reduced cost of handling, the reduction in the proportion of fine coal, the saving in labor (the latter being the most important item), the better facilities provided for the transaction of a growing business can all be entered on the profit side of the ledger and within a year or two years will largely balance the cash invested in the plant.

Some Leading Coal Pockets Described.

THE BLACK DIAMOND this week reproduces illustrations showing some of the largest and best equipped coal pockets in the country. The photographs from which the illustrations were made were obtained through the courtesy of the Link-Belt Machinery Co., Chicago, who, with the Link-Belt Engineering Co., of Philadelphia, an affiliated concern, constructed these

pockets. A brief description of a few of the coal pockets illustrated may be of interest.

The pocket erected for McGann & Callery, Hoboken, N. J., has a capacity of 2,000 tons. The machinery consists of a gravity discharge elevator, which takes the coal from a hopper at the side of the pocket and delivers it to a horizontal distributing conveyor along the top of the pocket, with discharge gates at each bin. The capacity for loading of this pocket is forty tons per hour and the machinery is driven by an electric motor.

The pocket erected for O. H. Perry, Jersey City, N. J., is located on a

forty tons per hour and the plant is driven by a gasoline engine.

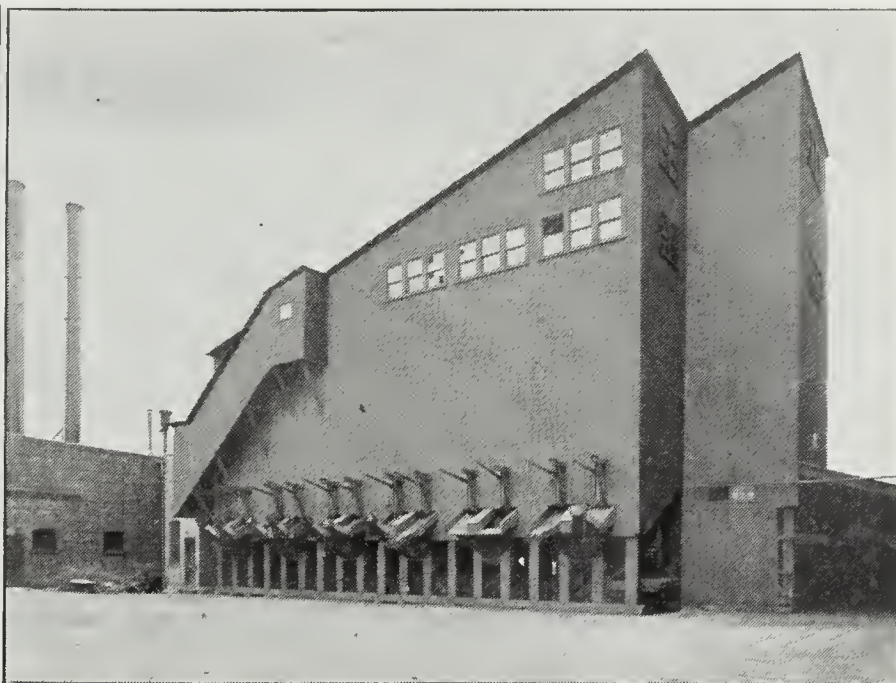
These general descriptions are sufficient to show the plan on which coal pockets are operated. The others shown in the illustrations differ only in some slight detail made necessary by conditions pertaining to the unloading of coal cars. Many of the modern coal pockets are equipped with screen chutes for delivering coal to wagons and taking out under-sized coal, and also with a special bagging device, doing away with much manual labor in bagging the coal where it is ordered in that way. At other plants there are dust pockets under the screens at the delivery chutes, which catch the dust and store it ready for loading whenever it is sold



COAL POCKET OF M. S. GRAYBILL, BAREVILLE, PA. CAPACITY 1,600 TONS.

switch track which extends along the side of it. The coal is taken from a hopper by the gravity discharge elevator in a separate tower, which delivers it to the distributing conveyor running across the bridge and along the top of the pocket. The unloading capacity is sixty tons per hour. The machinery is driven by an electric motor and rope driving is used in the transmission of power.

The pocket of Heffner & Pillion, at Sheepshead Bay, L. I., has a capacity of 1,000 tons. The machinery consists of a vertical gravity



COAL POCKET OF CONE BROS. & CO., INC., CLYBOURNE AVENUE DOCK, CHICAGO, ILL.

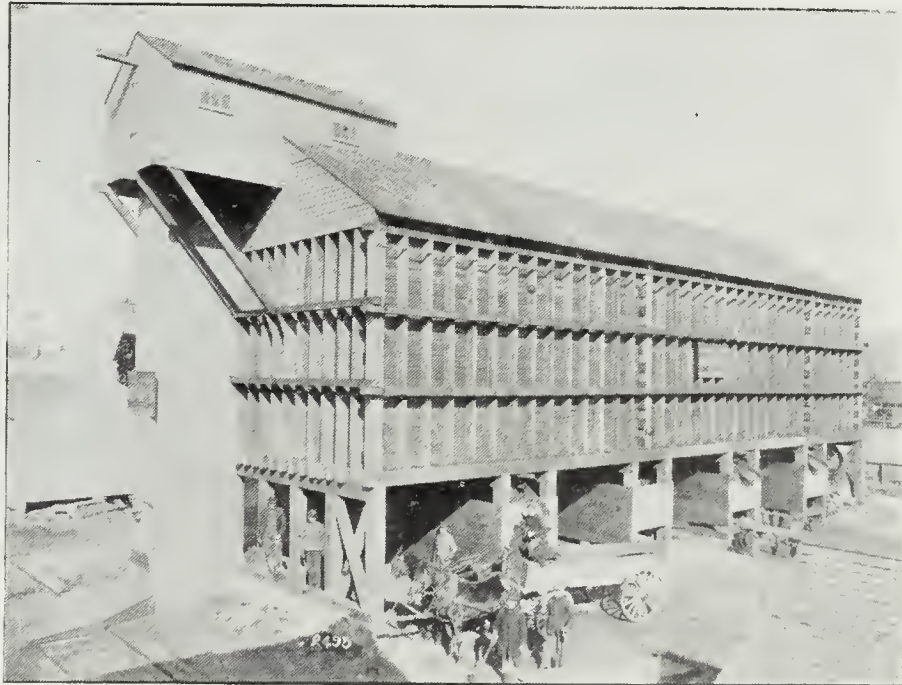
for steam purposes, or for whatever disposition may be made of it. Many pockets are also equipped now with a rotary screen pocket, with an elevator for delivering to the screen. Undersized coal, taken from underneath the chutes on the main pocket, is resized in these screens and is again delivered over screen chutes to wagons to be sold. This is an advantage where the dealer does a large business in the smaller sizes of anthracite for steam purposes. A detailed description of the machinery used in the different coal pockets aside from these modern features that have been



COAL POCKET OF HEFFNER & PILLION, SHEEPSHEAD BAY, L. I.

discharge elevator, which takes the coal from a track hopper at the end of the building and delivers it to a horizontal distributing conveyor along the top of the pocket, with discharge gates at each bin. The capacity is forty tons per hour and the machinery is driven by an electric motor.

The pocket of M. S. Graybill, Bareville, Pa., has a capacity of 1,600 tons and differs slightly from the others that have been described. An inclined elevator takes the coal from the track hopper and delivers it to the distributing elevator along the top of the pocket. The elevator employs two strands of roller chain and V-shaped buckets. The conveyor employs a single strand of pin chain and malleable iron flights. The capacity is

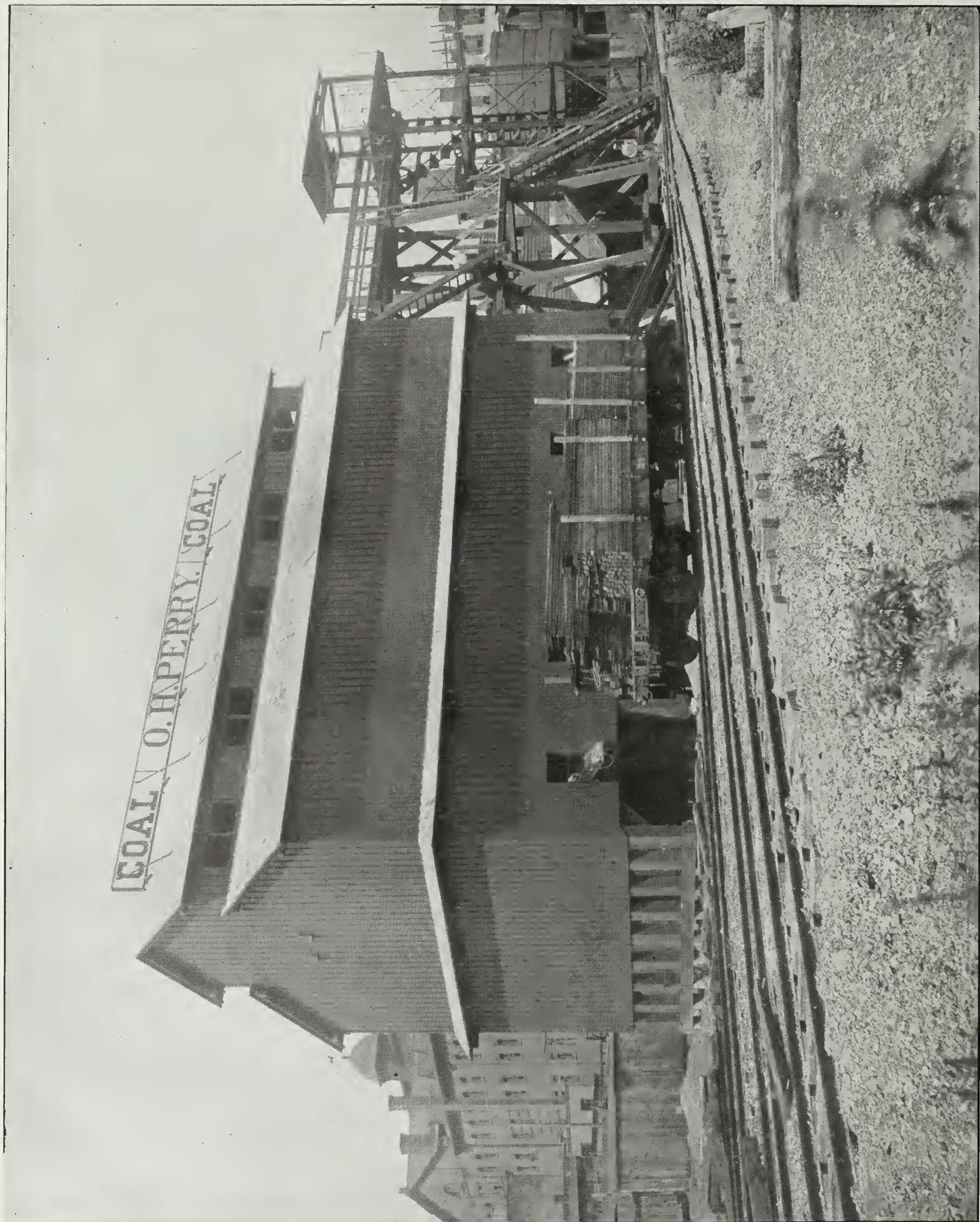


COAL POCKET OF THE TATTERSALL CO., TRENTON, N. J. CAPACITY 1,000 TONS.

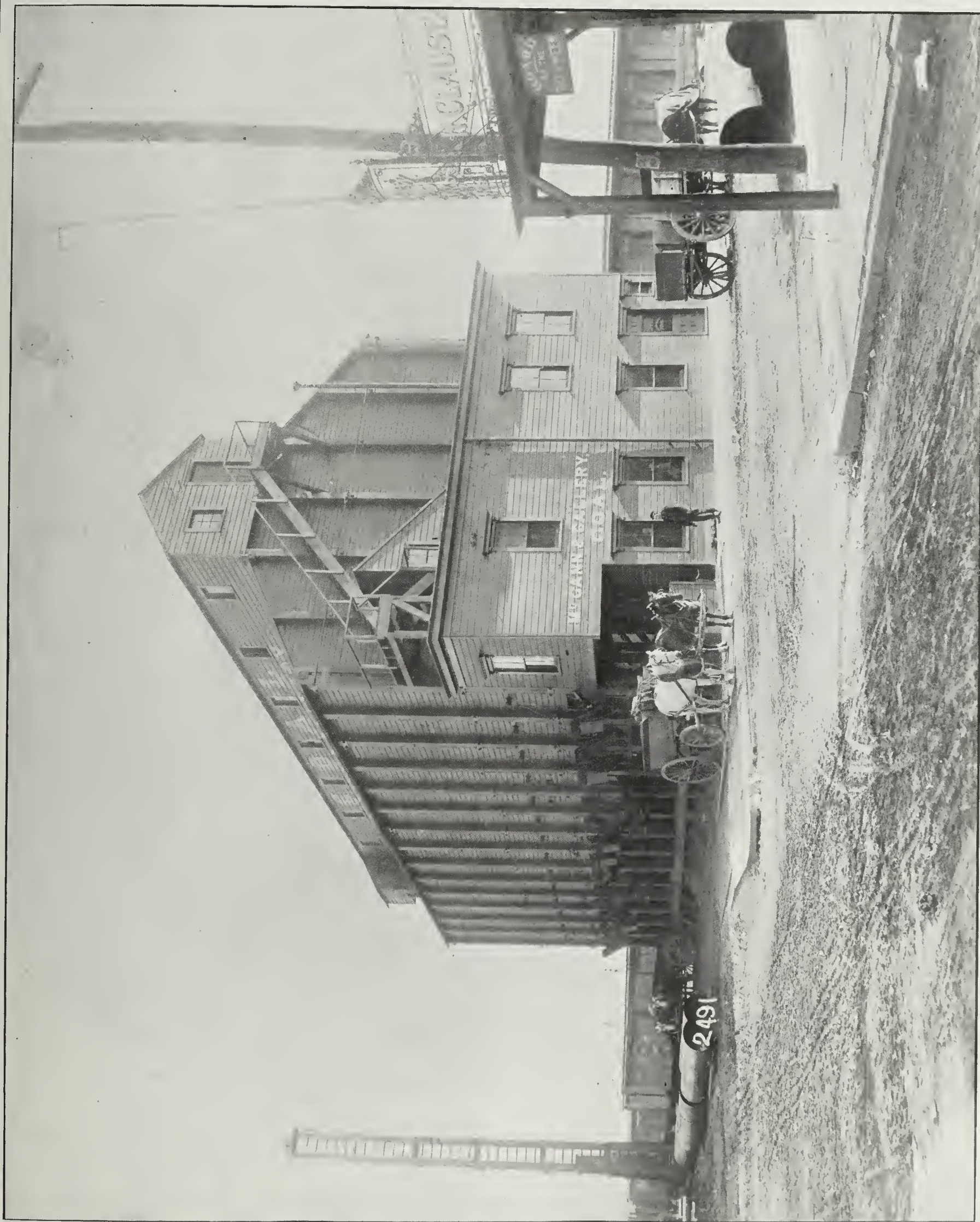
just described would be a repetition largely of details fully understood by coal men, and for that reason will be omitted.



In the Sullivan county (Ind.) field the operators and miners have settled the controversy over the screened lump coal basis and hereafter all screened coal produced in that district will be paid for at the rate of eighty-five cents, while the mine run coal will be paid for at fifty-two cents per ton.



COAL POCKET OF O. H. PERRY AT JERSEY CITY, N. J. CAPACITY 600 TONS.



COAL POCKET OF M'CANN & CALLERY, HOBOKEN, N. J. CAPACITY 2,000 TONS

Northwestern Retail Dealers Hold Convention Coming Week.

Official notice of the fourth annual convention of the Northwestern Retail Coal Dealers' Association was sent out this week by Secretary A. W. Morse, of Minneapolis. The convention will be held Tuesday and Wednesday of next week at the Masonic Temple in Minneapolis. In outlining the program, Secretary Morse says:

"By order of the board of directors and in compliance with instructions received from the president, you are hereby notified that the fourth annual meeting of this association will be held in Minneapolis on July twenty-sixth and twenty-seventh in the Knights of Pythias hall, second floor Masonic Temple.

"*First Session*—10:30 o'clock, Tuesday, July twenty-sixth. The president's annual address will be the first business in order, to be followed by the annual report of the secretary, the annual report of the treasurer and the appointment of committees.

"*Second Session*—Executive—2 o'clock p. m. July twenty-sixth. This will be strictly an executive session. None but active members in good standing will be admitted. Enclosed with this notice each member will find a credential card. If this card is filled out and signed by the member or his authorized representative and presented to the credentials committee, the committee will endorse it, and it will then be good for admission to the executive session.

The credentials committee may be found at the secretary's office, 1001 Lumber Exchange, up to 10:30 a. m., on the first day of the meeting and thereafter in the ante-chamber of the convention hall until the beginning of the executive session. Any member desiring credentials for more than one member of his firm, or for an employe, may secure the same by addressing the secretary, who will immediately forward the necessary cards. Each member should come prepared to identify himself to the satisfaction of the credentials committee, as this precaution is necessary to the success of the executive session, in which all members have an equal interest.

"*Third and Final Session*—Wednesday, July twenty-seventh, at 10 o'clock a. m., at which time reports of committees will be heard and the annual election of officers will take place. A program more in detail will be prepared, and it will be obtainable at the office of the secretary, 1001 Lumber Exchange, also at the entrance to the hall.

"In view of the fact that mileage books and credential books are in almost universal use, affording about one-third off the regular passenger rates, it has been deemed unadvisable this year to commit our members to the need of buying special tickets and registering them with the joint agent of the Western Passenger Association at this end. We therefore would advise members to use their mileage books in coming to the meeting, and those who are not thus equipped will find in the 'Interchangeable Mileage Credential' as great a saving.

Foreword.—It would be impossible to fully express, to members, the need of a large attendance at this meeting. More than at any other time in the history of the organization questions of vital import are to be considered, and accordingly as they are met, so will our success, or failure, be. Not that there are impending dangers that menace the life of the association, but in order to realize success, worth having, we must progress. Mediocrity is not success, it is but a bare existence in a sphere already over-crowded. In this age of strenuous endeavor there is room only at the top. This position can not be attained by our association, except through patriotic interest on the part of its members: as a fountain can not rise above its head. Therefore we can not urge upon you too strongly the importance of this meeting. There are live issues to be discussed upon which prominent members and representatives of the coal trade journals will speak.

"Don't fail to read carefully 'Reciprocal Demurrage,' which is a message to you, enclosed herewith, under special cover. Upon this question, and that of 'Short Weight,' decisive action will be taken, and we want your voice and your vote, to the end that the tone of the convention may have no uncertain sound. COME."



Large Mines Use Christy Box Car Loader.

ILLUSTRATIONS accompanying this article show two large producing mines which are using the Christy Box Car Loader. There is no question but what machinery is more accurate, uniform and dependable than hand labor. In no field is this statement more of a fact than in the loading of coal and other minerals into box cars. Mechanical box car loaders are now a demonstrated necessity, and one of the most successful loaders now on the market is that of the Christy Box Car Loader Co., of Des Moines, Iowa.

Christy loaders, it is claimed, have the greatest capacity—they will handle the entire output of the largest mines, loading in a satisfactory manner into box or stock cars, as fast as the coal or mineral can be hoisted.

Christy loaders will fill to ten per cent above the marked capacity without the aid of "chunkers."

One great point claimed in favor of Christy loaders is economy—first



OWNED BY CHICAGO-VIRGEN COAL CO., MINE NO. 2 AT AUBURN, ILL., CAPACITY 1,600 TONS—CHRISTY BOX CAR LOADER IS INSTALLED HERE AND HANDLES THE OUTPUT.

of all in the price of the machine—second, on account of their simplicity and strength the item of repairs is reduced to a minimum; third, they require an inexpensive foundation.

The Christy Box Car Loader Co. claims that no mine with an output of 300 tons or more per day can afford to do without a Christy loader.



MINE OF CHICAGO, WILMINGTON & VERMILION COAL CO. AT SOUTH WILMINGTON, ILL., WHERE CHRISTY BOX CAR LOADER HANDLES OUTPUT.

The saving in wages of day laborers will pay for a machine in a few months, while the increased output to be obtained through increased loading capacity will pay a handsome dividend on your investment.

With the best interests of its patrons in mind at all times the Christy Loader Co. has recently made some extensive improvements in its machine which are now embodied in all loaders shipped by it.

C. M. Moderwell, of C. M. Moderwell & Co., Old Colony building, Chicago, is the proud father of a new boy, the first child in the family, which arrived this week.

In the Field of the Retail Coal Dealer.

Written for The Black Diamond by the Yard Manager.

WE all have an appreciative feeling for the retailer who adopts modern methods in his business. First of all, if we stop to analyze his methods we arrive at the conclusion that he must be a thinking man. And in all ages the thinking man has been paid a certain amount of homage by those who do not think. His position has been exalted somewhat above the common run of humanity, because the man who thinks is always doing things to make others think whether they will or not.

As to the philosophy of thought there are a great many authorities. And not all of these authorities agree. There are some skeptics who go so far as to believe there is no original thought; that new ideas which come to us out of the great beyond have always existed in one form or another and our adoption of them is mere utilization for our own purpose. This theory may be correct. Who can tell? It borders on the infinite and that is beyond the ken of mortal. For business purposes and to make progress where others stumble and fall or stand still, it is enough to give the man credit who takes a premise and from that draws a conclusion, on which he may or may not act, which is novel to others. In the eyes of mankind he is an original thinker. If his thoughts are along the legitimate lines of progress, he should receive credit for progressing within the limits of his environments farther than the other fellow. Not only should he receive credit for this, but also for reaching out and attempting to get beyond the restrictions which our very human nature and our terrestrial residence place upon us.

The dealer who, thinking his way to success, adopts an idea from some other branch of trade and utilizes it for the first time in his own business can be credited with being an original thinker. The man who completes

object. The central idea is to do as much business as possible, at as great a legitimate and stable a profit as possible. The coal man is in business to sell coal and make money from the transaction to pay his expenses and save for the proverbial rainy day. The department store manager is in business to dispose of miscellaneous wares for the same purposes. Touching upon the morals of business for just a moment, and each owes a duty to the public, which consists in being honest, in giving as good service as possible, in being just. But even here the restrictions are the same as when considered from the lower plane of selfish results—in the coal business as well as in managing the department store.

The common purpose in life having been established beyond any doubt, it is very evident that common methods adapted to circumstances differing only in detail can, in a general way, be adopted.

It follows, therefore, that the coal man who accepts the ideas of other lines of retail business and makes them his own will only be profiting by what other lines of business do concerning the ideas which are strictly with him and which they adopt from his business methods. It also follows that to progress in business ideas must not only be wholly originated by the merchant, but they must be made use of under slightly altered circumstances and so shaped as to meet the changing conditions.

All of this long sermon has come to me as a result of a very simple postal card which came to my desk a few weeks ago.

I have reproduced this card in the accompanying illustration.

From the first glance it appears that only a most usual idea has been made use of. These cards were sent out by E. V. Sidcil's Coal Office, Poughkeepsie, New York. They were sent in an envelope or left at the house door for the good housewife to fill out and mail when ordering her coal.

First of all they are a good advertisement and ought to more than pay for themselves many times over. Five hundred of them printed and sent out to five hundred houses would cost no more than \$7.50 or \$8. Can you reach five hundred consumers of coal any better any other way? A postal card has some significance that an ordinary circular does not. If one reaches an economical housewife she will never throw it away, because she knows it has the value of a cent. If she does not want to use it immediately she will stick it up behind the clock or in some other safe place, because she is all the time thinking of the penny which it represents.

In all probability this idea of sending out postal cards under somewhat similar conditions, made up as to blank places for an order and addressed ready for mailing, has been adopted before in the coal business. The plan is so old it is quite natural to assume that it has been made use of many times before.

The novel idea in this card is not in the adoption of this old plan but in the advertising matter which is shown on the side given to the order. This advertising is novel and at the same time it is clever.

Read it over: "Orders left in our New Office at the sign of the Black Diamond, 290 Main Street, will receive prompt attention.

"If the weather is unpleasant this card put in the nearest letterbox early will save time and trouble."

The designating of a coal office by the sign of "The Black Diamond" is clever and stamps the mind of the reader indelibly with the significance of the business advertised. In other words, it has a characteristic sound which is pleasing to the ear and which invites business.

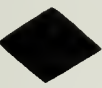
Of course, the explanation of why the postal card will be of service is also a strong point. The man who receives the card, or the woman either, will be likely to retain it in anticipation of inclement weather or sickness, when it will come in handy.

This feature of the card is clever, because every man, woman and child who receives it will be obliged to think, if they read it. They will think of the sign of the Black Diamond and take a trip into that locality for the purpose of seeing what the sign really is. They will retain the card until they want to use it, because no person is wasteful. And when they do use it in inclement weather, or in a case of sickness, they will thank the originator for making it easy to order coal under such circumstances.

There is only one criticism I would make. That criticism is that the card ought to contain a list of prices per ton and half ton at the time it was sent out, with a note on the bottom that prices will advance during the winter, or an explanation of this general character, to force the use of the card as early as possible after its receipt. This point is a difficult one to cover in such a manner that those who use the cards six months or a year later will understand that prices are not the same at that time as when it was sent out.

FIFTH AVE. and COAL TRESTLE ON BRIDGE R. R.—North End of N. Hamilton St.

Orders left in our New Office
at the sign of the

BLACK  DIAMOND

290 MAIN ST.

will receive prompt attention.
If the weather is unpleasant,
this card put in nearest letter-box
early will save time and
trouble.

Poughkeepsie, N.Y., 190...

Dear Sir:—Please send

..... Ton Coal

..... Lbs. Coal

..... Bags Charcoal

..... Wood

Name.....

Address.....

Bring Change for \$.....

CLEVER ADVERTISING POSTAL CARD SENT OUT BY AN EASTERN RETAIL COAL DEALER.

a great invention and utilizes old theories of mechanics or of physics in attaining that end, is entitled to great credit if he brings a boon to humanity. And yet when we analyze his work, after the invention has been made, we often stop and wonder why we did not think of the same thing, it is all so simple. And so with thinking in connection with business. It is taking advantage of opportunities and developing them for the purpose of advancing your interests or those of the community. The difference between the thinking business man and the non-thinker frequently is, that the former injects new ideas obtained elsewhere into his own sphere of influence.

For this reason the coal dealer who wishes to make progress; who wishes to become a thinker; who wishes to inject novel methods into his business plans and accomplishments must not house himself up in his office and reach the conclusion that others can not impart these things to him.

He must keep in touch with wide-awake business men everywhere and must be studying and analyzing what they are doing and accomplishing, ready, when an opportunity presents itself, to take advantage of it. From the hardware man he may obtain an idea as to the proper and best plan to adopt in advertising. From the grocer he may obtain suggestions as to the best plan of promoting business harmony in the community. From the department store manager he may adopt a new and bright idea which would work in his business with a little adaptation.

The fundamental principles of all retail business have the same object in view and work along lines not so very dissimilar in accomplishing this

Western Retail Notes.

Dan Lynch has been awarded the contract to supply 2,000 tons of coal to the public schools of Terre Haute, Ind.

The Fancy Prairie Grain & Coal Co. at Fancy Prairie, Ill., has increased its capital stock from \$5,000 to \$8,000.

County commissioners at Winona, Minn., have awarded the contract for 140 tons of Hocking coal to W. H. Raymond.

E. H. Rolf has established a new retail coal yard at Fairfield avenue and the Wabash railroad tracks at Ft. Wayne, Indiana.

The Manufacturers & Consumers' Coal Co. has been awarded the contract for furnishing coal to the city of Decatur, Ill., the coming year at \$2.20 per ton.

The annual meeting of the Farmers' Warehouse Association was recently held at Mapleton, Minn., and it was decided to handle coal to the members during the coming year.

It is reported that the coal dealers of Detroit, Mich., have organized a Coal Dealers' Club, but reports thus far have been confined almost wholly to the columns of the local newspapers.

The Thomasboro Grain, Coal & Lumber Co., Thomasboro, Ill., has purchased the Morrison & Grindley elevator at that point and took possession about the middle of the month.

The Atlas Elevator Co., with line yards in Iowa and headquarters at Kanawha in that state is adding a line of retail coal yards and will handle fuel on an extensive scale in the future.

The H. A. Winters Coal Co., of Sandusky, Ohio, has sold its business to the L. B. Winters Co. L. B. Winters is manager of the new company and George C. Mathes general sales agent.

Harry Lilly has purchased an interest in the Independent Coal Co. at Springfield, Ohio, and will have the management of that company in the future. He was formerly with the Detroit Southern railroad.

Herbert Wanzer has purchased the coal yards and retail business of William Cutter at Hastings, Neb. Mr. Wanzer is well known in Hastings and it is believed he will meet with success in the new venture.

The Lyons Coal Co. has been incorporated at Lyons, Indiana, with an authorized capital of \$15,000 to engage in the retail business. The incorporators are William Kates, B. F. Winters and O. E. Tansey.

Madison, Wis., retailers did not advance the price of coal on July first as was expected by the consumers. Anthracite sells at \$8.50 a ton in that city and this figure will be maintained until September first, in all probability.

The Marion Wood & Coal Co., of Marion, Ind., has been awarded the contract to supply the public schools of Marion, Ind., with 1,000 tons of coal the coming year at \$2.80 per ton. The contract for supplying wood has not yet been let. Two hundred cords will be required.

The Hollister Lumber Co., one of the leading retail coal and lumber companies at Manchester, Iowa, has enlarged its yard facilities at that point and is advising consumers to stock coal now owing to the fact that the present are the lowest prices that will prevail this year.

The board of education of Sioux City, Iowa, has decided to have each car of coal inspected before it will accept it on contracts the coming year. This plan was decided upon to insure the coal called for in the specifications. The board has let contracts for part of the coal which it will require.

At a recent meeting of the city council of Joliet, Ill., all bids to supply coal to the city waterworks were rejected and it was decided to advertise for new bids. The vote on the motion to accept the lowest bid was a tie and was defeated by Mayor Crolius, who voted against it. The new bids will be submitted within a few days.

The Monongahela River Consolidated Coal & Coke Co. has been awarded the contract to supply coal to the Fifth Avenue High School in Pittsburg, Pa., at six cents a bushel the coming year. The Youghiogheny Coal Co. has been awarded the contract to supply coal to the South Side High School in the same city at six and a half cents a bushel.

Two robbers who held up the coal office of F. E. Ashton, Thirty-third street and Center avenue, Chicago, nearly killed Martin Zola, an employe of Ashton. Because they failed to obtain more than \$1.15 they struck him repeatedly over the head with the butt of a revolver. As they left the office they turned and shot at him, one of the bullets entering his lungs. He was taken to the Provident hospital and it is doubtful if he ever will recover from his wounds.

Indianapolis, Ind., which fifty or more years ago was one of the most important wood markets in the west, is now almost wholly dependent upon coal as a fuel. At one time the wood market which was held three or four times a week was a distinctive feature of that city, but has

now passed out of existence almost as completely as though it never existed. Following the era of wood, natural gas made its appearance and supplanted the first named fuel. Now it, too, has disappeared.

The Omaha Coal Exchange has appointed a committee consisting of George P. Cronk, T. C. Havens, George H. Patterson and Randall K. Brown to coöperate with a similar committee from the Commercial Club of that city in opposing the advanced freight rates on coal which it is proposed to put in by the railroads on August first. It is maintained by the coal men that the rates from Missouri, Iowa and Kansas, as compared with those which prevail to Kansas City are discriminative, and it is believed the railroads can be made to withdraw them.



Eastern Retail Notes.

Albion, N. Y., retail dealers in coal did not advance the price July first.

The Troy Coal Co. has been incorporated at Exeter, Pa., with an authorized capital of \$5,000.

Coal dealers at Little Falls, N. Y., last Monday advanced the price of anthracite twenty-five cents a ton, making it \$6.25 at that point.

The Saratoga Coal Co. recently organized at Saratoga Springs, N. Y., has filed a trust mortgage for \$50,000 for the purpose of guaranteeing \$50,000 in gold six per cent first mortgage bonds, payable \$10,000 annually, beginning in 1909.

Charles H. Sprague, one of the oldest and best known residents of Malden, Mass., died recently at his home in that city at the age of seventy-seven years. For many years he had been engaged in the wholesale and retail coal business, the firm name being C. H. Sprague & Son. Phineas W. Sprague, the son will continue the business.

Harry C. Lewis, of 609 Richmond avenue, Buffalo, N. Y., is missing from his home and can not be found. He was a retired business man, but was formerly a member of the coal firm of Bell, Lewis & Yates. He had complained of pains in his head prior to his departure and it is thought that possibly this had something to do with his disappearance.

Dealers at Hartford, Conn., are said to be engaged in cutting prices as a result of the recent investigation by the city council into the methods pertaining to the award of a city contract. The circular price of anthracite at that point was \$6.75, and it is now reported that it ranges from \$6.20 to \$6.35, with some dealers maintaining the former figures.

Frederick R. Phillips, of F. R. Phillips & Sons Co., Pennsylvania building, Philadelphia, was recently drowned in Europe. He was on a sea voyage from Newport, England, to Algiers and was washed from the deck of the steamship during a storm, afterward his body being recovered. W. Vernon Phillips, the son, has gone to England to bring the body back to this country.

The Peoples Coal Co. has been awarded the contract to furnish soft coal to the city of Worcester, Mass., the coming year at \$4.54 a ton, which is twenty-one cents lower per ton than a year ago. The anthracite contract was awarded to the C. W. Clafin Co. at \$5.98 a ton, or a saving of over fifty-one cents a ton. These contracts, it is estimated, will save the city about \$20,000.

A committee of the whole of the upper house of aldermen of Buffalo, New York, has decided to reject all bids submitted for supplying coal to the police department the coming year. The bids submitted resulted in a bad tangle and much public criticism of the proposed award. It is probable that new bids will be advertised for or that the coal will be purchased in the open market.

The county commissioners of Bristol county recently met at New Bedford, Mass., and awarded the contracts for supplying coal to the various county institutions the coming year. The Staples Coal Co. was given the contract to supply coal to institutions at Taunton at \$6.95 per ton for anthracite; at Fall River, William C. Atwater & Co., \$6.75 per ton at courthouse for anthracite and \$7.00 per ton at the county jail; at New Bedford, Patrick Connors, hard egg, \$6.50; white ash pea, \$4.50; buckwheat, \$3.75.

Kelly & Schenible are erecting combination coal pockets at Utica, N. Y. The structure is octagonal in shape and when completed will extend sixty-six feet above the surface of the ground. The foundation is a wall of concrete seven feet high and four feet in thickness, of which five feet is underground. There are pockets for six different sizes of coal and the capacity will be 2,000 tons. The cost is about \$5,000. A coal elevator operated by a twelve horsepower motor will unload fifty tons of coal from cars per hour. Wagons will be loaded under a chute operated by a lever with a slide for each pocket. The whole structure will be completed in about six weeks.

The Coal Deposits of Mexico and Their Development.

Written for The Black Diamond by Kirby Thomas.

FOR many years Mexico was supposed to be a country without any practical coal deposits. About 1881, however, the government, interested by the rumors of coal in various parts of the country, appointed a scientific commission with Senor Santiago Ramirez, a noted Mexican mining engineer, at its head to investigate the possibilities of coal in Mexico. The findings of this investigation were much more favorable than had been hoped. Coal of various qualities was found to exist in Senora, Michoacan, Vera Cruz, Guerrero, Oaxaca, Puebla and other states. The Senora deposit was found to be a high grade anthracite giving ninety-two per cent of carbon. Something of a boom followed this investigation, particularly in the southern states of the country, but the limited extent of the deposits and broken condition of the formation together with very costly transportation gave the industry a quick and complete setback. It was left to American enterprise and capital to discover and open the first practical coal deposit in Mexico. The coal deposits in the valley of the Sabinas river in the state of Coahuila were first opened by C. P. Huntington of the Southern Pacific railway about 1885 and have been worked continuously since, supplying coal to the Mexican International railway and at one time to the Southern Pacific and also coal and coke for the smelters in Mexico and some for the United States. Later a parallel basing, the Las Esperanzas, was opened up by an American company and operated on an extensive scale. These two deposits are the only working coal mines in Mexico today, a fact which will not be true long, for other deposits are being made available and will surely be developed to meet the increasing demand for fuel in the southern republic.

Coal Formation Belong to Cretaceous Age.

The coal measures of Mexico are entirely confined to the cretaceous and later ages, geologically, only a small and unproductive area of the carboniferous age being found within the boundaries of the country. The most important coal-bearing area now being mined lies near the Texas boundary in the state of Coahuila and is the district above referred to. This formation extends across the boundary into Texas and includes many square miles. The deposit is determined as cretaceous and the coal is found in the Laramine horizon as determined by the United States geologists. Along the Rio Grande westward from this, Ciudad Porfirio Diaz is a lignite belt of some prospective importance and mapped by the Mexican geologists as later than Sabinas deposits, probably the Eocene series of the Tertiary period. In Sonora, the northwestern state of the republic, are found two or three limited areas of anthracite and semi-anthracite coal with graphite determined as belonging to the Triassic period and considered geologically as the metamorphic product of more extensive beds of the later formations which have been disturbed by the great up-throw of the Sierra Madre. The great central belt of Mexico extending from ocean to ocean is considered an entirely non-coal bearing formation. In the southern part of the republic occur several coal bearing areas more or less well determined geologically. In Puebla and Oaxaca, south of the City of Mexico, are found numerous outcrops of a coal bearing horizon supposed to belong to the Triassic. This coal is bituminous and of coking quality. The deposits are very much broken and so far no mines have been successfully operated in this area, although considerable money has been spent in developments, first about 1884 and later during the past couple of years. In Michoacan, a state west from the City of Mexico, and bordering on the Pacific, are found considerable areas of lignite coal, probably of the Tertiary formation. The deposits of coal or lignite found in the other southern Mexican states are not extensive and do not promise to become of economic importance.

Along the borders of some of the present lakes and in the old lake basins of the south central part of Mexico are found extensive and workable deposits of peat of recent age, which deposits are considered by the Mexican geologists to be of prospective importance as a source of fuel. No coal deposits of commercial importance occur along the Pacific coast in Mexico. This in a general way is the geology and the geography of the Mexican coal deposits.

Coal Mined Only in Coahuila.

The only state in which coal is actually mined today is Coahuila. The Las Esperanzas deposits, which are owned and worked by the Mexican Coal & Coke Co., of New York, have a monthly output of 42,000 tons of coal and 6,000 tons of coke, worth at the mine \$300,000 (Mexican), all

of which is sold principally in the northern part of the country to industrial consumers and the smelters. The coal is bituminous, of coking quality and an extensive coke plant at the mines supplies the coke for smelting operations at several tributary centers. An analysis of this coal made by the Guggenheim smelter at Monterey shows:

	Per cent
Moisture	2.00
Volatile matter	20.50
Fixed carbon	67.70
Ash	9.80
Total	100.00

The average section of the vein from top down according to Mr. Edwin Ludlow, the manager of the Las Esperanzas property, is:

	Feet.	Inches.
Coal	0	10
Bone	0	2
Coal	2	6
Fire clay	1	0
Coal	3	6
Total	6	24

Total coal, eight feet.

The operations were begun on this property in 1899 and several million dollars have been invested in a plant and developments. Modern American methods have been used throughout and the mine differs but little from an American plant except as to the labor.

Labor Question a Difficult One.

The labor question was a very difficult one from the outset. Mexican labor was irresponsible and incompetent, and although wages were low the results were not satisfactory. More recently the boys trained up in the mines have in part solved the trouble. Americans are generally employed as foremen and superintendents.

The other operations in this same district are carried on by the International railway at Sabinas.

The lignite deposits along the Rio Grande north and westward from C. P. Diaz are very extensive and the coal is of good quality. These are practically unavailable now because of their remoteness and the rough nature of the country. The Rio Grande is a mere stream at this point, being sapped by the irrigation projects above and no railroads are projected in the vicinity of the deposits.

Sonora Anthracite has no Railway Facilities.

The deposits of the anthracite coal in Sonora have attracted much attention and several companies with large capitalization have been organized to exploit them, but no actual mining is yet under way because of the lack of a railroad. The Sonora coal is very high grade, but also limited in area and thin beds—two and one-half to three feet thick, there being, however, two and three beds. Two railroads are now being built to the Sonora fields and some product from them may be forthcoming soon. However, the results will surely discount the expectations if I may rely on the information obtained by the Mexican geologists who have made a preliminary examination of the deposits. In Sonora there are said to be deposits of natural coke.

The deposits in Puebla and Oaxaca are so broken that extensive mining is not probable. This is the seat of the great disturbance of the southwest which characterizes a zone about the City of Mexico and the veins of coal are disturbed beyond recognition in nearly all of the area. Several companies attempted to operate in these states about eight years ago, but none is active now. Within the past year several companies have resumed explorations in these states with some hope of satisfactory outcome. J. B. Foss, of Virginia, U. S. A., is interested in a tract of coal land in the eastern part of Puebla. Machinery has been ordered and if the expectations of the promoters are realized the bad record in these states may be broken.

Lignite Deposits in State of Michoacan.

The lignite deposits of Michoacan have not been exploited thus far because of the entire lack of railroad transportation. More recently the Compania Explortado de Carbon with a capital of \$750,000 (Mexican silver) has been organized to develop these coal fields. In Tamau-lipas, near Ciudad Meir, the company owns nearly 500,000 acres of land said to contain workable coal deposits. It is reported to have cut six

veins of coal in sinking sixty feet, the lowest of which is twenty-seven inches thick. The coal shows by analysis sixty-five per cent carbon.

This practically is the whole story of the development of coal mining in Mexico. In several other states deposits have been reported, but none is worked and most of them are not workable.

Peat deposits are not yet utilized. In many districts charcoal is provided cheaply and used for smelting iron and as fuel for cooking. The prospects of discovering fuel oil, particularly along the gulf coast in the vicinity of Tampico, are so certain that this product may already be considered as a contribution to the available fuel supply of Mexico.

NEARLY ALL COAL USED IN CITY OF MEXICO IS IMPORTED.

Nearly all of the coal used in the City of Mexico is imported via Tampico or Vera Cruz from the United States, most of it coming from West Virginia. With the freight by sea and land added to the selling price, the coal delivered in Mexico becomes very expensive.

The distances in Mexico are greater than the American generally conceives them. For instance, from El Paso, Tex., to the City of Mexico is nearly 1,200 miles. From Vera Cruz to the City of Mexico 264 miles. With no available coal except on the Rio Grande it will be seen that Mexico is very anxious to have coal fields developed in the southern states of the republic particularly. The rapid growth of industry and the extension of the railroads has created a growing demand for fuel everywhere in Mexico.



The arbitrators in the controversy between the Miami Coal Co. and its men employed at the mines in Indiana have decided that the questions involved are not ones that can be arbitrated; that the men must live up to their agreement with the company and return to work.



The Peoples Coal Co. has been awarded the contract to furnish soft coal to the city of Worcester, Mass., the coming year at \$4.54 a ton, which is twenty-one cents lower per ton than a year ago. The anthracite contract was awarded to the C. W. Claflin Co. at \$5.98 a ton, or a saving of over fifty-one cents a ton. These contracts, it is estimated, will save the city about \$20,000.

Prevailing Wagon Prices at Chicago.

Dealers' Wagons.
Per ton.

Grate	\$6.30
Stove	6.55
Chestnut	6.55
Steve	6.55
Egg	6.55.

BITUMINOUS.

ILLINOIS COALS.

Wilmington chunks	\$3.50
New Kentucky lump and egg	3.50
Carterville stove, washed No. 1.....	3.50
Carterville nut, washed No. 2.....	3.50
Westville-Danville domestic lump	3.00
Danville lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.

Brazil block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.00
Vigo and Clinton third vein.....	3.00
Northern Indiana lump	3.00

OHIO COALS.

Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00

PENNSYLVANIA COALS.

Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

WEST VIRGINIA COALS.

Black Band	\$5.00
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Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Enterprise colliery at Shamokin, Pa., is being remodeled, the change being made necessary by the increased output of the shaft at that point.

The Goodloe Coal & Coke Co. is opening a new operation five miles from Richlands, West Virginia, which will be producing coal by August fifteenth.

E. C. Egeles of Johnstown, Pa., has purchased the coal options and rights of A. C. Barrett in Indiana county and will start development work on the property within a short time.

The Eden Park Coal Co. has been incorporated at Huntington, West Virginia, with an authorized capital of \$10,000 for the purpose of developing coal lands. The incorporators are J. L. Caldwell, T. J. Caldwell and F. D. Caldwell.

The Walton-Watson Land Co. has been incorporated at Williamson, W. Va., with an authorized capital of \$100,000 to develop coal, oil and gas lands. The incorporators are Samuel Walton, of Falls Mills, Va., Lee J. Barbee, C. H. Witten, C. M. Graham, of Graham, W. Va., and A. W. Watson, of Newton, Pa.

The Lingohacken Coal Co. has been incorporated at Williamson, W. Va., with an authorized capital of \$100,000 to operate coal mines on Buffalo Creek. The incorporators are Lee J. Barbee, C. H. Witten and C. M. Graham, of Graham, W. Va.; Samuel Walton of Falls Mills, Va., and A. W. Watson of Newton, Pa.

The Ridgeview Coal Co. has been organized at Thayer, West Virginia, to open coal properties at Dimmoek in that state. The company will also take over the property of the New River Colliery Co. already in operation, including 1,000 acres and developments. The officers of the new corporation are: President, Ernest Echols; secretary-treasurer, William Echols; general manager, John Dempsey, all of Dimmoek, W. Va.

General Eastern Coal and Coke Notes.

The Mountain Lake Coal Co., operating a colliery near Scranton, Pa., has resumed operations.

The Five Fingers Coal & Transportation Co., of Augusta, Maine, has increased the number of its directors from three to five.

The Summit Coal Co., of New York, is planning to make extensive purchases of coal lands in the vicinity of Richlands, W. Va.

Work has been resumed at the coke plant of the Latrobe Coal & Coke Co. at Latrobe, Pa., giving employment to 100 miners and coke-workers.

The output of coal at the Dominion Coal Co.'s mines for the month of June was 331,090 tons, which was the heaviest on record for any month.

More than 600 miners have gone on strike at Rossiter, Indiana county, Pennsylvania, as a result of a disagreement over the wages to be paid drivers.

It is reported the Pennsylvania Coal & Coke Co. is negotiating for the purchase of about fifteen operations located between Sandy creek and Red-bank, Pa.

The National Tube Co. is negotiating for the purchase of the property of the Consolidated Coal & Coke Co. at Riverton, McKeesport, Pa., which is valued at \$200,000.

Fires in the coke ovens of the Empire Coke Co., at Border City, N. Y., have been lighted and it is expected the active work of making coke and gas will be under way within a short time.

The main drift of the Altoona Coal & Coke Co., at Baker, Pa., recently caught fire and is burning vigorously. The fire department at Altoona is aiding the employes of the company in an effort to extinguish the flames.

The June output of No. 14 breaker, near Pittston, Pa., was the largest on record at that point. It produced 80,236 tons of coal in 223 hours. This is the record in the vicinity of Pittston for any breaker.

Men employed at the Hoffman mine near Cumberland, Md., recently went on strike because two of their number were ordered to go down into a shaft under an engineer whom they alleged was incompetent.

The Lehigh Coal & Navigation Co. is making so many improvements to its collieries in the vicinity of Pottsville and Wilkesbarre, Pa., that its output will be increased 100,000 tons, making it 1,100,000 tons annually.

M. Ellis and S. H. Blum have sold 374 acres of coal and coal rights located north of North Hope in Washington township, Pa., to J. S. Rogers, of Pittsburg, for \$37,500. The new owner will develop the property.



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COAL**

A 600 ton daily capacity
Luhrig Coal Washing
Plant operated in con-
nection with mine.

Southern Coal and Coke Notes.

New Southern Enterprises.

The Wheeler Coal Co., of Johnson county, Kentucky, has been incorporated at Frankfort, with an authorized capital of \$10,000. The incorporators are not given.

The Muskogee Supply & Fuel Co. has been incorporated at Muskogee, I. T., with an authorized capital of \$50,000. The officers are as follows: President, J. L. Wisener; vice-president, P. B. Hopkins; secretary, N. R. Haskell; treasurer, J. S. Weeks; assistant manager, E. T. Payne.

The Black Mountain Coal Land Co. has been incorporated at Bristol, Tenn., with an authorized capital of \$1,500,000. The officers of the new corporation are: President, James J. Gordon, Washington, D. C.; vice-president, W. B. Emmett, Bristol, Tenn.; secretary and treasurer, N. D. Buchanan Jr., Bristol, Tenn. In addition to acquiring coal and other mineral lands the company has the authority to develop mines and produce and sell coal.

General Southern Coal and Coke Notes.

Judge R. T. Powell, of Greenwood, Ark., has sold 440 acres of land in that field to the recently formed Spradling Coal Co.

No trouble has been experienced at any of the mines in the northern Alabama field as a result of the strike which occurred there July first. The men are very orderly and the union officials are using every effort to prevent trouble.

Owing to the recent discovery of coal near El Paso, Tex., there has been a rush to that field to file on land and over 64,000 acres have already been pre-empted, including land which is fifteen miles distant from the original discovery.

Nearly 250,000 tons of bituminous coal at Reno, N. M., was on fire at last accounts and it was feared it might be a total loss. The fire was in the bunkers of the Southern Pacific, and it is believed was caused by spontaneous combustion.

A valuable cargo of coal and coke recently cleared from Baltimore, Md., for Tampico, Mexico. It was valued at \$30,912.30 and included 1,000 tons of coal and 3,133 tons of coke. The cargo will go to the American Smelting and Mining Co., of Mexico.

It is rumored that the Tennessee Coal, Iron & Railway Co. has resumed mining operations at its No. 3 mine at Pratt City, Ala., with convicts leased from the country, replacing the union miners who were formerly employed there and who went on strike July first, owing to failure to agree as to wage scale for the new year.



Literary Notes.

The Hon. Andrew D. White's entertaining recollections of his life as a member of the American legation at St. Petersburg during the Crimean war will be continued in the August *Century*, the Midsummer Holiday Number. These chapters will include, beside much other matter of timely interest, personal memories of Nicholas I and Alexander II of Russia. Later foreign services of Mr. White include his work as a United States commissioner to Santo Domingo and to the Paris Exposition; as United States minister to Germany, 1879-81, and to Russia again in 1892-94; as a member of the Venezuelan Commission and of the Hague Peace Commission, and as ambassador to Germany in 1897.

In the leading article of *The Booklovers Magazine* for August, "The Promise of Civic Beauty," Andrew Wright Crawford—secretary of the City Parks Association of Philadelphia—discusses with expert knowledge and sympathetic enthusiasm the outer-park systems of America and the beautifying of city and village, using numerous superb illustrations. Another popular paper by an expert is the illustrated article on "The Campaign Against the Mosquito," by Prof. John Bernhardt Smith, of Rutgers. In a shrewd study of the present political situation in England, F. A. Acland gives a lucid estimate of the various Liberal leaders, either one of whom may possibly be "The Next English Premier," the article being accompanied by a set of fine portraits. Alvan F. Sanborn's picturesque account of his own racy experiences in "Tramping Through Normandy" is full of inspiration as well as suggestion for would-be trampers. In the sixth article of Harold Bolce's series on "The Two Pacifics" he demonstrates that "The Secret of Japan's Strength" lies in the wonderful agriculture of the Sunrise Kingdom. Added value is given to all these articles by the admirably chosen illustrations. The special pictorial features of the August number are the color reproductions of paintings by Henner, Agache, Laurens, and Sinibaldi; and six penciled drawings of "Picturesque Bits of Old London," by the talented young American artist, Vernon Howe Bailey, done with all his characteristic delicacy. "Israel Zangwill—Playwright," is the title of a discriminating critique by Prof. T. M. Parrott, of Princeton, in which he holds that Mr. Zangwill's great future is in dramatic expression. The story of the month is by Eleanor Hoyt—"The Vanishing Boarder"—and is in all ways summy as to persons and places, with her well known vivacity of style. Clara Morris tells a pathetic story of her own youthful experience with a quaint old character in Cleveland, "The Old Lace-Mender." And there is a charming little lullaby song touched with humor, by Frederic B. Hodgins.

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THE BLACK DIAMOND

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CHICAGO.

JULY 30, 1904.

NEW YORK

\$3.00 PER YEAR.

General Review of the Markets.

The prominent feature of the western bituminous market this week was the ultimatum delivered by the operators of the southwest to their miners on Thursday, and as the men have shown a tenacity to stick to their original demands and seem to be unwilling to concede a single point it looks very much like a strike, which will bring out all the men in the states of Missouri, Arkansas, Kansas, Texas, Indian Territory and Oklahoma. While a strike would be a deplorable thing, "it is an ill wind that does not blow good to someone," and the over-producing states of Iowa, Illinois and Indiana would gladly welcome this new field to which they could ship their surplus product. The strike in the meat packing industry was resumed and a settlement seems a long way off, the employers and employes being farther apart than ever. The effect of the resumption of hostilities is especially noticeable in the low prices obtained for run of mine and the small sizes of steam producing coals. This strike was entirely uncalled for and comes at a very inopportune time, when the entire country is endeavoring to fight off a period of depression. It is an undisputed fact that a workingman, either individually or collectively, has the right to sell his labor at the highest rate that it will command, and that he has the right, either individually or collectively, to refuse to work for less than he considers a fair wage, or under conditions that he does not consider just in every particular. In the end, however, the law of supply and demand, which is inexorable, will settle the wages in any industry, just as certainly as it will settle the price of any commodity in the open market. The combination of packers may for a time force the price of meat up above the level at which it would be established by free competition, and organized labor may be able to force wages for a time above the rate at which they would be fixed if every man was able to select his own employer at will and every employer was able to hire whom he wished. But if the combination of packers is maintained long enough, and it forces prices above their natural level, it will find that it has attracted new capital into this profitable line of trade, and that its competitors, willing to sell their product at a fair profit, are cutting under its prices and getting the bulk of the business. In the same way, if a labor organization undertakes to force up the rate of wages materially above that which would naturally be established by free competition in the labor market, it is apt to find that other labor is attracted into the field in competition with it. The anthracite miners should bear these facts in mind, and if they do we will hear less of threats to strike, which are now coming to hand with great regularity.

Anthracite Production.

The July production of anthracite will probably equal that of June, or very nearly so. The mines have been operated to their fullest capacity, and it has been a source of considerable anxiety to discover a market for the steam sizes. In this connection it will be interesting to note that, beginning with September, there will be a curtailment of production. The output this year has been very large, and as a considerable portion of the trade has been supplied the yield will be reduced so as to keep down the surplus. A heavy tonnage of anthracite is going forward to the head of the lakes, but the movement to country yards is not up to expectations. Supplies are accumulating on the docks, but the demand from interior points is slight and a rush of orders would be welcome at this time.

In comparison with last week the Atlantic seaboard soft coal trade is inclined to be dilatory. The tonnage from the mines is large, but the demand for it is lacking and the coal is practically being forced on the market. Some of the trade are somewhat pessimistic as to the situation, figuring that the large deliveries being made now in the dull market will discount the usual fall rush expected a little later on and remove any activity that was possible from it. The producers seem to be working on the basis of taking all the good the gods provide at this time and let the future take care of itself. In a great many instances this is called for in self-

preservation, but undoubtedly natural laws will work out the various conditions that now prevail in the trade.

In New England territory trade is fairly large, though the detention in unloading in some of the eastern ports has delayed orders from consumers with the view of steering clear of any prospective demurrage that might accrue on vessels arriving at the blockaded ports. Several cases have been reported where vessels have been transferred from congested points to be unloaded at adjacent ports not so situated. Trade along the Sound is quiet, but an improvement is noticeable and the trade is taking more coal than was the case a few weeks ago.

Buffalo reports a falling off in the lake shipments of anthracite, which is especially noticeable. These figures show that last week 75,700 tons were shipped from that port, as compared with 137,705 tons shipped during the corresponding week of last year. When one considers that the month of June closed with shipments over 200,000 tons behind those of last year, due principally to the lake strike, the poor showing of 1904 as compared with 1903 becomes more surprising. The congestion of boats at the docks at the upper lake ports must be taken into consideration this year. This congestion is due to boats loaded with bituminous coal, which is being shipped in much greater quantities than was the case last year. This condition of affairs is certainly having its effect on lake shipments this year, as both kinds of coal are unloaded at the same docks and by the same machines. The comparison with last year shows that the trade is not near as good as a year ago, but, of course, it must be remembered that last year was an exceptional year on account of the strike which preceded it. An improvement is noticeable in the bituminous trade at Buffalo, although the improvement has not been up to expectations, and the rush which usually makes itself felt at this time of the year is more backward than has been the case for the past five years. The turning point is looked for at any time now, and nearly everyone predicts that when the rush does come it will make up for lost time. Let us hope so, anyway, for if any industry needs a "boom" period just now it is the bituminous coal trade.

Cincinnati reports very little change and everything is moving along quietly. The river is down to a minimum stage and it will probably be several months before shipments can be made. A firmer tone to all smokeless coals is expected as a result of a meeting held in New York this week by the operators and sales agents of both the Pocahontas and New River districts. Prices have been so badly demoralized since April first on account of the large increase in selling agencies and for other reasons that it has been felt for some time that it was necessary to take some action looking toward the establishment of prices on such a basis that the operators would be enabled to get a fair return for their product. A meeting of railroad officials of coal carrying roads was held in Cincinnati on Tuesday of this week to attempt to adjust some seemingly slight irregularities in freight rates, but, unfortunately, the meeting broke up without accomplishing the object for which it was called. The trouble arose from the fact that the Louisville & Nashville had been acting independently of the other roads entering Cincinnati, and from slight reductions made in freight rates to local points the grievance has grown to quite a considerable matter. Some time ago the Louisville & Nashville made a reduction of 10 cents a ton on nut and slack from Kentucky points to Cincinnati. Lately it seems this road has been extending this reduction to reshipments to points throughout western Ohio and Indiana, and the matter has resulted in a number of more or less serious complications with other roads placing coal at the points reached. The object of the meeting referred to was to get the Louisville & Nashville in line with the other roads simply for the sake of uniformity and equity, and while the meeting did not accomplish this it is given out that there will be another meeting soon, at which time it is hoped by those interested that the matter will be disposed of satisfactorily.

Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, July 29.

The renewal of the strike in the packing houses at Chicago this week has had its effect on fine coals and run of mine sold for steam purposes, although at this time the results are not so apparent as was expected. There was some fine coal received over Sunday, which was shipped the latter part of last week before it was known that the strike would be re-inaugurated, and this had a tendency to demoralize the market the early part of the week. It is probable that shipments are now being withheld, as producers are aware that the requirements of the trade are considerably restricted and will continue to be as long as the interruption exists among the packing interests. In domestic bituminous coals there is very little change from last week. Inquiries from the dealer trade in the country are increasing slowly and the tendency is more pronounced to stock a little coal in anticipation of the fall demand. In the anthracite trade demand is a little more active than it was from the west, and some orders are coming in to shippers from all territory, with the request that they be filled before the August circular becomes effective. Northwestern demand for bituminous coal is very quiet at the moment and there is a considerable accumulation by the leading dock interests at the head of the lakes, which is preventing shipping companies from forwarding coal to that point at present, although they should do so in order to accumulate a supply in anticipation of the winter demand.

In the western anthracite trade there has been little change from last week. Some shipping agents located at Chicago and elsewhere report that the latter part of last week and the early part of the present week there was a somewhat better run of orders. This is accounted for from the fact that some retailers have not taken in any coal as yet for winter consumption and feel the necessity of accumulating supplies to meet the requirements of the early trade. Other dealers have storage room left and are placing orders to take advantage of the July circular, which will be supplanted by the circular for August on Monday. This has given a little more activity to the situation than prevailed the previous week. The large cities are not buying as much coal as usual, however, and it looks as if this class of business would come with a rush when it does commence. Much less coal has been placed in city consumers' bins this summer than a year ago, which gives indication of much better things later on than are experienced at present.

Anthracite Trade in July was Fairly Good.

Notwithstanding the fact that the tonnage which has moved to western cities is less than a year ago, the total tonnage during July will compare very favorably with last year, and in some quarters, it is believed that business in the west generally has been better. This is explained on the ground that a year ago, in the west, dealers were all anxious to stock their anthracite in April, May and June, or as early as it could be moved to them. This year the lake strike, which lasted till the middle of June, prevented them from doing this, even if they were so inclined, and the business has been spread out through the summer, many new orders having been received after lake coal began to move. The new business that has developed during June of this year is probably in excess of what it was last year, which accounts for the better tone that has been felt by some of the shipping agents.

Movement of coal from Buffalo by way of the lakes has been fair during the week and more has been consigned to lake Michigan ports, judging by surface indications, than for some time. The congestion of boats at the head of the lakes is a serious factor in the situation at that point, and is preventing shipping companies from moving all the coal they otherwise would to the northwest. The docks are reported as well loaded up and the shipments of bituminous coals have been stopped from some sources owing to lack of storage room when they arrive at the head of the lakes. Should the northwestern trade be backward about taking in coal, as it certainly has been for the past several weeks, there might be difficulty in getting a sufficient quantity to that territory before the close of navigation, to meet the requirements next winter. Northwestern dealers ought to be better buyers of coal than they are at present, for with the grain movement which will commence the latter part of next month, providing the crops are reasonably large, as seems assured at present, northwestern railroads will be taxed to their capacity and there will be delay in getting in coal after it has been ordered forward.

Northwestern Situation in Bituminous Coal.

The northwestern situation in bituminous coals, however, is more important than that in anthracite. A considerable tonnage of the latter has been taken in stock, and the requirements of the trade can undoubtedly be filled before cold weather. In bituminous, however, there has been but little business thus far this summer, and coal that has been forwarded has gone into consumption largely for steam use. The amount stocked in retail yards is probably the smallest within the past four or five years. To understand the situation as to a supply of bituminous coal for the northwest it must be understood that the capacity of the docks must be utilized at least once, and possibly twice or three times in the summer season, in addition to which they must be filled up in the fall, to accumulate a sufficient tonnage to meet northwest requirements. This year the lake strike prevented the tonnage, which is usually received the early part of the season and moved out to yards for storage, from being handled. The first coal was received the latter part of June, but the tonnage that has moved out to retailers has been unusually light, the consequence being that most of the coal which has gone up the lakes is still on the docks. It is reported from Pittsburgh, that owing to this accumulation, which is taxing dock storage capacity to the utmost, the Pittsburgh Coal Co. has discontinued

shipments to Lake Superior ports, including Duluth and Superior. Much less coal has moved up the lakes than a year ago, so it can be seen that this is seriously interfering with the trade in that part of the country. Unless retailers begin to take in coal shortly this will be a serious feature of the situation, and insufficient coal will be moved up the lakes to meet the requirements the coming winter. The movement of grain as a result of the harvest is only three or four weeks distant at the most, and with this and a phenomenal movement of coal—much heavier than a year ago—late in the season, there will doubtless be much difficulty on the part of dealers in getting all the coal that they may require and when they require it.

In the western bituminous trade tributary to Chicago, there has been little change from last week. There is a wider inquiry for good stocking coals in the bituminous line, but prices have not yet recovered and generally are below the circular basis on current movement. Threshing demand is fair, but it is expected there will be a large amount of late business. Retail handlers of this class of coal do not seem to care to accumulate any stock beyond their minimum requirements. Should the requirements be larger than was expected on account of the crop estimates, it is more than probable there would be many hurry-up orders received at the last moment, which dealers would expect would receive prompt dispatch.

Little Change in Week's Prices.

In the price situation on the leading descriptions of bituminous coals the change from last week has not been noticeable. The demand for smokeless coals from West Virginia is still quiet, and were it not for the fact that the output is kept under close restrictions to meet only current requirements prices would doubtless be very ragged. However, the leading interests in that field are keeping the situation well in hand and it is to be hoped that the disastrous slump which was experienced a year ago in August will not be repeated the coming month. Current quotations on standard description of smokeless mine run are on the basis of \$1.05 f. o. b. the mine, or \$3.15 f. o. b. Chicago. West Virginia splint coal is also held within reasonable restrictions as to output and values are on a fairly steady basis at \$1.40@1.45 f. o. b. the mines, or \$2.30@2.35 f. o. b. Chicago. Fairmont three-quarter coal continues on the same basis as the last quotations. Other coals from West Virginia are on an unchanged basis.

The situation as to three-quarter Youghiogheny coal from the Pittsburgh district is steady at Chicago and other points in the west. Production and shipments are kept within reasonable limits and prices on carlot business are fairly well maintained on the basis of \$1.10 f. o. b. the mines, or \$3.00 f. o. b. Chicago. The situation as to Hocking coal in the west continues unchanged. Demand is light with prices maintained on a basis of \$1.35 f. o. b. the mine, or \$3.00 on the Chicago f. o. b. basis.

Western domestic coals occupy about the same relative position they did a week ago. The better grades of Linton four and six-inch lump coal are held on the basis of \$1.95@2.05 f. o. b. Chicago. High grade semi-block lump coal is held at \$2.25@2.35 f. o. b. Chicago. Brazil block coal continues on the circular basis of \$2.25 f. o. b. the mine for lump, or \$3.05 f. o. b. Chicago. Demand is fair at this time, having shown some more activity recently as a result of the threshing demand. The domestic grades of Cartersville are in fair request and range at \$1.35@1.60 f. o. b. the mine for domestic lump. Mine run coals for domestic consumption hold to about the same basis as last week, with some of the common descriptions ranging from \$1.40@1.50 on the Chicago f. o. b. basis.

Prices on screenings from the Springfield and Sullivan county fields are somewhat weak and range around \$1.25 and \$1.35. Demand is reported as very quiet owing to the strike in the large packing houses. High grade screenings, such as Cartersville, hold on the same basis as a week ago, \$1.60@1.65 f. o. b. Chicago.

In the coke trade there are no features of importance. Demand for Connellsville seventy-two hour foundry coke is light at this time of the year and prices generally are weak. West Virginia cokes are weak, although receipts are not as heavy as they were owing to the curtailment of production. Gas-house coke holds reasonably firm and is quoted at \$3.50@3.65 on the Chicago f. o. b. basis. Demand for smithing coal is light and values are about steady at the former range of values.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., July 27.—This week is witnessing a change in the bituminous coal industry that has awakened interest among the operators and shippers. The demand for the fuel during the past two weeks has considerably increased. Shipments to the lakes are being rushed and railroads are taking care of virtually all the coal freight they can handle with quick dispatch. The Baltimore & Ohio railroad is handling more of this freight than it ever has since the Pittsburg division was formed. The Pennsylvania and Lake Erie systems report a marked improvement in freight traffic. These reports indicate that dealers in coal are experiencing a betterment. While consumers in the northwest are ordering more coal, the domestic business is also on the increase. Prices are now firmer than they have been for some time, although no advance has been announced. The Canonsburg and Burgettstown mines of the Pittsburgh-Buffalo Coal Co. are running double turn. Several big mines of the Pittsburgh Coal Co. resumed operations after a long period of idleness. Leading operators are authority for the statement that the coming five or six months will witness a pronounced betterment. In fact, they claim that the second half of this year will eclipse the amount of business transacted during the latter half of 1903. From this prediction it can be concluded that they anticipate a big trade. If the prognostications of the leading firms' operators do not go wide of their mark, the Pittsburgh district will experience a boom in the soft

coal industry ere the lapse of many more weeks. Run-of-mine is quoted at from \$1.00 to \$1.10 per ton, but it is forecasted that the stiffer prices will prevail.

Many River Mines Idle.

River mines are doing very little at present, as the harbors are much below a boat stage. But the demand for coal in the south is not on the wane and the prospects are for a large shipment when the rise comes.

The increased activity in the domestic trade is due to the partial resumption of many idle mills. As the summer disappears more mills will be put into blast and this will greatly strengthen the market.

Two high officials of the Adriatic railways in Italy visited this city on Tuesday as the guests of Charles Donnelly, president of the Pittsburgh Terminal & Railroad Coal Co. The men came here primarily to investigate the coal operating conditions of American railways and the bituminous coal fields. Their praise of the west side belt lines was very high and favorable.

Officials of the H. C. Frick Coke Co. will shortly award a contract for the erection of 1,000 new coke ovens in the Connellsville field. The bids were opened earlier in the week and were quite numerous. After the contract is let the contractor will be required to complete the work as soon as possible. One of the proposed new coking plants in the Connellsville district will be located in Franklin township and the other two are to be placed in George township. This territory is in the very heart of the Connellsville region. Developments has been made near the new territory and it is known to be possibly the most valuable in the entire field. The new property yet to be developed has been purchased since the formation of the United States Steel Corporation. The coal was optioned and bought by Uniontown, Connellsville and local capitalists, and some of it was secured at prices ranging from \$150 to \$200 per acre. The steel combine bought it at top-notch figures, as high as \$1,500 and \$2,000 being reported as the price paid for some of the land.

Connellsville Region Active.

It is reported that there is more activity in the Connellsville region this week than for some time. Many of the ovens have been fired to secure sufficient coke to supply the heavy orders received recently. From present indications it appears as if there will be an increase in firing of ovens each week from now on. The contracts for the new ovens are to be awarded at Scottdale, Pa., where the operating department of the company is located.



The West Virginia Mining Field.

WHEELING, W. VA., July 27.—(*Special Correspondence*).—There seems to prevail a feeling that the worst in the situation is over and it is borne out by an increase of activity in scattered localities. But it is not general and seems to be due to some peculiar conditions.

The most activity now is in the Fairmont region and confined to the mines of the combine, the independents being tied up because they can't do anything in the market and come out even. The shipments from Fairmont for the last ten days have been among the largest ever from that point, running from 500 to 650 cars a day. During the winter and last fall, when prices were much better, about 350 cars a day was the average.

The Fairmont concern is dumping a great lot of coal at Lorain and Sandusky, Lake Erie ports, but the bulk of its shipments is to the west. The demand is exclusively from the west and north, or, it may be better to put it, the northwestern trade.

Many Miners Looking For Work

Because of the sudden leap of trade the right way the mines in the Fairmont region are being besieged with miners from Pennsylvania and Ohio, including many anthracite men, and all are given work by the superintendent where it is possible. The company, as is generally known, enjoys close relations with railroad and docking companies, and is hence greatly favored. The ordinary box cars and not the steel hoppers have been supplied recently and the latter would be preferred, but the first arriving are the ones really preferred.

The eastern Ohio mines which compete in the same territory and work under somewhat similar circumstances are doing very little, and the story is told of one operator trying to contract for coal at eighty-five cents, the lowest yet heard of. A little over a year ago he was getting from \$2.75 to \$3. The majority of the operators are satisfied to take enough orders at a \$1.00 price, or thereabouts, to hold their labor, while a number have closed down, some within the last week, and no operations are running full.

The big spurt in the Fairmont region has caused the eastern Ohio men to say that Fairmont is favored by a classified railroad rate for shipment and that they are handicapped in not having it. They say the present situation clearly exemplifies the advantage of a classification of railroad rates in Fairmont's favor. The lake haul from Fairmont is not over 100 miles longer than the chief mines in the eastern Ohio sub-district that works the Pittsburgh No. 8 seam.

Another Selling Pool Formed.

A pool has been formed by the New River and Kanawha operators, with a capitalization of \$2,000,000, which includes Samuel Dixon, of New River; W. A. MacCorkle, of Kanawha, and three or four other leading operators in that section as incorporators. The capitalization is represented by the aggregate value of the mining properties interested.

A selling pool has been formed several times without definite success by these operators and the prospects are more promising this time because they have learned that a pool is the best way. It is the steadiest and causes an avoidance of the irregularities in price when independently they work their mines, according to periodical turns in the market.

An injunction has been served on Thomas Haggerty, an organizer of the United Mine Workers, and other agitators, who have been trying for months to organize the men employed in independent mines in Preston

county by the Pennsylvania Consolidated Coal Co., which is managed by S. W. Schraeder in Preston county. The company is two or three years old.

Companies that make mine cars and general mine supplies in this field are having a dull experience of it just now, but their representatives are putting up a great hustle to get business. When mines are idle mine cars, no matter how improved, are not needed.

The Pulaski Iron Co.'s 300 coke ovens have been put out of blast indefinitely. They are located in Mercer county and repairs will be made in the meantime.



Cincinnati and the Ohio River Trade.

CINCINNATI, July 27.—(*Special Correspondence*).—Counting back two or three weeks, the present week shows a decided improvement not only in the strictly retail coal business of the city, but also in the wholesale trade. Without exception, every dealer interrogated reported better business this week than for several weeks, or for many weeks, and following the increased demand for coal for family use comes the inevitable improvement in the wholesale trade.

Prices are unchanged; but a greatly increased tonnage is now going out where a short time ago the general coal business of the city was almost at a standstill. There is no telling how low some coal was sold lately at the mines; but just now it is impossible to buy good West Virginia lump for less than \$1.25 a ton at the mines, and some producers will not sell favorite grades for less than \$1.40 at the mines, showing a decided improvement. Rail nut and slack wholesale is worth sixty to seventy cents at the mines, with a ninety-cent freight rate to this point. The freight on lump here is one dollar a ton. River nut and slack is quoted at five and five and one-half cents a bushel and river lump eight cents a bushel. The river trade is now very quiet; but there is an immense quantity of coal tied up here for future use, and as there is no great demand at present for river coal the owners of it wisely reason that there is no use cutting prices, but are willing to wait until there is a demand. At retail Pittsburgh and Kanawha lump sell for \$3.00 a ton delivered to families; New River and Pocahontas \$3.25, anthracite \$7.25, nut and slack from \$1.75 to \$2.00 and gas coke nine and ten cents a bushel delivered.

Large Stock of Coal in the River.

The amount of coal afloat in the river is always interesting to the shippers and dealers in coal as well as to the general public, the consumers of coal; but up to this time it has been impossible to give a correct estimate of the amount held in barges and coal boats because the frequent rises in the river have been causing the stock on hand to fluctuate. Sometimes a rise would bring in several million bushels and cause still more to be taken away because there was water for it to be taken south; then again another rise would bring in a large quantity and it would all stay here.

The river is apparently down to a minimum stage, at least below a shipping stage, and it is likely that all the coal that is now held here in coal boats and barges can be figured on as being for the Cincinnati market. In the natural course of events, no more water may be expected for three or four months, and the amount of coal now held here is all that may be counted on for local consumption until there is another rise to bring coal from headwater shipping points.

A firmer tone to all smokeless coal prices is expected as a result of a meeting held in New York this week by the operators and sales agents of both the New River and Pocahontas districts. Prices have been so badly demoralized since April first on account of the large increase in selling agencies and for other reasons that it has been felt for some time that it was necessary to take some action looking toward the establishment of prices on such a basis that the operators would be enabled to get a fair return for their product.

At present smokeless nut and slack is quite firm at eighty-five cents a ton at the mines, and there is a very noticeable improvement in the demand for smokeless lump and egg. For these latter grades \$1.35 to \$1.50 a ton is asked and obtained in many instances. The freight on smokeless lump and egg is \$1.15 and on nut and slack \$1.00.

A meeting of railroad officials of coal carrying roads entering Cincinnati was held here on Tuesday of this week to attempt to adjust some seemingly slight irregularities in freight rates; but the meeting broke up without accomplishing the object for which it was called. The trouble arose from the fact that the Louisville & Nashville has been acting rather independently of the other roads entering Cincinnati, and from slight reductions made in freight rates to local points the grievance has grown to quite a considerable matter. Some time ago the L. & N. made a reduction of ten cents a ton on nut and slack from Kentucky points to Cincinnati. Lately it seems that this road has been extending this reduction to reshipments to points throughout western Ohio and Indiana, and the matter has resulted in a number of more or less serious complications with other roads placing coal at the points reached. The object of the meeting referred to was to get the L. & N. in line with the other roads simply for the sake of uniformity and equity, and while the meeting practically did not accomplish this, it is given out that there will be another meeting soon to reopen the matter, at which time it is hoped by those interested that the matter will be disposed of satisfactorily.

There is at this time a general depression in business, extending, as it does, through all branches of commerce and industry, as well as railroads and carrying companies.

This depression seems to be particularly severe in the coal trade, resulting in a great falling off in tonnage and a very marked shrinkage in prices, prices at present being relatively lower than at any time during the past five years, with little prospects for improvement in the near future.

The volume of business of our company has been very materially reduced in point of tonnage, being far below the average of the past five years.

Average prices, as above stated, are much lower than they have been, while fixed charges and operating expenses remain substantially the same.

These conditions will necessarily require the adoption of a policy of economy and general retrenchment in operating expenses, with an earnest effort to reduce the cost of production, transportation and marketing the coal, to the lowest possible extent.

Those who are entrusted with the management of the affairs of the company are requested to make an earnest effort to reduce the expenses of their respective departments wherever it can be done without direct detriment or injury to the company's interests.

This, however, does not imply that there shall be any relaxation in an effort to maintain our present volume of business, but on the contrary every possible effort should be made to increase the same wherever it is possible to do so. In fact, during a dull period, when the tendency is to a shrinkage of business, there should be increased efforts and energy put forth to keep the volume up to the highest possible degree.

THE MONONGAHELA RIVER CONSOLIDATED COAL & COKE CO.

By GEORGE W. THEIS, *Vice-President*.

A survey of the harbor yesterday shows that there is a large stock of coal on hand, and unless unlooked for conditions arise, there is plenty of river coal here to take care of all probable demands for that kind of fuel. The location of the coal afloat is as follows:

	Coal Boats.	Barges.
Stewart's harbor	30	81
Brown's harbor .....	..	55
Coal Haven harbor .....	..	78
Marmet's harbor	25	80
Hatfield's harbor .....	..	40
Hall's harbor	10	35
Independent harbor	10	30
Millcreek harbor	75	18
Ludlow harbor	22	76
K. & O. harbor .....	..	60
Gas Co., elevators, up Licking and North bend..	..	192
Total	172	745

In bushels this foots up the rather unusual amount of 13,300,000. More than half of the entire amount belongs to The Monongahela River Consolidated Coal & Coke Co., and the remainder to the independent companies.

F. L. Garrison, president of the Kanawha Coal & Coke Co., Cincinnati, is just back from a trip of a week spent at the mines on the Kanawha. Mr. Garrison takes a deep interest in every department of the coal business, and he is well posted on all kinds of mining machinery and equipment as well as knowing where there is a demand for coal and what price will probably get the business. He is certainly an all round coal man.

E. Gallati, manager of the Pittsburgh Coal Co., Cincinnati branch, returned yesterday from his annual vacation to Atlantic City. He was accompanied on his outing by his family.

C. H. Jones, well known in the Cincinnati coal trade as the former manager of the Winifrede Coal Co., and lately as a general salesman for Hesser, has resigned his position with that concern, and will start in business for himself August 1. His headquarters will probably be in the Union Trust building.

The Sprague, the great \$250,000 towing steamer of the Monongahela River Consolidated Coal & Coke Co., Pittsburgh, has just returned to Pittsburgh, having taken an enormous tow of empty coal crafts up the Ohio river, and after having broken all previous records in towing large quantities of coal down the Ohio and Mississippi rivers. Although many and severe criticisms have been made on this gigantic towboat, the officials of the Monongahela company seem to be satisfied with the workings of the boat. The Sprague is the largest towboat ever built, and has been a costly experiment for the company, many persons who are in a position to judge, declaring that she has cost up to date nearly a half a million dollars, counting changes that have been made on the boat, and the several more or less disastrous accidents that have happened to her since she was put in commission. One of her misfortunes early in the season was the sinking of thirty-one coal-boats containing nearly 800,000 bushels of coal, which, with the crafts, entailed a loss to the company of fully \$100,000. She has had new low pressure cylinders put on at a heavy expense, a new steam steering gear, and many smaller changes. She will be repaired at Pittsburgh, and will be ready for the fall and winter towing season. As the owners of the Sprague seem satisfied with her, the general public ought to be.

The Monongahela River Consolidated Coal & Coke Co., in a general letter directed to all its department heads, branch managers and superintendents, takes a rather gloomy view of the coal situation. The letter complete is as follows:

Percy Heilner & Son, of Cincinnati, have just concluded arrangements by which they will have the exclusive sale of Red Jacket coal in the state of Ohio and this section of the west. Negotiations are pending but not completed for this company to take other territory for the sale of this coal. Mr. Samuel Heilner, of Percy Heilner & Son, was here and made the new arrangements, assisted by William Sweeny, the local manager of the company. Mr. Sweeny reports business quite good, and cites the fact that he sold 54,000 tons of Red Jacket coal last week and 10,000 tons yesterday to prove his assertion. The larger amount was sold at Middletown, Ohio, and the smaller quantity at Reading, Ohio, just outside of Cincinnati. The Hull Coal & Coke Co. will continue to sell Red Jacket at retail in Cincinnati.

J. C. Wheeler, manager of the Virginia Smokeless Coal Co., with headquarters in the Neave building, Cincinnati, is one of the pleasant new faces in the Queen City. Although Mr. Wheeler has been here but a short time, he has made many friends in the trade, and he is getting his share of the business that is obtainable.

James J. McDonald is one of Mr. Trum's right hand men in the local sales department of the Marmet Co. Mr. McDonald is located in Marmet's magnificent ground floor sales room in the Traction building, and he has a

pleasant word for all customers and callers at his place. He has been with the Marmet Co. for many years and is highly regarded by them.

Harry Rigdon, the river coal gauger, has been laid up for more than a week with a severe affection of his legs. In jumping from one barge to another he strained himself, resulting in a painful swelling of his legs.

Capt. Isaac Willard Grubbs, a coal gauger, died at his residence in the Somerset flats, Avondale, last Sunday, aged sixty years. He was originally engaged in the coal business both here and at Pittsburgh, but met with misfortune, and afterward entered the business of gauging coal, which he has followed for twelve or fifteen years. His body was taken to Pittsburgh for interment. Captain Grubbs was a brother-in-law of William J. Wood, secretary of the Monongahela River Consolidated Coal & Coke Co., Pittsburgh.

There is a meeting of manufacturers, merchants, coal dealers and others at Muncie today, at which a number of Cincinnati coal men were invited to be present and take part. The meeting has for its object the obtaining of lower freight rates to the Miami valley points and to the gas belt of Indiana. A determined effort is being made to get better rates to the points mentioned. Complaints have been made not only from sales agents, but operators on the lines of the B. & O., C. & O. and Norfolk & Western in West Virginia, on the matter. It is claimed by all that freight rates are too high to the points mentioned, and the subject will be thoroughly gone over at the meeting named. While the people of many other points claim that rates are too high, the people of Muncie are the first to go after the railroads with anything like determination, and they say they will not stop until they get what they wish.

New Data Concerning an Old Coal Field.

WASHINGTON, D. C., July 28.—(*Special Correspondence*).—The Meadow Branch coal field of West Virginia is described by Mr. Marius R. Campbell in a bulletin recently issued by the United States Geological Survey, which is entitled "Contributions to Economic Geology, 1903." Since the presence of coal beds in this region was recognized in the beginning of the last century and various unsuccessful attempts have been made to utilize them, this paper will undoubtedly be of interest to many who follow the development of the country's coal fields.

This particular field lies in an isolated syncline of lower carboniferous rocks near the eastern extremity of the state of West Virginia. In the early days of the colony the mountainous ridge forming the eastern margin of the field was the third hill to be crossed in passing from the Piedmont plateau, and consequently it was designated "Third Hill mountain." The ridge forming the western limb of the syncline is known as Sleepy Creek mountain, and throughout most of its course it constitutes the dividing line between Berkeley and Morgan counties. The basin has an extreme length of about fifteen miles, a breadth of about two miles, and at its northern end comes within four miles of Potomac river.

As early as 1835, Prof. William B. Rogers, then director of the geological survey of Virginia determined the stratigraphic position of the coal beds of this field and described the geologic structure of the syncline in which they lie. In his report he referred to the coal as "an anthracite of the very purest character." The report was not published until 1884, but in the meantime desultory prospecting had been carried on in the Meadow Branch region, apparently with little understanding of the geologic structure and of the relation of the coals to the other rocks. Recently, interest in this locality has been revived, prospecting has been resumed, and the field has been visited by a number of engineers and geologists, but no satisfactory tests have been made of the coal. In 1902 the basin was examined by Mr. William Griffith, who gave a very interesting and exact description of the geologic relations of the coal beds. He made no tests of the coal, however, but simply accepted the current statements regarding its anthracite character.

Result of the Recent Researches.

In order to obtain additional information regarding the general geology of this region and to determine the commercial value of the coal, Mr. Campbell spent a few days in this field. From analysis of the samples that he obtained he decided that the coal of this field is not an anthracite. It is in fact doubtful whether it falls within the semi-anthracite class, though it seems to belong close to the dividing line between the semi-bituminous and semi-anthracite classes. Although not an anthracite, it may have considerable value as a fuel, since its low percentage of volatile hydrocarbons probably renders it nearly smokeless. Its commercial value, however, will depend largely on the condition in which it reaches market and the amount of impurities that it carries. The crushed coal on the eastern limb of the syncline is in poor condition for shipment, but it seems possible that in the center of the basin the coal may be less badly crushed and that it may be mined in sizes that will command good market prices. Mr. Campbell advises that the commercial development of this field be undertaken as near the center of the basin as may be possible. Before operations are begun, however, it should be determined positively whether the common idea that the thick coal is limited entirely to the eastern side of the fold is correct. Surface prospecting along Meadow Branch would probably settle this question, but it would be better to test the basin with a diamond drill.

Kansas City and Missouri River Trade.

The dispute has been taken out of the hands of the joint scale committee, which was unable to agree, and placed in charge of a sub-committee. The sub-committee is composed of one man from each district included in the interstate district, together with the presidents of each district. T. S. Lewis is a member of the committee to represent the national executive board of the

KANSAS CITY, Mo., July 27.—(*Special Correspondence*).—The operators and miners of Kansas, Missouri, Arkansas, Texas and the Indian Territory have been in conference at Pittsburg, Kas., for more than two weeks without reaching an agreement on the proposed new wage schedule.

United Mine Workers. The convention meets each day in the hope that an agreement will be reached and the scale committee watches the work of the sub-committee.

When the conference began the operators demanded a reduction of 5.55 per cent and the miners an advance of 8.33 per cent in wages. They seemed to be hopelessly apart, but they are gradually drawing together, so that it is not probable that there will be a strike in the southwest this fall. Miners and operators are both becoming anxious for an agreement. There are only two important points between the scale committee and a settlement. One of these is upon the reduction in wages asked for by the operators. They are holding out for the reduction, while the miners have put aside their demand for an increase and have conceded that they would be satisfied with the present scale. This is a reasonable concession, the miners say, from the advance they asked for on the start. However, this is really not a concession. The miners knew that wages had been reduced in the east and that a similar reduction would be asked by the southwestern operators. The leaders of the miners therefore decided to ask for an advance at the conference now in progress, planning to hold the present wage schedule by a compromise with the operators. But the operators say that wages must go down at least five and one-half per cent if they are to protect themselves from the competition of eastern bituminous coal. The fourteenth district convention is to meet in Pittsburg this week and an effort is being made to adopt an agreement before that time.

Statistics Produced by Miners and Operators.

During the Pittsburg conference the miners produced figures which alleged to prove that they were underpaid and that the operators were making bigger profits than ever before. On the other hand, the operators showed that the southwestern miners could make better wages than they now do if they would work and that the advance in wages last year did not increase the production of coal. The operators demonstrated that considering advanced freight rates, the enhanced cost of mining material and the changed mining conditions, they were working on a very narrow margin of profit. A strong point against the miners is that a year ago when their wages were raised they demanded that they be placed and maintained on the same wage basis as applies in the eastern competitive districts. This the operators are willing to do. The consumer is watching the conference, in which he has no part, with considerable interest. He has been paying a high price for coal and hopes for a reduction this winter.

Kansas City Market Quiet.

The coal market in Kansas City is quiet and not even the summer cut in prices and the hint that 30,000 miners may strike in the southwest this winter have stimulated the demand to any considerable extent. Dealers hope for a revival of trade so soon as the Pittsburg conference ends and prices for fall and winter delivery of bituminous and semi-anthracite can be quoted with absolute certainty.

The Pittsburg conference finally adjourned Wednesday of this week, after the operators had given an ultimatum to the miners. The operators submitted a proposition that the present mining rate in all districts is to remain the same with a reduction of 5.55 per cent on dead or deficient work and the same reduction in the day scale granted in other competitive districts. The ultimatum is subject to the vote of the local unions, the vote to be canvassed not later than August sixth. The conference will resume on August fifteenth to ratify the action of the local unions.

The St. Louis Coal Market.

ST. LOUIS, Mo., July 27.—(Special Correspondence.)—There is a general complaint of extreme dullness in the coal market here by dealers. They say that little if any business is being done. There is absolutely no business in domestic demand and manufacturers are using very little. Of course, some are using their usual supply, but the majority have cut off.

Coal is coming into East St. Louis as freely as it usually does at this time of the year, but the yards are not loading up.

Prices have not changed any during the past few weeks. Mine-run is quoted at \$1.05@1.10 per ton on the east side; shaker screen is quoted at \$1.35, and high grade at \$1.75.

The St. Louis coal men are feeling quite good over the success of the Coal Men's Day at the world's fair. They believe their visitors had a good time and will long remember the visit with great pleasure. The committee on arrangements have been congratulated on the way they carried out their plans. They say that Allan V. Cockrell, of the world's fair ceremonies committee, is entitled to the thanks of the coal men for the many courtesies shown to them.

Another coal mine is being sunk a short distance from O'Fallon on the electric railroad and will be in running order by December first.

A mine will soon be sunk at Alhambra, near Edwardsville, Ill., where a five-foot vein of coal has been discovered at a depth of 380 feet. The vein was struck by a company recently formed for the purpose of prospecting.

Articles of incorporation of the Randolph County Coal & Mining Co. have recently been filed. The capital stock is \$600,000 and the incorporators are W. T. Van Brunt and George J. Kobusch, 2,999½ shares each, and Joseph J. Barton, one share.

Charles J. Danialson, a coal dealer of Hamlet, Ind., was found dead in bed in his room at the Terminal hotel Tuesday morning by the clerk. The hotel physician had been attending him for several days. G. H. Magenheimer, of 5063 Kensington avenue, this city, a business partner of the deceased, took charge of the body.

Report of State Coal Inspector.

The report of Charles Evans, state coal inspector, recently issued, shows that the coal industry is increasing at a rapid rate. In the last year 4,265,328 tons of coal were mined of a market value of \$6,730,515. Ten years

ago the annual production of coal in the state was a little over 2,000,000 tons, and the annual market value was only about \$3,000,000.

The continuing annual increase in production, aside from a growing demand, may be attributed to the opening of many new mines, the enlargement of old ones and the very great improvement in mine equipment. Many large coal beds in the state are only awaiting the building of railroads to make their operation profitable.

Thirty-seven counties in Missouri produce coal, Macon county leading in the number of tons produced annually. In the year closed Macon county produced 1,119,646 tons. Lafayette comes second with 637,832 tons. Other coal-producing counties of the state, with their annual production in tons, are as follows:

	Tons.		Tons.
Bates	176,877	Clay	18,000
Ray	356,424	St. Clair	3,063
Randolph	605,716	Dade	8,260
Henry	87,203	Cooper	315
Putnam	114,008	Cole	1,440
Vernon	175,221	Cedar	1,554
Barton	185,257	Chariton	956
Grundy	25,563	Ralls	18,085
Linn	64,206	Schuyler	9,077
Boone	22,216	Livingston	2,068
Caldwell	11,485	Morgan	4,183
Audrain	39,009	Monroe	2,451
Adair	516,267	Carroll	1,570
Callaway	28,882	Jackson	8,500
Montgomery	2,880	Howard	9,051
Johnson	3,847	Cass	3,316

Prevailing Wagon Prices at Chicago.

	Dealers' Wagons. Per ton.
Grate	\$6.40
Stove	6.65
Chestnut	6.65
Egg	6.65

BITUMINOUS.

ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg	3.50
Carterville stove, washed No. 1	3.50
Carterville nut, washed No. 2	3.50
Westville-Danville domestic lump	3.00
Danville lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.	
Brazil block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.00
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00

OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00

PENNSYLVANIA COALS.	
Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

WEST VIRGINIA COALS.	
Black Band	\$5.00

TENNESSEE COALS.	
Waldensia lump	\$5.00

COKE.	
Gas-house	\$4.50

WOOD.	
Pine slabs, per cord	\$6.00

F. Rittmueller & Son, Addison, Ill., had their safe blown open on the night of July twenty-second, and eight dollars in change was secured. The box containing notes and other valuable papers was taken to a shed and opened but papers were put back in box and left. Nobody knew anything about it until morning. No clues.

D. R. Raymond & Son, of Dixon, Ill., also had their place broken into and safe blown open. The noise of the explosion was so loud that it was heard a mile away. This was done a few days ago. No great amount of money was secured and the robbers escaped capture.

Western General and Personal Notes.

Fire recently caused a loss of \$5,000 at the Cokedale, Mont., coal mines.

The Felton Charcoal Co. at Alton, Ill., has changed its name to the Chicago Charcoal Co.

A three-foot vein of coal was recently discovered at Emporia, Kas., while boring for gas.

Sidney P. Hostler, president of the Hostler Coal & Coke Co., Chicago, is on the sick list this week.

The People's Coal & Mining Co., of Quincy, Ill., has reduced its capital stock from \$50,000 to \$8,000.

The Island Grove Coal Mining Co., Berlin, Ill., has increased its capital stock from \$11,000 to \$20,000.

E. E. Pinney, of Cedar Rapids, Iowa, has secured the contract to supply the university with coal this winter.

Fire recently destroyed the upper works of the Acme mine at Streator, Ill., causing a loss of considerable proportions.

Mr. P. C. Richards, western manager for the Marmet Co., 303 Dearborn street, Chicago, spent several days in Cincinnati this week.

Henry W. Scott, sales agent of the Lehigh Valley Coal Co., Western Union building, Chicago, is in the east on a two weeks' business trip.

The new mine of the Shiawassee Coal Co. at Jamestown, Mich., has been opened and a small amount of entry coal is being taken out.

J. R. Thomas, president, and G. M. Woodward, western manager of the Kanawha Fuel Co., Chicago, paid a business visit to Duluth last week.

Mr. Edward F. Cooke, vice-president and general manager of the Cooke-Rutledge Coal Co., Chicago, spent the early part of the week in southern Illinois.

Wm. H. Trow, of Paul Wright & Co., Plymouth building, Chicago, who has been spending the summer at Newtown, Wales, his old home, is expected back on next Saturday.

The Enterprise Coal Co. has been incorporated at Denver, Colo., with an authorized capital of \$20,000. The incorporators are B. G. Hewitt, Peter Mortenson, G. L. Hewitt, W. N. Caseley and J. S. Danser, Colorado Springs.

Mr. George W. Benjamin, vice-president of the Crescent Coal & Mining Co., Plymouth building, Chicago, has been on the sick list for the past ten days. A trip to Frankfort, Ind., did him a world of good and he is now on the road to recovery.

Mr. George Wilson Penny, formerly purchasing agent for Cox & Co., Inc., Rookery building, Chicago, was married last week to Miss Vesper Amy Ericson, of Chicago. *THE BLACK DIAMOND* is joined by the coal trade in extending congratulations to the happy couple. Their future home will be at Winlock, Washington.

The American Coal & Coke Co. has been incorporated at Butte, Mont., with an authorized capital of \$30,000. The incorporators of the company are Archibald Gray, Butte; George Goldwin, Smith Lindsey and Daniel Davies, all of British Columbia. It is probable the company will engage in coal mining operations in British Columbia.

The funeral services of the late Harry V. Bernard were held at the home of the deceased, 4450 Indiana avenue, Chicago, July twenty-fourth. A large number of coal men paid their last respects to a beloved colleague and the floral offerings were simply beautiful. The funeral rites were conducted by the Masons and the interment was at Oakwoods.

The Wolf Run Coal & Gas Co., of Cleveland, was incorporated at Columbus last week with \$100,000 capital stock. The offices of the company will be located in Cleveland. The company owns coal lands near Findlay which embrace over 1,000 acres. The incorporators are Louis R. Shields, W. C. Walters, Charles F. Downs, H. F. Starke and W. M. Hietzel.

Mr. Henry W. Jones, of the Carney Coal Co., Chamber of Commerce building, Chicago, left this week for Sheridan, Wyo., where his company is developing a large tract of coal land. This concern has several mines in active operation in Iowa and when the Wyoming product is added to the production from the Hawkeye state quite a large tonnage will be marketed.

Recent prospecting conducted by the Keystone Mining Co. in the vicinity of Colfax, Iowa, has developed that the coal deposits there are limited in area and of a pocket character, and that they are practically controlled by the Jasper County Coal Co. and the Seevers' interests. The Keystone Co. put down prospect holes west and south of the properties now being worked and found little or no coal, the most of the borings reaching coal establishing that the deposits were confined to very limited areas.

This dreamy item was taken from the *Milwaukee Evening Wisconsin*, of July twenty-sixth: "What do you think of Milwaukee selling coal to Chicago?" asked a wholesale coal dealer. "I have just been called up on the long-distance telephone line by a Chicago dealer who asked me if I could sell him five carloads at once. He wanted a good grade of soft coal, and I happened to have just what he wanted, so that this evening five cars of Milwaukee coal will land in Chicago to help them out there. This city is becoming one of the largest coal-distributing points in the northwest." We would like to believe this story, but we simply can't. If the buyer or seller will send us particulars another doubting Thomas will be satisfied.

Announcement has been made of the engagement of Mr. William Allen Stone to Miss Laura McDonald Palmer, both of Cincinnati. Miss Palmer is a charming young lady and is the daughter of Mr. Samuel Palmer, a gold mine operator in Colorado, where she resides. She is a niece of Mr. Alexander McDonald, director in the Standard Oil Co. and well known financier of New York City. Mr. Stone is the senior member of the firm of Stone, Brown & Co., Cincinnati, one of the best known firms in the Ohio valley. Through his hustling abilities and knowledge of the coal trade he has made an enviable reputation for his firm. The wedding will be an event of the late fall and the coal men all join us in wishing the happy pair every success in their journey through life.

Fearful lest they should be drawn into a damage suit on account of the recommendations contained in their report on county coal, Commissioners Garner, Flanagan and Van Steenberg, of the county board, have decided to turn the document over to County Attorney Wilkerson for an opinion as to the legal effect of its contents.

Although the substance of the report has been carefully guarded, it is known that there will be a recommendation that deductions of 10 to 20 per cent, according to results shown by tests, be made from the coal bills of those contractors who supplied the county institutions. The coal for the poor, delivered to the county agent, was found on investigation to be good, except in two instances, and in those Superintendent McLaren had seen to it that a deduction was made, and accordingly no deductions on that account were recommended.

To the Marmet Co. must be given the credit of its progressiveness in being the first coal company to deliver coal in Cincinnati with an automobile. Other cities have had such contrivances for some time; but the heavy grades of Cincinnati seemed to prohibit the practical working of automobiles here until now. Mr. A. B. Trum, the manager of sales for the Marmet Co., worked on a plan by which coal could be delivered in horseless vehicles, and this week the great truck was given its final test. It delivered five tons of coal to Mr. Trum's residence on Myrtle avenue, Walnut Hills, climbing perfectly some of the steepest grades in the city. The empty truck covered the distance back to the elevator in thirty-five minutes, which is less than one-third of the time required to make the trip with horses. Mr. Trum is well pleased with his new truck, which is of the Gibbs type, and he is certainly enjoying a lot of advertising from it aside from the apparent practicability of the machine.

Upon the request of the Illinois Bureau of Labor Statistics, Atty.-Gen. H. J. Hamlin rendered an opinion concerning the construction of a certain paragraph in a section of the act relating to coal mines. By his opinion a former opinion is reversed. The paragraph provides that persons seeking certificates of competency as hoisting engineers must produce evidence that they had at least two years' experience as fireman or engineer of a hoisting plant. It also requires that they must satisfactorily pass an examination as to their experience in handling hoisting machinery and as to the care and adjustment of hoisting engines, the management and efficiency of pumps, ropes and winding apparatus. The attorney-general states that he is of the opinion that these expressions relating to a "hoisting plant" and "hoisting machinery" and "hoisting engines" are to be applied to hoisting plant, machinery and engines generally and are not limited in their construction to hoisting plant, engines or machinery at a coal mine. Continuing the attorney-general says: The last clause of paragraph E requires an examination as to the knowledge of the laws of this state in relation to signals and the hoisting and lowering of men at mines. The laws of this state prescribe certain duties of the hoisting engineer at a mine and prescribe certain signals to be used at the mines, but in my opinion the experience required of an engineer at mines is an experience with hoisting plants and hoisting machinery and engines in general and is not limited to experience as fireman or engineer of a hoisting plant at a coal mine.

A story of Mr. Joseph Leiter's side of the trouble at Zeigler, Ill., makes interesting reading. Mr. Leiter's attorney says:

"Mr. Leiter has constructed one of the most modern collieries in the country—in fact, it is doubtful if its equal exists today. The industry which he will develop is only in its infancy. Besides the mining of coal, he holds the Hemingway patents for the coking of coal, a process which, it is claimed, will produce a first quality of coke from the Illinois refuse coal nearly equal to that of Connellsville. Necessarily much of the wage scale, the capacity of the plant, the accessory industries, are experimental, and, as a matter of fact, Mr. Leiter does not actually know what is the proper scale, nor does any one else until the plant has been operated and conditions, not theories, been worked out, which will take much time.

"The best of skilled labor is desired, Mr. Leiter believes, and will put into practice the theory that a well-paid, intelligent employe is preferable to a nonunion man. With that thought in view he has constructed 140 dwellings, which are better than at any other shaft in the state. They have modern conveniences, and, as an illustration of his intentions, I refer you to his scale of rents, which are far lower than other operators. He desires union men, believing that they are better laborers. He has no fight to make against unionism, but rather is its friend, and as such expects to continue.

"Naturally, the question of arbitration has been discussed. Repeating again what is said at first, there could not be arbitration, because he does not know exactly what should be paid. Mr. Leiter, it is understood, stated that he would give the scale as proposed by him, and after a reasonable time, when conditions were fully understood, he would be willing to pay whatever price was reasonable and the business would justify. It is claimed by his friends, evidently authoritatively, that when he is in a position to know what he can do he expects to pay more than the union scale. The fight, therefore, is not so much against the miners' union as between the operators, for none of them, with a differential given to Leiter, can compete with his mammoth plant."

Fourth Annual Convention of Northwestern Coal Dealers.

The fourth annual convention of the Northwestern Retail Coal Dealers' Association, held at Minneapolis, Minn., Tuesday and Wednesday of this week, was not as largely attended as it should have been, but interest of those who were present, in the program, was active. As in previous years, a substantial growth in membership has been recorded the past year, and the resultant organization is vigorous, including over 800 retail yards on its membership rolls. Secretary A. W. Morse continually keeps at it in his efforts to enlarge the number of association members, his work having borne good fruit the past year. One of the leading subjects discussed at the convention was the matter of reciprocal demurrage, which was indorsed. Later a committee will be appointed by the president of the association, representative of the different states where there are members, to secure the enactment of laws providing for this demurrage. It was also decided that the legislative committee to be appointed shall labor for the enactment of laws preventing short-weight shipments of coal. This is part of the program that has been mapped out for the future of the association, in addition to which the same protection as in the past will be afforded members.

The Tuesday session of the convention was characterized by the re-



C. M. MORSE, PRESIDENT NORTHWESTERN COAL DEALERS' ASSOCIATION.

ports of the officers and the discussion on railroad matters. First on the program was the annual address of President C. M. Morse, as follows:

Annual Address of President Morse.

To the Members of the Association and Gentlemen.

To the majority of coal dealers there seems to be but two seasons of the year—winter, when coal is burned, and summer, when it is not. The former is, in a way, the more engrossing; yet there is a feature of the summer season that means much to all of us if we will only appreciate it. I refer to the annual meeting of our coal dealers' association. The cycle of time has again brought this important and pleasant feature to us, and I wish to congratulate those of our members who have realized the importance of the occasion and have granted to the association the strength of their presence, the evidence of their support. And now, one word about support. What the association needs from you is not only your financial support, but, more than this and above it, the association needs your moral support, your honest, earnest help. We need your outspoken words of commendation expressed to dealers who are not members, as well as to those who are. We want you to go out of your way to find out what the association is doing and to spread the information, and we want your kindly words of encouragement expressed to the secretary to encourage him in his work for you. What the association has accomplished in the year passed I will leave to our secretary to give to you in detail. That it has been much I will assure you in advance—that it could be more needs only the hearty coöperation of all those interested, and that it will be more, and yet more, and still more again, I do not hesitate to predict, for, as we are an intelligent body of men, alive to our own best interests, so will we move for our common good and mutual benefit along lines that are obviously reasonable and of proven success.

There are one or two things that I wish to bring before this meeting for your consideration. First, relative to limiting membership to towns where all dealers are represented. This feature of our policy is often a subject for discussion, and I trust you will express your views freely during this meeting. Personally I believe we are pursuing the best policy, and I note a similar expression made by the president of the Illinois and Wisconsin retailers at their last annual meeting. There is another matter that I wish to bring to your attention, and one that I believe will add materially to the harmony that should exist among the retailers. I believe that it is the duty of this association to extend its helping hand and use its best efforts to establish what we badly need throughout our entire field—harmony. As an association we have no power to enforce this, but if we should divide the field into districts and hold meetings once or twice a year, with the association secretary in attendance at each of such meetings, I know that the benefits would surprise us all, and I offer this plan for your consideration, and I hope that it will amount to more than a discussion. I want to see it tried, and I am willing to use my personal efforts to bring about these meetings. I know of several such meetings that have been held at different points in the territory covered by this organization, although they have been held without the recognition or support of the association, and they have accomplished much good in the sections where they were held.

Need a Closer Acquaintance.

What we need is closer acquaintance. We do not want half-hearted, haphazard work, but heart-to-heart, hand-to-hand acquaintance with each other and with the officers and the work of the association. We must get together and talk over our neighborhood troubles and grievances and fix them up. And now, just a word more about our association work and loyalty. When we support the association we are supporting ourselves. We are, each one of us, a stone in the arch which we have reared by our own efforts, and if one of us weakens we impair the whole structure. You must not be discouraged if the claim you submit is not settled at once to your entire satisfaction. Work is being done for you, earnestly and faithfully, and although it may be impossible to get your claim promptly settled, yet the very fact that you have submitted your case at all adds to the association's strength, and the constant effort of your secretary, no matter what the outcome of your individual case may be, will eventually bring about the desired results for us all. So I urge you again: Be loyal to your association; bring in other dealers; keep in as close touch with the association work as you can, and *stand by it*. It is your business salvation.

Annual Report of Secretary A. W. Morse.

Secretary A. W. Morse then reviewed the progress of the association during the past year in his annual report, as follows:

Mr. President, Members of the Association and Gentlemen.

While this is the fourth annual meeting, it marks only the ending of our third fiscal year. The association was, as you know, organized in the month of January, 1901, but it was not in active operation until the first of the following July, and on the tenth day of that month the first annual meeting was held. Since the beginning we have been successful in a degree unparalleled in the history of trade organizations. Questions of vital importance have been met and settled in our favor. A few members, representing, however, a goodly number of yards, have found it expedient to withdraw from the association, for the reason that we could not perform the impossible and protect a territory not on the list. Others, from whom, by reason of their prominence, we expected unstinted support, are not now with us because of their unwillingness to accord to others the same right of protection they sought for themselves. Notwithstanding these things the association today is larger and more influential than at any time before, and while some of our experiences have been disappointing they are only incidental to the natural development of the association. Out of them good will come, and the virtue of close adherence to the rules as a means of effective organization will have been demonstrated. Through persistent endeavor we have succeeded in convincing our friends, the wholesalers, that the trade of the creameries and that of the small manufacturer properly belongs to the local dealer, and that while we are greatly advantaged thereby their sales are in no way lessened in tonnage nor in price. Since my last report to you there have been 295 complaints filed with the secretary on account of irregular shipments, together with twenty-two complaints because of quotations that were irregular. But when we consider that ours is an interstate organization, embracing Minnesota, Iowa, North Dakota and South Dakota, by the wideness of the field in which we labor and the fact that we are in correspondence with more than 200 shippers and producers of coal tributary to our territory, it is made plain that our brothers, the wholesalers, do not purposely antagonize our rightful interests. There are, of course, a few exceptions, but we can easily take care of them, nor is it the policy of the association to be delinquent in this regard. Our relations, however, with the wholesaler involve an obligation to be conservative in all that we do, using always forethought and deliberation, to the end that we may in no instance do an injustice to a brother engaged in that part of the trade. Nor should we forget our obligations to our customers, the consumers, in our territory. It is due to them that they not only receive from us the full measure of what they buy, but that they also be supplied with coal at all times, as their needs may require; and by this means shall we justify ourselves in our claims as regular retailers, distinctively different from the box-car peddler or the cold-weather dealer, who, with no investment in equipment, sells coal but a few months in the year at prices regular dealers have to pay, plus the freight, and day wages for delivery—a margin

which would render impossible the payment of taxes, insurance and the interest on the investments of a qualified retailer of coal. There are many phases to the association idea not easily grasped by persons who have not made a study of the question. This is evidenced by criticisms of the efficacy of methods employed made by persons whose friendship for the association and for the secretary can not be doubted.

How Complaints Against Wholesalers are Handled.

When we take up a complaint against a wholesaler with whom we have not before had acquaintance, or who, perchance, has not as yet become conversant with our rules, the burden is upon us to make our position very clear. We are never in any sense justified in holding him responsible for failure to observe trade ethics that have not been made known to him and fully explained. This frequently necessitates long letters. The same is true of any controversy that may arise as between ourselves and a shipping company wherein the principles of the association are sought to be established. The burden is always upon the secretary to give reasons, and verify them, why what we ask should be granted. Even in cases where the shipper knows he is wrong, and is playing for time or opportunity to evade the issue, even then we are obliged to make the record so clear that not only the moral soundness of our attitude shall be plainly apparent, but that his error may be proven. This necessitates at times the placing of his statements and the truth, side by side, upon the same sheet of paper; and as you well know the work can not be done in a three-line letter, nor can the secretary, notwithstanding the desire of his heart, always be certain of retaining the personal good will of the shipper, with whom, in behalf of his constituents, he has been obliged to contend. In our dealings with wholesalers, amity and singleness of purpose, as affecting legitimate trade, are essential to our best interests, and the most effective means of establishing such relations is through the enlargement of our list of members. Increased numerical strength and moral support are imperative needs, without which we may not hope to have the unqualified co-operation and respect of shippers of coal. Therefore the secretary desires to repeat: The greatest service you can do the association is to induce some dealer not a member to join. Our influence with the shipping companies may be measured by the size of our membership list. The members who have supported and the officers who have piloted the association from its inception can not hope ever to be accredited with the work they have done, nor to meet with the approval of every individual. But the organization is a monument to your loyalty and to your intelligent co-operation, which can not but redound to your good and to the good of those who come after. But with all our accomplishments there are great problems yet before us. We live in an age of strenuous endeavor; "The race in life is becoming intense, the runners are treading upon each others heels, and woe be unto him who stoops to tie up his shoes." Of necessity we must go forward.

We Must Progress with the World.

As with time and tide, the twentieth century procession waits for no man; the world is progressing, we must progress with it. It therefore behooves us that we bend to the task in united effort to the end that pending issues may be successfully met, in so far as our just rights may appear. In the executive session you will be asked to give expression to your views upon questions, the proper solution of which will mean much to you as retailers of coal, and it is hoped that every member present will be early in his seat at the executive session, bringing with him any who are in the city, who, by virtue of their good standing, possess the necessary credentials. I would be sadly delinquent in my duty were I not to acknowledge my obligations to you for your patient indulgence incident to the work we have done together throughout the year, and to those of you who have spread the gospel of protection within the sphere of your acquaintance every retailer whose name is on the list is under obligations. I wish also to personally thank our president for his kindly support and good will. Far more than you know we are indebted to him for valuable service rendered in the harmonizing of interests with which we were once in serious conflict, but now with whom we are in sweet accord. Lastly, but not least, I have to thank each member of our board of directors for his unvarying kindness to me. Some of you, by reason of the expiration of your terms of office, are going away, but if the secretary is to remain, he will look hopefully for a continuance of your kindly council and advice.

The report of the treasurer showed the association to be on a sound financial basis, with over \$500 in the treasury.

The committee on credentials appointed by President Morse prior to the convention was as follows: F. E. Crandall, Mankato, Minn.; Christian Roug, Minneapolis, Minn.

At the executive session in the afternoon the first matter to be taken up was a supplementary report by Secretary A. W. Morse, giving details of the complaints received during the past year and how they were handled. This report was supplemented by correspondence, giving the facts connected with four of the most important cases. The report was interesting throughout and shows the multitude of details handled by the secretary.

President Morse appointed an auditing committee as follows: Van V. Roosevelt, Ackley, Iowa; Alvin Robertson, Grand Forks, N. D.

The nominating committee was appointed as follows by President Morse: Alvin Robertson, Grand Forks, N. D.; Albert Hollister, Manchester, Iowa; Van V. Roosevelt, Ackley, Iowa; Charles T. Taylor, Mankato, Minn.; H. J. Willis, Winona, Minn.

Reciprocity in the Matter of Demurrage.

The editor of THE BLACK DIAMOND was called upon and read a paper on "Reciprocity in the Matter of Demurrage," in part as follows:

Mr. President and Gentlemen—The coal and railroad interests of this country have more in common than any two other industries. Fifty-eight per cent of the total tonnage of freight handled by the rail lines in 1902 in the entire United States consisted of coal and coke traffic. No other two industries, including as one the steel and iron products, which are commonly accepted as our foremost manufacture, aggregated this immense

volume of business. It is self-evident that the railroads must depend upon our coal mines for their maintenance and profit more than upon any other source of freight. While we are considering this phase of the case, however, do not let us overlook the other side, which is, that the coal production and the coal business of this country would not have assumed the gigantic proportions they have were it not for the extension and completion of railroad enterprises. This great northwest, without the aid of railroads, would be dependent, if it existed to the same extent as now, upon wood for fuel, but at present it has available at its doors at reasonably cheap prices every known kind of coal obtainable in the United States. I am merely citing these things that you who are my listeners shall appreciate the value of the railroad to the business in which we are all interested. Yet at the same time it should also be fully understood that the obligation is not one-sided; whatever the railroads may have done to extend the coal industry, the coal industry is doing in return an equal amount or more to make profitable the railroad business. The law of compensation is fully exemplified in the relation of the two. I am merely stating this, because the railroads in some of their rules and regulations have not and are not treating the coal trade fairly; they are not maintaining an attitude toward it which will permit the coal trade to continue to grow and expand as rapidly as it should.

You have considered, or will consider at this convention, the matter of short weight coal. You will endeavor to secure from railroads and shippers what you pay for and no more. You have a right to this thing and by persistent effort you will break down the barriers which have prevented you from obtaining your just due in the past. Agitation and persistent effort in a right cause will win out against the most gigantic capitalizations on earth and everyone must agree that you have a right to demand, and are in the right when you demand, that the shipper shall send from the mine, and the railroad shall ship what is sent from the mine, permitting no shrinkage which can cause you loss.

But there is another matter equally as important, and this is to secure a quicker and better movement of coal by the rail lines. I am indebted to B. F. Sipp, commissioner of the Coal Shippers' Association of Chicago, for the fact that during the year 1902 the average distance traveled each twenty-four hours for each loaded car of freight in the country was a trifle over sixteen miles, or at the rate of two-thirds of a mile per hour. We boast of our great railroad facilities, but this fact, which Mr. Sipp obtained from government authorities and which is as nearly accurate as can be, gives the lie to our boasts.

Can Not Altogether Blame the Railroads.

We can not altogether blame the railroads for this state of affairs. They have never been obliged to move freight any faster, and why should they do it? Now there is a distinct tendency to secure a reform in that direction. There is a feeling that it is unjust for a railroad to demand that a car shall be unloaded within forty-eight hours after it is placed on the switch track, and unless it is the shipper shall be fined, while the railroad has the privilege of keeping a carload of freight out from originating point to destination from five to ten weeks without being penalized for its remissness or inability to move the car as it should have been moved. I think we all believe in demurrage under proper restrictions, fairly administered, and having for its purpose the keeping in as constant service as possible all railroad cars. We may not all believe that car service associations are the proper vehicles through which to handle demurrage; we may and probably do believe that many car service association rules are unjust and unfair; that if demurrage were left to each railroad it would be administered more satisfactorily; but, whatever we may believe about these minor points, we admit, as coal men, that demurrage is a necessary evil to keep out scalpers and peddlers, and to keep in service the cars, so that they will be available for loading purposes when they are needed. We admit that the principle of demurrage is correct because we are fair.

The Principle of Reciprocal Demurrage.

The time will come when the railroads will admit that reciprocity in demurrage is fair. They are fast being educated to that point. The principle involved in reciprocal demurrage is that a railroad should place empty cars ready to be loaded within a certain specified time after they are ordered or pay a fine of \$1.00 per day; that the railroad shall pay a penalty if it fails to move a loaded car a certain distance each day—generally \$1.00 for failure to move it fifty miles in twenty-four hours, or, in other words, if a car moving over a route of 200 miles does not reach its destination in four days the railroad shall pay \$1.00 per day excess time that it is out. The shipper is generally given forty-eight to seventy-two hours to unload a car, after which he must pay demurrage amounting to \$1.00 per day upon failure to do so.

The object of such a law is to secure cars for shippers when they are required and to require rail lines to give prompt dispatch to freight. With such a law train crews are not so likely to side-track a car of coal half way to its destination and leave it there for three months, for demurrage would soon more than eat up the freight charges. This is the purpose in view with those who favor reciprocal demurrage. They seek to make the railroads responsible for the transportation from point to point of freight within a reasonable length of time. The best way to make them responsible, it is believed, is by putting them in a position where they are obliged to pay for their failure to do this.

Quite a number of states now have rules promulgated under the railroad, or railroad and warehouse commission requiring reciprocal demurrage within the state territory. Virginia was the pioneer, but Texas and Mississippi have both adopted similar laws. In Mississippi there has been a test case and the supreme court has upheld the right of the legislature to regulate such matters, which seems to establish reciprocal demurrage, or, as it is more properly called in that state, both demurrage and delayage charges, the latter applying to the penalty to move loaded cars within a

reasonable length of time, and, in fact, to all penalties attached to failure to promptly move freight.

Attitude of Railroads Toward Shippers.

The attitude of railroads toward shippers is not always intentionally arbitrary or to injure or impair the interests of its patrons. It is a large business institution, generally operating as a huge machine and to a certain extent basing all acts upon precedent. Custom has built up some abuses in connection with railroad matters, such as the shirking of responsibility wherever possible. This matter of affording quick transportation is a negative rather than an affirmative flaw in the railroad machine, and it will require something more than mere agitation to overcome it. Coal men everywhere should endeavor to secure the passage of reciprocal demurrage laws entirely fair to the railroads as well as the shippers. The coal men should lead in this matter, as they are the most affected by long delays; their tonnage is the most important and the largest handled, and their losses are the heaviest, due to the fact that a winter market, especially on bituminous coal, may within a week's time slump off fifty cents to a dollar a ton, all of which constitutes a loss on coal that is delayed in transit too long. While no shipper would advocate the passage of such a law for the profit that might arise out of it, it is assured its enactment would have a good moral effect on the railroads. They would understand that freight must be put through in a reasonable length of time. Trains would not be overloaded, from which cars would be switched to sidings and left there indefinitely. Sidings would be cleaned of loaded freight cars oftener than once a week; congestions at terminals would be almost eliminated; the railroads would furnish enough equipment of all kinds to transport all freight offered. Coal is most often neglected in the rail movement of freight, because comparatively it carries a low rate. It is set out on a switch from an overloaded train, permitted to remain there the longest and its movement is most seriously neglected. Such a law as that in Mississippi, Texas or Virginia would place it on the same basis as to treatment as to any other freight. And that is where it should be. There is no reason why coal should be subject to discrimination in prompt movement, but it is, and probably the only way in which a change can be effected is by legislative enactment.

Charles T. Taylor, of Mankato, Minn., wanted to know what the effect would be on confiscation of coal by the railroads of the enactment of such a law.

Secretary Morse explained that the St. Paul Board of Trade was advocating the enactment of such a reciprocal demurrage law as was proposed, and had asked for the opportunity of addressing the association the next day with reference to the matter. It was suggested that they be heard at ten o'clock on Wednesday morning. There was considerable discussion of short-weight and demurrage matter, after which the board of directors of the association was authorized by motion to appoint a legislative committee to secure the enactment of the necessary laws at the coming session of the legislature of North Dakota, South Dakota, Iowa and Minnesota. The convention then adjourned till Wednesday.

The Second Day's Proceedings.

The second day's proceedings of the convention were devoted to the annual election of officers, an address from the representatives of the St. Paul Board of Trade asking the coal dealers to join in a movement to secure the passage of a law giving the railroad and warehouse commission of Minnesota authority to formulate and enforce reciprocal demurrage rules, and to a general discussion as to the best methods of increasing the efficiency and membership of the association.

The auditing committee reported at the commencement of the session that it had only partially completed its investigation of the books of the association, and asked further time with power to report to the board of directors. The report of the committee was accepted and additional time was granted as requested.

The nominating committee then made its report nominating the following officers: President, C. M. Morse, Winona; vice-president, C. T. Taylor, Mankato; treasurer, George J. Fullerton, Minneapolis, Minn.

Representatives of the St. Paul Board of Trade were then introduced and asked the cooperation of the coal dealers to secure the passage of a law permitting the railroad and warehouse commission of Minnesota to formulate and enforce reciprocal demurrage rules. The speaker who represented the St. Paul Board of Trade called attention to what had been done in Virginia in this direction and held up the law of that state as a model to be followed in Minnesota. He explained in detail all of its provisions and how it would be of benefit to the shippers of all commodity articles, through the fact it would give the shipper a credit for unloading car loads of freight before the expiration of the "free time" which would apply on such carloads as were unloaded under car service. The Virginia law was characterized as fair to the railroads, and it was said by the speaker that the railroad and warehouse commission of Minnesota would aid in drafting a measure which would accord to it the same rights as were enjoyed by the railroad commission of Virginia. The shippers of commodity articles in Minnesota, it was stated, were very active in their support of the movement for reciprocal demurrage and an active campaign will be waged from this time forth to secure the election of members of the next legislature who will favor the proposed bill when it is introduced. An active publicity propaganda has been commenced which will be educational.

At the conclusion of the address President Morse, of the association, stated that a legislative committee had already been authorized which would be pleased to cooperate with the St. Paul Board of Trade in securing the passage of this law.

Under the Head of New Business.

Under the head of new business a number of different matters were brought up relating to the internal workings of the association, what had been accomplished and what it was sought should be accomplished during the coming year. One matter proposed was that the association should issue a complete list of all the dealers in the states where it operates, including those not members, as well as those who are, to be used for rating

purposes by jobbers and shippers and to give in this connection a list of all members as well as those not members who are entitled to receive coal. No action was taken on this matter, but it will be considered further.

Secretary A. W. Morse made an address reviewing the work done the past year by the association and showing that its plan was very effective in protecting the members of those towns and cities where all were identified with the organization. There was some question in the minds of the members of the association whether or not all dealers should not be taken in as members, but he maintained that the policy of taking in those where all joined in a town or city, was the only practical one and was most effective. Secretary Morse reviewed his efforts during the past year to increase the growth and scope of the organization, but maintained that there should be no departure from the established rules of the association. He made a strong plea, in fact, for the thorough observance of all the rules and the provisions of the constitution and by-laws of the organization, saying they were broad enough to meet all conditions.



Current Trade Notes.

Ira E. Stevens, western manager for the Robinson Machinery Co., at Chicago, has contracted to install a Robinson haulage plant in the mine of the Willow Grove Coal Co. at Clinton, Ind.

F. M. Boynton, Inc., Buffalo and Pittsburg, has issued a very attractive folder on vari-colored paper entitled "Our Motto is Quality." A list of purposes for which the thin vein Youghiogheny coal produced by this company is adapted is given.

The Ottumwa Box Car Loader Co. is installing a second loader for the Coalgate Coal Co. in its mines at Coalgate, Indian Territory, the first one having been installed last February. This company is also installing a loader for the Manor Gas Coal Co. at Clarridge, Pa.

A very handsome publication recently issued by Castner, Curran & Bullitt, of Philadelphia, is entitled "A Few Facts of Interest to All Consumers of Coal." The book is in the best style of the printer's art and is bound in vellum covers tied with a bow of white ribbon. It contains facts concerning C. C. B. Pocahontas smokeless and many testimonials, especially from government naval officials, as to the value of this coal for steam purposes.

The Cooke-Rutledge Coal Co., Ellsworth building, Chicago, announces that it has contracted to take the entire output of the Carterville Mining Co. at Carterville, Ill., which amounts to about 1,200 tons of guaranteed Carterville coal daily. These mines are located on the Valley Railroad, Illinois Central Railroad and Coal Belt Railroad, giving connections which will permit of shipments being made direct to all points in the northwest, west and southwest. The Cooke-Rutledge Coal Co. has also taken the output of the Chicago-Carbondale Coal Co.'s Big Muddy coal. This company produces about 1,200 tons of coal daily and also has a washery with an output of about 600 tons daily. The Cooke-Rutledge Coal Co. has also taken the output of the coal mines of the Lake Superior Coal Co.'s mines and of the West Muddy Coal Co., showing the remarkable expansion that has occurred in its business during the past year and indicating what able management will accomplish in this direction.

A. M. Mattice, chief engineer of the Allis-Chalmers Co., has returned from his European tour of inspection, and has now settled down to the duties of his position in Milwaukee. While in Europe Mr. Mattice visited the hydraulic machinery works of Escher Wyss & Co., of Zurich, and arranged important details concerning the manufacture in the United States of their lines of product. He also inspected the Nurnberg Gas Engine Works, at Nurnberg, and at the well known engineering establishment of Williams & Robinson, at Rugby, England, he paid particular attention to the products and methods of manufacture of the Steam Turbine Advisory Syndicate, of which important organization Allis-Chalmers Co. is the American member. Mr. Mattice had several important consultations in London with Mr. Yarrow, the famous torpedo boat builder, on the subject of turbines for marine purposes, and while on the continent he made, in the Allis-Chalmers interests, a series of exhaustive tests of the Zoelly Steam Turbine, of which so much has recently been heard. The results of Mr. Mattice's European visit of inspection will be awaited with a good deal of interest by American engineers.

Crawford & McCrimmon Co., Brazil, Ind., manufacturers of mine machinery report recent sales as follows: New Pittsburg Coal & Coke Co., Chicago, one pair 24x36 hoisting engines; Dering Coal Co., Frankfort, Ill., one pair 24x36 hoisting engines; Job Freeman, Linton, Ind., one pair 18x32 hoisting engines; Rich Mountain Coal Co., Cupp, Tenn., one pair 12x24 hauling engines; Island Valley Coal Mining Co., Linton, Ind., one pair 16x32 hoisting engines; Sunnyside Coal Co., Evansville, Ind., one pair 15x30 hoisting engines; Plymouth Coal & Mining Co., Plymouth, W. Va., one 16-ft. fan and engine; Lukens Coal Co., Clarksburg, W. Va., one 12-ft. fan and engine; Harder & Hafer Coal Mining Co., Chicago, one 18-ft. fan and engine; Garrett County Coal Mining Co., Dodson, Md., one 15-ft. fan and engine; D. B. Zimmerman, Somerset, Pa., one 15-ft. fan and engine; South Massillon Coal Co., Massillon, Ohio, one 10-ft. fan and engine; Dering Coal Co., Frankfort, Ill., one 20-ft. fan and engine; Little Cahaba Coal Co., Coleanor, Ala., one 20-ft. fan and engine, etc. Crawford & McCrimmon Co. have a double direct motion hoisting engine in Block 14, Mines building, also a 12-ft fan in the Mining Gulch at the world's fair.



Fire has again broken out in the Potts colliery near Mt. Carmel, Pa. This time it originated in the first lift of the mammoth west. Following the discovery of the fire, brattices were hastily constructed to smother the flames. Preparations were also hastily made for constructing a dam for the purpose of drowning out the fire in case it could not be extinguished in any other way. It is feared the fire has gained considerable headway.

THE BLACK DIAMOND

PUBLISHED WEEKLY IN THE INTEREST OF THE COAL INDUSTRY
BY THE BLACK DIAMOND COMPANY (INCORPORATED)

OFFICIAL PAPER OF THE ILLINOIS COAL OPERATORS' ASSOCIATION—President, O. L. Garrison, St. Louis; Vice-President, Jos. A. Agee, Chicago; Secretary-Treasurer, E. T. Bent, Oglesby; and Recording Secretary and Secretary of Commission, C. L. Scroggs, Chicago; Herman Justi, Commissioner, Chicago; THE INDIANA COAL OPERATORS' ASSOCIATION—J. C. Kolsem, President, Terre Haute; Secretary, Philip Penna, Terre Haute; THE IOWA COAL OPERATORS' ASSOCIATION—President, C. H. Morris, Des Moines; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa; Treasurer, T. W. Carpenter, Des Moines; Commissioner, John P. Reese, Albia.

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Value of Retail Coal Dealer's Associations.

THE RETAIL coal associations of this country are doing a good work within the scope of their endeavors. There is only one trouble with them as at present constituted. They are not broad enough. They are to a certain extent a one-idea institution. That one idea consists in preventing irresponsible shippers from selling coal to those who are not rightly entitled to obtain it at wholesale prices. The perpetuation of this idea is probably necessary, that the greatest good may be accomplished for the greatest number. Still, retaining it as the most important feature of the association propaganda, we can see where other ideas might be adopted with great benefit.

The method of forming state and interstate associations in the coal trade is rather obsolete and this is one reason why the membership and the interest of members does not increase more rapidly. The secretary, who has a thousand things to do, is also the organizer. His office duties keep him where he can not get out and see the trade. There should be a paid organizer in addition to the secretary. This organizer should work on a systematic basis. He should organize all the merchants in a town or city he can possibly get into a local association, which can accomplish a hundred different benefits for the dealers. These local associations should be induced to become members of the state and interstate associations. When this is done a solid foundation will have been laid and the organization will be stable and durable. At present the building is from the top downward. The state association is organized before the local, and it becomes topheavy and unwieldy. The local adherent may be the only association member in his town, and instead of converting the other dealers his ideas they frequently alienate him from the organization.

The state and interstate conventions of retailers do not fill the place they should. Instead of being devoted wholly to the discussion of subjects of general importance, a part of the time should be set aside for the general education of the trade. There is a woeful ignorance among retail coal dealers as to the cost of doing business. There should be papers on this subject. They will bear fruit in preventing price cutting. The dealer who cuts prices is generally the one who does not have the remotest idea as to what it costs him to do business. Educate him as to the cost of doing business and he will be careful about giving his money away. Then on the question of advertising the coal dealers are very weak. They follow in the rut of their great-great-grandfathers and complain because they do not get results. There is a profitable field of education. The question of handling strikes in retail yards is an important one; that of the relation of the employer to his employees; the question of preventing fires from spontaneous combustion; of preparing and handling coal. All these are important, and if they occupied a place on the annual convention program would attract a larger attendance.

The spirit of coöperation prevails among dealers generally. There is a good field for the state or interstate organization which will organize a mutual fire insurance company composed wholly of retail coal dealers, in which their stocks are accepted as risks and rebates under the board rates are made in the shape of dividends at the end of the year.

There are many lines of beneficial work untouched among the retail coal associations. Officers of these organizations should broaden them, and while they may be of great service to the membership at present,

they should make them still more so till no dealer can afford to be without the fold, no matter whether his business is in a city like Chicago or in a village like Stewartville. It is time for the retail associations to wake up.

Coal Is the Standard Fuel.

So many attempts have been made recently by the newspapers of this country to make the public think that some other fuel will usurp the place occupied by coal that a few reflections on this subject may not be out of place. A couple of years ago, at the time of the anthracite strike, there were certain well meaning enthusiasts who believed that their principal object in life was to put the coal industry out of business. They were a simple-minded kind of folk and they sought a solution of the fuel problem by digging in the peat bogs of Massachusetts and of Michigan and Wisconsin. Various companies were organized—on paper mostly—and our intelligent public press, without any thought of whether they were practical or not, exploited them. Today these peat producing companies have nearly all dropped out of public sight as quickly as they came into the calcium light. Over in Michigan there is a monument to the folly of one company and at other points there may be other monuments. Michigan affords a significant case. There, a large plant was built and equipped and when it was ready to operate it was discovered that the peat bogs were not adaptable to the purpose to which they were to be used. The plant was sold at a great sacrifice and the iridescent dream of putting the coal man out of business faded like a rainbow before the morning sun.

A far more pretentious effort has been made to make the public believe that crude oil would take the place of coal. It has been more pretentious, because, under certain conditions and for certain requirements, crude oil is a desirable fuel. Then, too, the producers of oil have idle capital which they can devote to the propaganda to secure its general adoption for fuel purposes. In various ways have these oil enthusiasts attempted to secure the substitution of oil for coal as a fuel. They have met with some success at one point and that is along the route of the Southern Pacific railway, where coal is scarce and high in price. They sought to go further and secure the introduction of this fuel in the navy of the United States. They even went so far as to secure a thorough test of it under the direction of the Liquid Fuel Board of the navy, which, if it was prejudiced at all, was prejudiced in favor of crude oil. This board has recently made its report and it is no misinterpretation of its findings to say that it has given oil a black eye as a fuel for navy purposes. First of all, it arrived at the conclusion that of refined and crude oil, the use of the latter was attended with the greater danger. "It is recommended, therefore, in naval work the use of crude oil should be discouraged, particularly for ships undertaking long voyages."

The remainder of the report, calling attention to the use of refined oil, is evasive. One suggestion concerning the use of refined oil is as follows: "On the other hand, no design of oil fuel installation for marine purposes should be accepted that does not permit the renewal within twenty-four hours of the grate and bearing bars, so that the return to coal may, when necessary, be speedily accomplished." This excerpt from the report alone establishes coal as the standard fuel. If oil were adaptable for this purpose there would be no necessity of making provision for burning coal. As a matter of fact, the Liquid Fuel Board did not dare to recommend that oil be depended upon knowing that an exigency might arise at any time when it could not be used to advantage, and when a ship depending upon it for power would become helpless. If the board had made the out and out statement that coal was the standard fuel it could not have been any clearer to this effect than the one which it did make.

From an oil standpoint the only recommendation made that is of any value in establishing this fuel was that a joint commission of business and naval interests pursue the investigations further. What is the use of making further investigations when this competent body has already decided that oil can not be relied upon? This is merely another evasive attempt on the part of the board to be relieved from the responsibility of ultimately passing on this question. It can be fairly classed as an inconsistent recommendation when the previous statements we have noted are weighed carefully and their purport is fully understood.

And when all has been said and done coal will remain as the standard fuel as it is today. The most diligent efforts have been made to displace it and they have all lacked fruition. If oil can not be given a position as a steam fuel of prominence alongside of coal at present it never can gain that position. The supply is large, its production is at the maximum in this age, and it, like coal, will diminish in volume as the present stores are exhausted. As a matter of fact, we can safely assume that the supply of oil will be exhausted long before the supply of bituminous coal. This latter is the standard fuel and neither ignorance animated by a spirit of revenge, as in the case of promoting the manufacture of peat fuels, or intelligence backed by abundant capital, can displace coal as the predominating and the standard fuel, not only in the United States, but of the world.

Technology of Coals.

Written By Dr. R. S. Moss.

ARTICLE NO. 8.

One finds great difficulty in interesting the average man in chemistry, yet this science is simple and self-evident in all its operations. We will illustrate the principle of combustion by easy chemical methods. Coal is composed of volatile combustible matter, which is a compound of carbon and hydrogen. Coke or carbon is composed of carbon. Ash is composed of several compounds, all inert and non-combustible. Water, or, as it is generally termed, moisture, is composed of hydrogen and oxygen, but united in the form to prevent further combustion, hence must be considered inert. Therefore the ingredients in coal which produce heat are volatile combustible matter and fixed carbon. As we said before, the volatile, combustible matter is composed of carbon and hydrogen. What do we mean by this? Carbon and hydrogen are elements, resolved into the lowest form of matter, we so far know anything about; hence they can not be broken upon into anything different than we find in elements possessing these properties. Dr. H. Davy converted the so-called element potash into potassium, hydrogen and oxygen, thus proving that potash was not an element. It is very doubtful if anyone will ever resolve hydrogen or carbon into anything different than hydrogen and carbon; time and space would not allow us to show why such is hardly possible—suffice it to say that carbon and hydrogen are elements and nothing more. Allowing this, we will now give the results and reaction that takes place during combustion. To make it simple and easy to understand, assume that hydrogen is the lightest body known and is taken as unity, all other elements being weighed in comparison with hydrogen as one. Compared with hydrogen, carbon weighs twelve, or, to make it plain, one quart of carbon would weigh as much as twelve quarts of hydrogen. This is simple enough. Again, oxygen weighs sixteen, or, to be more accurate, 15.96, which means that oxygen is sixteen times heavier than hydrogen, but not sixteen times heavier than carbon; but in the proportion that a quart of hydrogen weighs one, a quart of carbon would weigh twelve and a quart of oxygen would weigh sixteen. Call it pounds, ounces, grains, or even tons, if you wish, it makes no difference. Now, we have carbon and hydrogen; but what about oxygen? Please remember that the supporter of combustion is oxygen; without that element life would not exist. Yes, but where does that come from? Not from the coal. No, but from the atmosphere, which is composed of seventy-nine per cent nitrogen and twenty-one per cent oxygen.

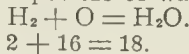
Climatic Conditions Affect Fuel Consumption.

The nitrogen in the atmosphere is useless as an aid to combustion, but very useful in preventing too rapid combustion. It acts as a diluent and serves to modify and tone down, as it were, the sharp effects of oxygen. Any fireman knows that on certain days he can maintain steam much easier than on other days, yet some coal men seem to think that their coal will burn without oxygen and needs no climatic conditions to produce wonderful results, every day, irrespective of weather conditions or air supply; and that reminds me of a case where a party said they could evaporate fifteen pounds of water per pound of coal, a condition simply absurd and impossible, yet believed by the party to whom he was offering coal. So far for the stupid side; now for facts. What is meant by combustion? Simply a chemical combination of the carbon and hydrogen of the coal with the oxygen of the atmosphere. As we are discussing the question, the carbon and hydrogen in the coal are termed the combustible elements, whilst the oxygen in the atmosphere is termed the supporter of combustion; but let us reverse the terms. Suppose instead of an atmosphere of nitrogen and oxygen we had an atmosphere of nitrogen and hydrogen, and suppose oxygen gas was supplied to us through the ordinary gas main, combustion would take place just the same, yet in this case hydrogen would be the supporter of combustion and oxygen the combustible substance, so that the terms are easily reversible; however, taking normal conditions, we find certain fixed laws governing all chemical reactions, and by that we mean a combination of one or more elements together, producing something totally different from any of the elements entering into the combination. A simple illustration will suffice: Common ordinary table salt is composed of the metal and element sodium and the non-metal and element chlorine. Sodium is solid at ordinary temperature; can be cut by a knife very easily, is poisonous, will take fire when thrown on water, combining with the oxygen and displacing hydrogen, whilst chlorine is a heavy yellowish gas, poisonous and a non-supporter of combustion. Both elements, sodium and chlorine, when they unite together, produce a substance whose properties are harmless and very different from either of the elements entering into the combination of this inert substance. That, for an example. When carbon unites with oxygen, or, in other words, when carbon or coke burns, the oxygen of the atmosphere unites with the carbon to form two compounds, depending upon conditions; for instance, if we have an insufficient supply of air the carbon unites with the oxygen and forms carbon monoxide, a very poisonous gas—in fact, one of the most poisonous gases known—and if this carbon monoxide comes in contact with a fresh supply of air or oxygen it burns to carbonic acid, an inert and non-poisonous yet suffocating gas. But what about hydrogen?

Hydrogen Not Nearly so Dangerous.

Hydrogen is not nearly so dangerous as carbon, because it only forms one product, and that product one that is very inert, nay very useful. Not only is the product of the combustion of hydrogen a useful one, but the contraction of the gases produced by the combustion of hydrogen and oxygen will pull fresh air into the space formerly occupied by this gas, hydrogen, and the product is that inert and useful substance known as water. Now for the chemistry of combustion, based on facts, and not depending upon the whim of anyone. We find that hydrogen unites with oxygen in the following propor-

tions: Two pounds of hydrogen will unite with sixteen pounds of oxygen to form eighteen pounds of water, thus:



Any child knows that an equation must balance or it is not correct, hence a coal man of ordinary intelligence must also know that the heat developed when hydrogen and oxygen combine together can readily be measured. These we term heat units, and we find that the heat units produced by the combination of hydrogen and oxygen is 61,500, equal to an evaporation in pounds of water from and at 212° Fahrenheit of 63.66. Any coal man who is practical knows that ten to eleven pounds evaporation is the exception and not the rule, unless we employ Pocahontas or New River smokeless coal. Yet here we have over sixty-three and one-half pounds evaporation. Is it possible we have made a mistake? Let us inquire about our other friend, carbon. What does he do? As stated before, two compounds are formed with carbon and oxygen. Let us explain this by a very simple equation, thus: $\text{C} + \text{O} = \text{CO}$. Which means that twelve pounds of carbon united with sixteen pounds of oxygen will produce twenty-eight pounds of carbon monoxide. But what do we mean by twelve pounds of carbon and sixteen pounds of oxygen? Simply this, that as we said before carbon is twelve times heavier than hydrogen and oxygen is sixteen times heavier than hydrogen, and as hydrogen is the lightest gas known, we refer all our weights to hydrogen. Is that plain and simple enough? It ought to be. Now, we find that carbon forms two compounds, as before stated. The heat units produced by the combination of carbon and oxygen to form carbon monoxide need not be discussed here, but for the sake of those interested we will state that carbon burning to carbon monoxide produces 2,495 heat units. We will leave our wise friends to figure out that carbon burning to carbonic acid produces the following heat units, as shown by equation, thus: $\text{C} + \text{O}_2 = \text{CO}_2$. Which means that twelve pounds of carbon and thirty-two pounds of oxygen have united together to form forty-four pounds of carbonic acid gas; and the heat unit produced in this case is 12,906.

Compared With Carbon Burning to Carbon Monoxide.

How does this compare with carbon burning to carbon monoxide and showing only 2,495 H. U.? Simply because we have a complete combustion with excess air and will show as two to twelve in heat units, the balance between the former and the latter going up the stack. Then again, what about the combustion of carbon monoxide to carbonic acid? Carbon monoxide burning to carbonic acid will produce almost double the heat units produced by the combustion of carbon to carbon monoxide, in the proportions as shown as follows, thus: $\text{CO} + \text{O} = \text{CO}_2$. Which means that twenty-eight pounds of carbon monoxide and sixteen pounds of oxygen have combined to form forty-four pounds of carbonic acid. But what about the heat units? Why carbonic oxide or carbon monoxide burning to carbonic acid produce 4,478 heat units, so that we find the two compounds of carbon and the one compound of hydrogen range themselves as follows: Hydrogen B. T. U., 61,500. Pounds of water evaporated per pound of hydrogen from and at 212° Fahrenheit, 63.66.

Carbon burning to carbonic acid 12,906 heat units equal pounds of water evaporated from and at 212° Fahrenheit, 13.36.

Carbon burning to carbon monoxide 2,495 heat units equal pounds of water evaporated from and at 212° Fahrenheit, 2.58.

Carbon monoxide burning to carbonic acid 4,478 heat units equal pounds of water evaporated per pound of substance from and at 212° Fahrenheit, 4.63.

Whilst all this is simple chemistry, yet in my next article I will show how far practice and theory go together in this connection. We will show the difference in value between eastern and western coals, compiling a table of values in heat units without regard to actual selling price.

(To Be Continued.)



The Federal Coal, Coke & Mining Co. has been incorporated at Chicago, Ill., with an authorized capital of \$250,000, to mine coal and manufacture coke. The incorporators are Joseph A. Casey, Henry C. Anderson and Daniel Belasco.



The Solon Coal Co. has been incorporated at Toledo, Ohio, with an authorized capital of \$20,000. The incorporators are John T. Solon, A. L. Johnson, Charlotte G. Johnson, Walter H. Seagrave and George P. Kirby.



The Midway Coal Co. has been incorporated at Cambridge, Ohio, with an authorized capital of \$50,000. The incorporators are Robert T. Scott, E. M. Johnston, A. M. Brown, Cooper Wood and J. H. Opperman.



The Froll Coal Mining Co. has been incorporated at St. Clairsville, Ohio, with an authorized capital of \$50,000. The incorporators are John T. Froll, C. W. Fross, Solon Fletcher, J. B. Hager and H. W. Fletcher.



The North Bend Coal Co. has been incorporated at North Bend, Hamilton county, Ohio, with an authorized capital of \$30,000. The incorporators are J. C. Hooven, J. E. Tohurann, R. N. Shotts, R. B. Millikin and W. A. Shepherd.

Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND.

NEW YORK, July 28.

Conditions have changed but little in the anthracite coal trade since a week ago, though there is a gradual reduction in new business which is likely to become more accentuated as the summer season advances. Orders are now less plentiful than they have been at any time this year and while there are still considerable requirements in the market which will come in later, the trade at present is not in the humor to take on any quantity of coal, having fair stocks on hand and there being no particular incentive for making purchases, now that the usual weather conditions stagnate all lines of the trade. This, however, is not disturbing shippers to any extent who have still enough business to take the bulk of the tonnage coming to tide-water ports and in fact anticipated a dull period about this time. As yet but little coal of the domestic sizes has been put in stock and the storage plants for this purpose are comparatively bare, except for one or two of the odd sizes which have been less active for some weeks past. A fair proportion of the tonnage coming forward continues to go coastwise to the eastern ports and this business is of sufficient volume to keep steadily employed all the water transportation in the service and there is nothing to indicate a reduction in it for several weeks to come. Locally trade is quiet and likely to continue so until the fall, when transient orders come in. This is also true of the all rail business which is only buying sporadically and for limited amounts. The west is seemingly the most active market at this time as to future requirements and that territory is taking about all the coal that can be shipped it, which has prevented any curtailment at the mines so far. It is understood, however, that the output will be kept well within the needs of the market, especially as the small sizes are becoming somewhat long. This will probably mean the shutting down on certain days the collieries during next month to regulate the production, and in instances are already accommodating the operations to this status by making needed repairs. The market generally, though showing little snap, is strong and indicates that it is being well maintained. In past years, even during active periods, it was usual to see some individual coal offered at reductions from circular figures, but this has not been the case lately, except in a very few instances, and which is not effective, individual shippers apparently realizing the folly of this practice when full prices can be had. The steam sizes are very slack and most of the carrying interests are getting their storage plants for them filled up. The demand for these coals is now at its minimum and a reduced production will be necessary shortly to avoid over supplies.

The Atlantic seaboard soft coal trade is inclined to be dilatory in comparison with last week. The tonnages coming forward from the mines are large, but the snap in taking it is lacking. Some people in the trade are somewhat pessimistic as to the situation, figuring that the large deliveries being made now in the dull market will discount the fall business expected later on and remove any activity that was possible from it. Many of the producers are working on the basis of taking all the good that the gods provide at this time and letting tomorrow take care of itself. In many instances this is called for in the way of self-preservation, but undoubtedly natural laws will work out the various conditions that now prevail in the trade. Labor disturbances in the far east are pointed to as likely to affect the quantity of coal needed, but shipments will hardly be affected by this until later on. There has been a plentiful supply of water for power purposes generally in the east and this has had its contributing effect upon the demand in producing the season's dullness. The prices at present current seem to be based upon ninety cents at the mines and possibly a little lower for specific causes, obliging operators to sell, with the better grades of coal working up from these figures. The export trade is quiet though off shore freights are attractive at this time. We hear of very little coal going to the belligerents in the far east from this country.

Trade in the New England territory east of Cape Cod continues fairly large, though the detention in unloading at some of the eastern ports has delayed orders from consumers with the view of keeping clear from any prospective demurrage that might accrue on vessels arriving at the blockaded ports. Indeed there have been several cases where vessels have been taken away from congested points to unload at adjacent ports not so situated. Trade along the sound is quiet, but consumers in this territory are taking more coal than they did a few weeks ago. It is reported that the all-rail business of this district is on the increase. New York harbor is quiet and there is a good supply of coal at the discharging ports to draw from. Sometimes the influx of coal at the tide ports is heard of and then the salesmen have difficulty to dispose of it and are obliged to give up five or ten cents to relieve the congestion. All-rail trade shows a slight increase, both locally between the mines and tide and to the further eastern all-rail delivery points.

Transportation from mines to tide is all that is required. We hear of little complaint of the Saturday and Sunday shutdown of the shipping ports lately. Cars are plentiful and the main line roads are permitting their cars to go to points off their lines usually embargoed.

In the coastwise vessel market freights are weak and vessels have difficulty in finding charters. We quote current rates of freight from Philadelphia as follows: Boston, Salem and Portland, 80c; Lynn, Newburyport and Bangor, 90c; Providence, New Bedford and the sound, 65c; Portsmouth and Bath, 85c; Saco, \$1.05 and towage; Gardiner, \$1.00 and towage. The further lower ports are about five cents above these rates. New York is sixty cents to around the cape.

The Lehigh Valley Coal Co. has adopted a systematic method of preventing fire in its collieries and has organized fire companies at each of its workings on a systematic basis which will enable them to extinguish fires with the greatest possible facility.

BUFFALO, N. Y., July 27.—(*Special Correspondence*).—There is only one feature in the anthracite and bituminous coal markets, so far as Buffalo is concerned. That is the quiet that prevails over the entire market. This is becoming more pronounced now than ever before this summer, in the anthracite trade, owing chiefly to the small movement of coal on the lakes. The better tone of the bituminous market, noted last week, is hardly keeping up this week. Slack is being sacrificed at almost any price. Coke orders continue to be small.

Anthracite Shipments Below Normal.

The quiet which prevails in the lake shipments of anthracite is best shown by actual customs house records. These show that last week 75,700 tons were shipped from this port, as compared with 70,295 tons shipped during the previous week and with 137,705 tons shipped during the corresponding week last year. When one considers that the month of June closed with shipments over 200,000 tons behind last year due to the strike on the lakes, this poor showing for this year with last year, which is apparent this month, becomes more surprising. There is one matter to be taken into consideration this year, however; there is a congestion of boats at the docks at the upper lake ports and they have not been able to take care of the coal boats as fast as they have arrived there. The boats causing the congestion are laden with bituminous coal, which last year was not being shipped up the lakes as fast as this year. This condition of affairs is certainly having some effect on shipments of anthracite from this port, as both kinds of coal are unloaded at the same docks and by the same machines. The comparison with last year shows that the trade this year is not as good as a year ago, but of course last year was an exceptional year, on account of the strike which preceded it. Last week's shipments of coal were distributed as follows:

	Tons.
Chicago	35,000
Superior	12,600
Duluth	10,800
Milwaukee	4,500
Sheboygan	3,400
Fort William	2,350
Marquette	2,200
Racine	1,800
Kenosha	1,200
Gladstone	1,000
Bay City	850

The rates for carrying coal to upper lake ports remain the same as they have been, as follows: Lake Superior, 30 cents; Lake Michigan, outside of Chicago, 40 cents; and north and south branch, Chicago river, 45 and 55 cents respectively. Shippers can find no fault with these rates.

The anthracite trade outside of lake shipments remains very quiet. Rail shipments are now easy. Demand for chestnut coal is now the leading feature of rail orders and undoubtedly will continue to be so from now until the burning season begins. It is the small householder that is getting in their supplies of coal now for next winter. The people that have furnaces and use the larger sizes are generally away on vacation trips now and are not thinking of next winter. The retail trade at Buffalo continues very quiet. So many people are away on their vacations that the retailers can find no large number of people here to whom to sell.

Bituminous Market Unchanged.

The bituminous market is in a peculiar condition. Last week it showed much better strength and had prospects of a continued increase in betterment. The betterment has not continued to increase; but this week sees the trade in better shape than two weeks ago. The sales agents are complaining somewhat, simply because the expected improvement has not materialized, although the market has held its own. It is the general view that July showing will be much better than June, although neither months have been what could be wished for. There are more inquiries coming in now, indicating that some of the surplus which has remained in the stock piles since the strike scare last spring is being used up and some new coal must be purchased soon.

The cost of fueling boats at this port has fallen from \$2.75 to \$2.60, the same as at the Ohio ports. This business here has not been very good this year on account of the dull business in all lines for the lake boats and consequently the demand for fuel has been less than last year. This accounts for the reduction in prices.

The Rochester & Pittsburg Co. is not shipping much coal up the lakes as yet. They have put their car dump in operation, but have used it very little so far. The congestion of boats at the upper lake ports has some influence on this dullness. Shipments of bituminous from other Lake Erie ports are also dull, for this same reason, the boats not wishing to lose time.

Slack seems to be the bane of the sales agent and mine owner now. Some offers of slack at certain prices would almost indicate that the owners were willing to give it away, if the freight charges on it were paid. Slack at ten and fifteen cents per ton is certainly obtainable here. This condition is due to the large amount of three-quarter coal which is being sent up the lakes. This gives the mine owners large amounts of slack, which they can not get rid of and which gluts the market. Facilities are not always at hand to store the product and consequently it is often sacrificed.

Coke market conditions continue unimproved; and the same low prices continue. It can not be cut any lower without causing a loss of money. So the price is expected to remain where it is, although the market gets in worse shape.

D. L. Tuttle, sales agent of the Philadelphia & Reading C. & I. Co., has returned from his trip to the world's fair, and is receiving congratulations on all sides for the excellent speech which he delivered at the fair on Coal

Men's Day. Mr. Tuttle reports a good attendance of coal men and a general beneficial meeting. His speech, printed in the last number of THE BLACK DIAMOND, has been much read and favorably commented upon.

F. J. Durdan, the local representative of the P. & O., has returned from Conneaut, where he went to make a trip from there to Port Stanley, Ont., on the car ferry Shenango No. 1, as the guest of the Pere Marquette System, which carries much coal across the lake at that point. Officials of the Bessemer and other railroad officials from Pittsburg were on the trip. Mr. Durdan reports an excellent time.

W. H. Scott, sales agent of the Lehigh Valley at Chicago and J. H. Harmon, city sales agent of the same company at Chicago, passed through Buffalo this week on their way to the mines and to New York. While here, these sales agents spent considerable time on the coal docks of the company, learning how the coal, which is unloaded at Chicago, is loaded at Buffalo into the boats. Other visitors in the city this week include H. B. Crandall, the newly appointed traffic manager of the Lehigh Valley Coal Co.; J. E. Barth, president of the Barth-Rose Coal Co., St. Louis, Mo.; Frank Kirk, of the Kirk-Woods Coal Co., Cleveland, and G. C. Broadbrook, of Broadbrook & Ranger, Attica, N. Y.

C. L. Denison and W. C. Himrod, of C. G. Denison & Sons, have returned from an automobile trip down the state.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., July 29.—(*Special Correspondence.*)—Slightly quieter conditions prevail in the anthracite coal trade at this center and some consideration is now being given to the question of curtailing the output at the mines to avoid any possible overproduction of coal in the market during the dull season. The company officials discussed the proposition early in the week and while no definite policy has yet been fixed upon as to the August tonnages, a reduction is likely to be adopted. Some of the producing interests favor a shutdown for a certain period as being more economical, while others prefer a few days' idleness each week. While the domestic coals are not yet in excess of the requirements, they are likely to show accumulations next month, and with the steam grades already long and in cases burdensome, a restriction in the output will work to the best interests of everybody. Most shippers have still enough orders upon their books to work upon for a few days or a week ahead and with what business is coming in from time to time in a quiet way is about enough to keep them going. The feeling is, however, that trade will fall off next month with another advance of ten cents in the price and will remain quiet until the fall demand sets in. Shipments coastwise to points around the cape continue fairly good and show but slight reductions from the movement of coal in that direction for several months past. Local and all-rail business is less than it has been, but is up to normal for this time of the year.

Bituminous Coal Trade Maintains Improved Tone.

The bituminous coal trade maintains the improved tone reported last week, but, if anything, slightly quieter in the way of demand. The heavier shipments that were made in the past week or two, to the tidewater ports, is thought to be responsible for this and some fear is also expressed that in the anxiety of producers to ship larger amounts of coal than the market requires with these spurts of activity a general improvement in the trade may be delayed until late in the season. The general dullness, however, which has characterized the trade for some time past would indicate that consumers' stocks must be very low and that an increased demand should develop in the near future. Most people look forward to improved conditions a little later on and are not worrying over the status at this time, feeling it would be useless to do so. The demand all-rail is somewhat increased both to local points and rail delivery to the New England territory and is likely to continue on this basis, as requirements are fairly urgent in many cases and of considerable volume. Prices show little change and range from about ninety cents to \$1.00 at the mines for the ordinary grades of Clearfield coal. Transportation is good and up to all the present needs of the producer. The car supply is ample for the tonnage mined where shippers are taking prompt care of them at unloading points. In the vessel market freights are easy and vessels in good supply. Current quotations of rates are: Boston, Salem and Portland, 80c; sound ports, 65c; Lynn, Newburyport and Bangor, 90c; Portsmouth and Bath, 85c; Saco, \$1.55 and towage; Gardiner, \$1.00 and towage.



Baltimore Coal Conditions.

BALTIMORE, July 27.—(*Special Correspondence.*)—The Consolidation Coal Company has authorized an issue of four and one-half per cent refunding mortgage bonds to the amount of \$7,500,000. The proceeds of the issue are to be used to retire other bonds, pay certain obligations and in the development of the property owned by the company.

Of the authorized issue \$750,000 is to be held by the trustees of the mortgage for the purpose of retiring the first mortgage four and one-half per cent bonds of the company when due in 1922 and \$1,000,000 to retire the five per cent bonds of the Cumberland and Pennsylvania Railroad Company when due in 1921. Of the balance, \$4,050,000 will be used to pay the Baltimore & Ohio Railroad Company \$3,300,000 for their interest in certain coal lands purchased from it and \$750,000 to be used in paying for the stock of the Metropolitan Coal Company of Boston, which it has absorbed. The remaining \$1,700,000 of the bonds will be reserved for the future use of the company.

The new bond issue does not increase the debt of the company except for the amount held in reserve. To the stockholders President Watson makes the following statement:

"There being no immediate necessity for the early development of any of the coal lands owned by the company, or the enlargement of its present

facilities, for handling its product, no application of the reserve bonds will probably be made for some time. It was, however, deemed best by the board in authorizing this mortgage to provide at this time for future needs."

Statement of Mr. Watson.

Mr. Watson also made the following supplementary statement for the public: "We decided to authorize the new bond issue so as to be ready to take up the other bonds named when due. Then the refunding mortgage becomes the first mortgage on the properties of the company. The company has 24,702 acres of undeveloped coal land in Pennsylvania and 11,566 acres in West Virginia and the reserve is to provide funds at any time we may decide to open mines on those properties. I have just returned from West Virginia where I inspected the Fairmont properties and found everything in good condition. We are loading, on the average, 600 cars per day at these mines. The future of the coal trade I consider quite promising. We have just made a contract with one company to furnish 300,000 tons of coal and 200,000 to another company."

The Consolidation controls the Fairmont Coal Co., Somerset Coal Co., Clarksburg Fuel Co., and the Cumberland and Pennsylvania Railroad Co.

Bids for Six Barges Asked.

The Western Maryland Railroad Co. has invited a number of the largest ship building concerns in the United States to submit bids for two large schooners and six barges for use in the coal business of the Davis Coal Co., in which the railroad company has a large interest. Vice-President Landstreet of the Western Maryland, had this to say concerning the company's intentions in entering the coastwise coal trade:

"The vessels will be bought in the name of the Davis Coal Co., which we own, and used at tidewater terminals here and in handling our coal business to Boston and other New England and coast ports. We secured four barges and two schooners about a year ago and have recently purchased several others. When we get the Western Maryland and the West Virginia Central linked up we expect to do a large soft coal business, and will need additional equipment."

The Western Maryland tidewater terminal, so far as the tracks are concerned, will be completed in Baltimore by August 1 and the linking of the two roads will, barring accidents, be finished by September 20. Work on the company's great piers is progressing with the utmost rapidity and coal should be coming in from the company's mines over their own lines by October 1.

The advent of the Western Maryland and the opening of its new coal lands will undoubtedly make Baltimore the chief city in the country for the handling of soft coal.



Boston and the New England States.

BOSTON, MASS., July 29.—(*Special Correspondence.*)—The hard coal market is quieting down somewhat from the conditions that have existed for several months past. Warm weather, plenty of stocks and the advance in circular prices to near full schedule are the contributory causes which have developed this status. What business reaches the selling offices now is of reduced proportions and less urgency, indicating that current wants are small and the general needs of the trade for the season well supplied. So far the demand has been of sufficient volume to keep shippers busy and some orders are still available for delivery, though the opinion is that quieter conditions will now prevail and that it will likely extend over to the fall months. The tonnages for the season up to the present time, received in this territory, have been comparatively large, exceeding that of last year, though this is not likely to have any effect upon future buying as more coal has already gone into consumption and the fact that practically no stocks have yet accumulated in first hands at the various stocking places. No doubt some coal will be put in stock at these points during the month of August, which is desirable in order to facilitate delivery during the winter months, but the amount, under present conditions, can be regulated to actual requirements. Some orders continue to come in from all-rail points, especially the more northerly sections where dealers had not stock up so heavily and desire more coal for their fall trade. At retail the demand is only moderate, many of the householders being away at their summer homes at this time.

Bituminous Market Shows Signs of Improvement.

The bituminous market is a little better in some directions and shows signs of improvement, which, however, may be delayed in materializing by reason of the large offerings of coal on the market and keeping prices at the lowest level. Sellers with the first indications of new business show an anxiety to secure orders by urging buyers with very low prices and terms, which rather has the effect of holding them off. This is to be regretted, especially as the trade has shown a tendency to order more coal for future supplies, some of which is now coming forward. It is interfered with, though, at the unloading ports by the quantity of free coals congesting the harbors. In instances consignments are delayed to an extent where they are removed to other adjacent ports not so congested in order to avoid the accumulation of demurrage charges. Along the sound there is a little better demand for coal and consumers are giving more attention to increasing their stocks. A large proportion of this business is going all rail and this source of delivery seems to have the preference at this time. In the coastwise vessel market vessels are plentiful and rates inclined to be weak. New York rates to Boston are 60c; Philadelphia, 80c, and the further lower ports, 85c.



One thousand foreign mine workers in the Connellsville field of Pennsylvania are investigating a plan to colonize farm lands in northern Texas. They have been offered a large acreage in that tract at a moderate price and have sent a committee to investigate the merits of the proposition. It is not thought in the region there will be any wholesale migration to that part of the country.

Eastern General and Personal Notes.

George W. Moon, of 29 Broadway, New York, spent the past week visiting his family in the country and with the view of obtaining a short season of rest.

S. J. Patterson, of the Berwind-White Coal Mining Co., is at present enjoying a vacation at Lake Barrington, Mass., and expects to remain there until the end of the month.

The American Woolen Co., of Boston, Mass., have displayed in their office the sign, "To Coal Salesmen: No Coal Wanted Until September." This rather indicates a sign of the times.

Oscar G. Murray, president of the Baltimore & Ohio railroad, sailed from New York on Wednesday last for Europe, to be absent until October first. He was accompanied by his private secretary, Edward A. Walton.

Mr. E. J. Berwind, president of the Berwind-White Coal Mining Co., accompanied by Mrs. Berwind, returned from Europe on the steamship Oceanic, on Wednesday of last week, after a stay abroad of over two months.

The S. M. Hamilton Coal Co., of New York, have secured the contract, amounting to 50,000 tons, of the New York Glucose Co., to be furnished their plant at Edgewater during the current year. J. R. Watts, their able agent, secured the business, who also had it last year.

The appointment of H. B. Crandall as traffic manager of the Lehigh Valley Coal Co. was announced last week by Second Vice-President J. A. Middleton, to take effect at once. Mr. Crandall has been acting in the capacity of traffic manager for several months, but held a lesser title.

George N. Knox, salesman for W. C. Mason & Co. in the New England territory, who has been so successful in placing a large tonnage of the company's "Sugar Loaf" coal in that market during the year, felt that he was entitled to a short rest and spent the past week in the city enjoying a recreation.

The coal contract to supply the department of docks of New York City during the ensuing year with 2,000 tons of anthracite coal, egg size, was awarded to Mathew Wilson & Co. at \$5.09. Other bidders on this business were: C. J. Wittenberg, \$5.14; D. Duncan & Son, \$5.24; Meyer, Denker & Hoerig, \$5.33.

M. Brook Jacobs, sales agent for the United Coal Co., left on Friday of last week to make a business trip to Maine points and the New England territory, in the interest of the company's gas coals. Mr. Jacobs reports having closed considerable business in that territory on their coals and which are meeting with much favor in the trade in competition with other high grade gas fuels.

W. D. Kelly, president of the Clearfield Bituminous Coal Corporation, of Philadelphia, was in New York last week in the interest of his company. Notwithstanding his many years of active engagement in the coal trade, in which he has always been prominently identified, he looks as vigorous and energetic today as ever. He takes a sanguine view of trade conditions and looks for improvement a little later on.

E. F. Hoerig, a member of the firm of Meyer, Denker & Hoerig since the inception of the company, has withdrawn his interest and will devote his time to other affairs. He has been succeeded in the firm by George Sinram, a nephew of Mr. Denker, who is now actively engaged in the company's management. The retiring of Mr. Hoerig does not affect the name of the company, which is incorporated, and will continue as heretofore.

Charles S. Churchill, chief engineer of the Norfolk & Western railroad, reports the following branch lines built by them to new coal operations and completed since January: Tug River branch, from Gary, W. Va., to mine, 8.15 miles; Sand Lick branch, 1.07 miles; Widemouth branch, from Cephas to Matoaka, 18.96 miles; Chestnut Creek branch, from Blair to Galax, 2.72 miles. The other work under construction will be completed in the early fall.

P. M. McClanahan, of No. 1 Broadway, has been awarded the coal contracts of the American Tubing & Stamping Co., at Bridgeport, Conn., during the week. The contract, which is for gas coal, amounts to 96,000 tons, to run over the next two years. This is important business for Mr. McClanahan, especially as the price is said to be a fair one and the fact that he only recently became established in business under his own name, and should materially aid him in developing his interests.

The Knowles Steam Works, 114 Liberty street, New York City, are distributing Bulletin K-73, describing their recently designed "Express" pump. This pump is of the reciprocating type and is directly connected to an electric motor without gears or belts, and a 250 gallon pump runs at a speed of 300 revolutions per minute. In a test, the details of which are given, this pump showed an efficiency of ninety-three per cent. Pumps of this type are built in capacities of from 200 to 4,000 gallons per minute, and for heads from 100 to 2,000 feet.

The board of assessors of Piscataway township, N. J., are making inquiry as to their legal right to assess the coal stored in the South Plainfield yards belonging to the Lehigh Valley Coal Co. The assessor has demanded of the superintendent of the plant the facts as to how much coal is stored there. Considering that a large tonnage is carried in this yard at certain seasons of the year, the valuation would probably exceed that of the township. A question arises whether that portion of coal intended for use of the state and foreign territories can be taxed.

Coal men seem to be in demand these days as bank directors, and considering the high position of the office reflects much credit on the ability and

strength of the men so chosen. N. W. Anthony, of the North American Coal Co., and C. R. Runyon, of the Communipaw Coal Co., have been tendered a membership on the board of directors of the New Battery Park National Bank, to be located in the Chesebrough building, and which will begin business on September first. They accepted the offer, and it is understood that board when complete will be a very strong one.

The Scranton Coal Co. and other anthracite companies have asked the board of conciliation to reconsider the ruling made by Umpire Wright in the matter of the check-off system. They claim that Umpire Wright exceeded his authority in making this decision; that it applied to non-union miners and employes, over which the board of control has no jurisdiction under the anthracite strike commission award. The matter has been taken up by the conciliation board, but no action has been taken. It will be considered further.

Ex-Alderman John B. Norton, of Elizabeth, N. J., for many years identified with the coal trade as shipper at Elizabethport, died suddenly on Friday, July twenty-two, at his home on Chilton street, from heart failure, at the age of seventy-two years. Though along in years Mr. Norton had always been in good health and being a splendid type of manhood his death was entirely unexpected. He was one of the best known shippers in the harbor, having had charge of the coal business of the Jersey Central and individual shippers over this line for the past twenty-five years.

The Hallstead shaft of the Delaware, Lackawanna & Western at Duryea, Pa., is being rapidly cleared of water and it is expected that within thirty days or earlier mining can be resumed. This shaft was filled with eighty feet of water and three shifts of men have been constantly pumping it out since the great strike of 1902, with the result that the water is now down to within nine feet of the bottom of the mine. There is a large tonnage of unmined coal in the mine and as soon as it is opened for a resumption of operations it is expected that it will be a heavy producer.

W. E. Jackson, general manager of the Tyne Colliery Co., Ltd., of Newcastle, England, arrived in New York a week ago, to remain for several weeks and make a short visit to the St. Louis fair before returning home. Mr. Jackson says the coal trade in England is fairly prosperous at this time. Great quantities are being shipped to Russia and Japan for war purposes. He deplores, however, the fact that it is not so profitable now as it used to be, owing to a marked falling off in exports and a great increase in the cost of production, owing to the great depth at which coal has to be reached and the pumping difficulty in keeping the mines dry and properly ventilated.

"The Wagner-Palmros System" is a new publication just received from the Wagner-Palmros Manufacturing Co., of Fairmont, W. Va., whose new system of handling coal at the mines by a car retarder is fully described and illustrated with cuts showing the cars in operation at all inclines, discharging and receiving points. The system is operated by a rope haulage, employing means for pulling or retarding the system and providing means to engage with cars and hold them in position while being pulled up the slope or retarded down the incline. The booklet also describes a dog which is adapted to both push and pull, as may be necessary to hold the cars back going down and pull or push them going up. The booklet is an innovation in that most of the illustrations are printed on separate enamel cardboard and can be used or framed without destroying the book.

Frank Shedd, assistant superintendent of the Pittston district of the Lehigh Valley's coal department, has been appointed district superintendent, with headquarters at the Blackwood colliery, Minersville, effective from August first. The members of the New York & Pennsylvania Retail Coal Association, who recently attended the excursion to the mines, will remember Mr. Shedd as having been one of the officials whose courtesy and attention in demonstrating the workings of the Lehigh Valley collieries made that trip so beneficial to the party, and will be glad to learn of his promotion. He left the Connell Coal Co. to go with the Lehigh Valley when that company purchased the William A. colliery at Duryea, and has been advanced rapidly since. In selecting him for the new position the company shows a high appreciation of his past services, especially in view that this field is to be largely developed.

F. S. Landstreet, vice-president of the Western Maryland railroad, returned the first of last week to New York, after having spent a week, accompanied by Winslow S. Pierce, chairman of the board of directors, in making an inspection of the company's terminals, new piers and harbor facilities at Baltimore. Pleasure was also combined in this trip, they using Mr. Pierce's yacht and most of their time was spent aboard her. Mr. Landstreet says that work on their harbor terminals is progressing very favorably and when completed will be one of the most modern up-to-date plants operating on the Atlantic seaboard. The new coal pier will be finished and ready for business in about three weeks, which will have a capacity of 4,000 daily and comprises several new features in the handling of this product. This tonnage is all the coal their tracks can carry at this time and up to their present requirements, though they have ample room to increase it when necessary and will likely be doubled in capacity when through connections are made to Cumberland. These coal piers, which also applies to their general freight piers, have been built with the view of securing the best facilities and greatest efficiency in the handling of their products. Only modern machinery and appliances were installed. No locomotives are used in handling the cars for loading into vessels, special devices being employed, thereby saving much time and congestion in the operation. Connections over their new line to the coal fields will be ready in about a year. No changes have been made in the construction of their line, in order to save any cost or labor, the original plans of the engineers for the most direct and substantial roadway being carried out, notwithstanding the obstacles that have been put in their way.

Reproduction of Typical Mines at the Fair.

Under the direction of practical mine operators, an exhibit of the Pennsylvania anthracite mines has been prepared in the Mining Gulch at the world's fair.

In a ride on mine cars through the underground passages of a great anthracite mine, visitors will see the life of the 145,000 men and boys whose strike in 1900, under the leadership of John Mitchell, resulted in the intervention of President Roosevelt.

Mining scenes are reproduced in underground chambers. Life-sized figures of men and animals, moving automatically, are used. They start in the mine buildings on the surface and run through tunnels in the coal 1,260 feet long. The mine buildings are 236 feet long, eighty feet wide and sixty feet high, being reproductions of those used in the anthracite field.

There are eight typical mine scenes illustrated in the underground passages along the line of the electric tramway.

One shows the miners as they are going down to their work in the morning. Three shifts of miners go down daily, each for eight hours work.

Another one shows the slate pickers at their task of sorting the slate from the coal in order that they may send clean coal to the market. This work is done by boys, who work eight hours a day, seated on narrow boards across the top of the chutes.

A third scene shows a party of miners at meal time and recreation, while a companion scene shows some miners at work with a pick and drill getting the coal ready to be carted out from the mine.

The fourth scene shows the horrors of a flooded mine, in which a party of miners were imprisoned waist deep in water for nine days without food or drink.

Another scene illustrates another constant danger to these miners, who lead an underground life that others may have comfortable homes. This is an explosion scene, which is usually caused by fire damp, or a short-time fuse that makes a premature blast and often kills the miners and mules in its immediate vicinity.

The injured are cared for in an emergency hospital, which is maintained at the foot of the shaft in the mine. Of course, these horrors do not take place in the world's fair mine, but are clearly illustrated in order that visitors may get a realistic idea of a typical coal mine.

In another scene the visitor gets a view of an underground stable, where the little mules, blinded by their life underground, spend their days, never going above ground except when the mine is shut down for a long time. Their work is to pull the coal cars.

The last scene shows the miners coming out from their day's work, ready to go to their homes.

Altogether, the exhibit is a most realistic one and the ride through it on the tram cars is veritably a scenic railway, on which hundreds daily have the pleasure of being instructed in the features of one of the great industries of the United States.

The mine is located in the Mining Gulch, opposite the Maine state building.

The Missouri Lead and Zinc Mine

is a reproduction of a typical mine in the Joplin district of southwest Missouri, showing how lead, zinc, calcites and marcacites occur in the ground. This mine was reproduced by miners of many years' experience in the Joplin district and is as true to nature as it is possible to be made.

The calcite room is said to be one of the finest collections of beautiful specimens ever gotten together. It is a delight, not only of miners who can best appreciate its beauty, but also of every visitor. The collection of lead ores contain every specimen that could be found in years of research, some of them being valued at hundreds of dollars. One especially beautiful specimen weighs about 150 pounds and shows the rare peacock hues that make it extremely beautiful. The mine is also so constructed as to show the method of timbering in mines to save the lives of the miner boys while working underground, and the entire mine is cooled by a six-foot fan, which makes it possibly the coolest spot on the entire exposition grounds.

The Carizzo Copper Exhibit.

This exhibit shows a primitive copper mining camp operated by Mexican Indians, who are the lineal descendants of the Aztecs of old Mexico. All the work is done entirely by hand. The ore is first crushed, then washed in wooden dug-out troughs in order to wash away the useless material. It is then put into a large furnace and roasted for forty-eight hours in order to evaporate the sulphur of the ore, after which it is put in the smelter with charcoal, subjected to an intense heat in order to melt the entire mass, which runs down and forms in a molten mass in a small pit at the base of the smelter. The copper is then separated by cleavage from the cool mass and is again melted in order to rid it of any impurities, after which it is cut into small pieces and hammered into various forms of copper vessels by a half-dozen Aztecs, who stand around an old-time anvil and beat the copper into thin sheets. After this it is worked into the designs intended.

Senor Timoteo Panduro, a sculptor of international reputation, entertains visitors in his art of making busts. He has had the honor of making the busts of some of the world's noted rulers and has recently completed one of Hon. D. R. Francis, president of the Louisiana Purchase Exposition.

This is a most instructive and interesting exhibit and is warmly commended by all who see it.

A party of loyal citizens of Deadwood, South Dakota, wishing to show one of the state's most wonderful natural curiosities, has reproduced in detail many of the most beautiful chambers of the original Mammoth Crystal cave, showing some of the finest specimens of stalagmites and stalactites brought from the original cave, which is owned by the United States government. About three hundred thousand pounds of crystals were used in reproducing this cave and it is one of the most remarkably beautiful exhibits that has ever been the feature of any exposition.

Shipments of Anthracite for Six Months Compared.

Shipments of anthracite coal for the six months ended June thirtieth have been reported. They show that the anthracite industry has been extremely active during the first half of 1904. The unusual activity, coupled with the fact that good prices have been received for the prepared sizes, has resulted in large earnings of all the anthracite coal properties.

The June shipments were larger than previous unofficial estimates indicated, reaching 5,728,795 tons, or 292,000 tons in excess of June, 1903. The total for the six months amounting to 29,335,411 tons is about 2,500,000 tons less than in the corresponding six months in 1903, when the demand was so urgent, following the long strike.

The half year, just closed, however, will go on record as one of the most prosperous six months ever enjoyed by the anthracite industry.

Shipments in June by Different Companies.

The shipments of anthracite coal for June by the different companies were as follows:

	June.	Per Cent of Shipments.	Allotment Per Cent.
Phila. & Reading.....	1,131,896	17.76	20.50
L. V. & R. R.....	916,306	16.00	15.65
C. R. R. N. J.....	728,185	12.71	11.70
D., L. & W.....	893,061	15.59	13.35
Del. & Hud.....	578,127	9.09	9.60
Pennsylvania R. R.....	473,948	8.27	11.40
Erie	682,497	11.21	11.20
Ont. & West.....	250,699	4.38	3.10
D. S. & S.....	134,076	2.34	3.50
	5,728,795		

It will be seen from these figures that the Reading, Delaware & Hudson, Pennsylvania road and D. S. & S. are below the allotment, while the Erie shipped its quota almost exactly. The Lehigh Valley, Central R. R. of New Jersey, Delaware, Lackawanna & Western and the Ontario & Western shipped in excess of their allotment.

For six months the shipments have been at the rate of nearly 5,000,000 tons of coal per month. All the companies have shipped more than their percentage of coal except the Reading, Pennsylvania railroad and Erie. The following table gives the tonnage and the percentages of the total shipped by each company:

	Six Months.	Per Cent of Shipments.	Allotment Per Cent.
Phila. & Reading.....	5,668,798	19.38	20.50
Leh. Valley R. R.....	4,824,482	16.49	15.65
C. R. R. of N. J.....	3,697,244	12.64	11.70
D., L. & Western.....	4,704,541	16.08	13.45
Del. & Hudson	2,912,103	9.95	9.60
Pennsylvania R. R.....	2,371,959	8.11	11.40
Erie	3,007,893	10.28	11.20
Ontario & Western.....	1,332,029	4.55	4.38
D. S. & S.....	738,148	2.52	2.34
	29,257,307		

It is rumored that the Pennsylvania Coal & Coke Co. is now planning to take over nearly all the coal properties on the Low Grade division of the Allegheny Valley railroad and the Sligo branch. All the companies west of Dubois, Pa., it is said, are likely to be included in the larger company. Among the companies mentioned as likely to be purchased are: The Panther Run Coal Co., Oak Run, Fairmount, New Bethlehem, Frank Williams & Co. and Macey & Co., in addition to others not so well known. The purchase of these companies would comprise an immense addition to the properties of the Pennsylvania Coal & Coke Co., which recently secured control of the Beech Creek Coal & Coke Co., a large corporation operating most of the properties in Clearfield county.

Officials of the Philadelphia & Reading Coal & Iron Co. are reported to have given out the statement that this company could supply the world alone with anthracite during the next fifty years. This statement is made in refutation of the claim of Edward W. Parker, United States geologist, that the anthracite supply was being rapidly exhausted. The Reading Co., it is claimed, in the virgin basin extending from Pottsville to Tamaqua, Pa., through the Schuylkill valley, has 5,000,000,000 tons of anthracite. These figures are based on the estimates of engineers.

At a recent meeting of the stockholders of the Seger Coal & Coke Co., at Pittsburg, it was decided to change the name to the Colonial Coal & Coke Co. The Seger Co. had recently secured control of the stock of the Glen Easton Coal Co., and the latter will also be included under the new corporate name. Officers of the Colonial Coal & Coke Co. are as follows: President, Samuel Garrison; vice-president, W. E. McMillan; treasurer, John Seger; secretary, A. H. Schewe; general manager, W. G. Cronkright; chairman of the board of directors, A. Rasner.

For the week ending July seventeenth, the Fairmont Coal Co. exceeded all previous records in its output of coal from the Fairmont district of West Virginia. The average output was about 600 cars per day and business is much improved over what it was the early part of the month.

In The Field of The Retail Dealer.

Written for The Black Diamond.

There is one thing I had my mind to write about several weeks ago, which has been neglected in the consideration of systems by which sales of coal are correctly reported and entered on the books that has been occupying this page.

This is the matter of letter-writing. The average dealer, no matter in what branch of business he may be engaged, seems to have no more idea of his responsibility in answering correspondence than a six year old boy.

If he receives a letter and decides to answer it, well and good, but in most cases he will not decide to answer it unless there is some money in it directly for him.

I believe it is a good rule to lay down that all letters (not circulars) which are written to a dealer in good faith should receive an answer.

And they should receive an answer as early as it is possible to reply to them. If they can not be answered the same day they are received they certainly should be replied to the next day, and at the latest before the end of the week.

There is a certain courtesy connected with replying to correspondence.

The man who writes a letter to anybody is at the mercy of the recipient of the epistle as far as the reply is concerned. If the writer of the letter could call on the person to whom it is addressed, and the matter was of importance, it is assured that he would do so. Distance or other reasons prevent him from adopting this course, and that being the situation, the one who receives the letter to a certain extent is obligated to reply in the same spirit in which the letter is written and as early as he can consistently.

This obligation, which is largely a moral one, but which is nevertheless as binding upon the honorable business man as though it were a legal one, is regarded by nearly every large business house in the country.

If a dealer in coal writes to any of the leading coal shippers in the country, no matter on what subject, he is almost certain to receive a reply by the next mail.

The same rule holds good in all mercantile lines. Retailers in every line of business, when corresponding with any large business house, are assured of a reply, even though the tenor of their letter may appear ridiculous to those who receive it.

If retailers would adopt this same plan, or a modified one, they would stand better as business men.

Much of the failure of dealers to reply to letters addressed to them is due either to carelessness or to lack of system in handling their correspondence. An ordinary spindle is used for filing away letters which they receive.

If the dealer is rushed with business, as is frequently the case, he accumulates a large amount of unanswered mail, and when he gets opportunity to reply to it, he answers only the last letters received, while those which came in first are not answered until an inquiry is received from the correspondent wanting to know why attention has not been given to them.

All letters received should be replied to in the order in which they are received.

All Letters Should Receive Prompt Reply.

If mail accumulates, as it frequently does, in the retail coal office while other and more important business is receiving attention, it should be answered first, no matter how old it may be. A plan should be adopted of noting on each letter when it is received and when it was answered. Those not so marked should be attended to in the order in which they were received. Of course, if a letter does not merit a reply it can be filed away immediately upon its receipt with the date on which it was received stamped upon it.

There is no necessity to urge that all important letters should be filed away after they have been answered. Yet there are some dealers who permit their correspondence to remain loose in the office where every Tom, Dick and Harry can get hold of it.

These dealers are generally the ones who object if a shipping agent sends out quotations on a postal card, but they permit their correspondence to float around through the neighborhood where everyone can obtain an idea of all the business secrets they have, that is if they have any.

I was in a coal office the other day, and this called my attention to the carelessness of some dealers in this respect.

This dealer was not a large man in the business world, and when I looked over his private desk I was reasonably sure I knew why he was not a larger factor in business. It was because he did not pay any attention to the necessary details.

On his desk there must have been 150 letters which he had received in the course of several years' business, all of them in a hopeless tangle.

I concluded they represented several years' correspondence, because some of them were faded and brown, as if they had wintered and summered in the same spot.

Others were crumpled, with the edges torn and only partially decipherable.

One of the letters which attracted my attention was a dun from a shipping company for an unpaid bill of several months standing. The dun was done up to the King's taste, and was the richest, brown roast I have read in a long time. I couldn't help reading it because it was laid open before me where I was obliged to do so.

My estimate of this dealer was correspondingly reduced and when he finally said he did not care for any coal I was glad of it, for after reading that letter I was not anxious to dispose of any to him, unless he could thoroughly convince me that he had the money with which to pay for it.

This dealer, by permitting such a letter to remain open on his desk, where everyone could read it, was doing himself a very grave injury. Not only did he impair his credit with me, but I wondered how many more shipping companies' representatives read it and arrived at the same con-

clusions concerning his credit as I did. There is no telling how many salesmen preceded me, and it is probable if this dealer has trouble in obtaining coal in the future he can trace it to this very carelessness.

In answering correspondence a retail dealer ought to give attention to the appearance of his stationery and should create as good an impression as possible.

Letter Should Give a Good Character.

There are a great many dealers who do business with shipping concerns who never see the people with whom they correspond. The letter which they send stands as representing them, and it should represent them in such a way as to give them a good character.

Many dealers are very careless about their letter heads and stationery. Personally, I believe in embossed letter heads, and after they are once obtained they are always a source of pride to the man who uses them.

They have a distinctive style. I do not mean by recommending this style to indicate that it should be florid or as expensive as can be purchased. On the contrary, it should be as simple as possible in the language used and in every other respect.

It should merely contain the name of the firm or dealer. If it is a firm the names of the members may be placed at the top in much smaller type than the firm name.

The words "coal and wood," or whatever commodities are handled, should be placed under the firm name in smaller letters.

This makes a very neat letter-head and one, when it is received by a shipping company, will stamp the sender as a wide-awake, progressive business man and one who pays attention to all the details of business.

It is not always possible for the retailer located in a small town in the country to obtain embossed stationery, even though he should care to go to the expense, which is some greater than that in connection with ordinary printed note heads. He must depend upon his local printer to supply him with the necessary materials. In having the work done by the local printer he ought always to bear in mind that simplicity is the best and most effective in obtaining results. If a script type is used, the letters should not be so large as to cover the entire top of a letter-head, but should be in proportion to the size of the sheet, should be as simple as possible and as neat. The top of the letter head should not be crowded with too much matter and it should be demanded of the printer that he do a good job of printing. Many letter heads are spoiled because the printer puts on either too much or too little ink. Just the right amount in a nice, neat type brings effective results.

Dealers, where they can afford it, should provide themselves with typewriters. If they can not afford to hire a stenographer to do nothing but take letters, they can either learn to write on a machine themselves or can induce one of their office employees to do this work. The average small retail dealer does not receive more than four to a dozen letters a day, and he can save a little time, after he has mastered the machine, by replying to them himself, although he will find that the first six months he endeavors to use a typewriter, if he has had no special training, it will be a difficult task to attain much speed. After that he will make more rapid progress and he will wonder how he ever wrote his letters by hand.

Friends Made and Lost Through Letters.

The correspondence of any business is one of its principal features, notwithstanding the fact that it is most often neglected. Many friends can be made or lost through attending to it properly or neglecting it entirely.

The writer of a letter which is not answered within a proper length of time is generally chagrined when he does not receive a reply, and quite naturally his feelings toward the one who neglects to extend this courtesy to him are not always the kindest.

The dealer who replies to a letter promptly, in good language, concisely and to the point, and who regards his reply as a personal obligation to the man who writes to him on the other hand is regarded as a good business man. The man who ships him coal has confidence in him from the start and will grant him more credit than he will the careless, slipshod business man who pays no attention to his letters.

The latter generally conducts all of his business dealings on the same basis, and the shipper of coal and other large interests having business relations with him are aware of that fact, being more careful in extending him credit and in any other business relations they may have with him.

THE YARD MANAGER.

John B. Smith, of Forty Fort, Pa., one of the pioneer operators of the anthracite region, died recently at the age of eighty-five years. His father, Abijah Smith, opened the first coal mine in the United States at Plymouth, Pa., in 1807. Mr. Smith became identified with the coal industry at Plymouth, Pa., in 1862, and was more or less identified with it up to the time of his death.

It is reported on good authority that the Philadelphia & Reading Coal & Iron Co. has decided to abandon its Indian Ridge colliery near Shenandoah, Pa. The breaker needs rebuilding and it is believed it would be more economical to abandon it and connect the inside workings of the Indian Ridge mine with the Knickerbocker and Ellangowan collieries.

The company houses and one boiler house at the Silver Brook colliery, near Shamokin, Pa., have been seized by the sheriff of Schuylkill county, on an alleged royalty claim of \$100,000 by the Paeker heirs. In addition, it is said, the union miners there are threatening strike and may walk out.

Western Retail Notes.

The Muscatine Fuel Co. has been incorporated at Muscatine, Iowa, with an authorized capital of \$10,000.

Arthur McClain is installing a new scale and other appurtenances of a retail coal yard at Grimes, Iowa.

The Streator Ice & Coal Co., of Streator, Ill., has increased its authorized capital stock from \$30,000 to \$60,000.

John Porter is manager of a new coal yard at Galion, Ohio, which will be opened for business about August first.

G. W. Knox is building a new coal shed at Aitkin, Minn., and will engage in the retail business at that point.

The National Elevator Co. is building coal sheds at Minto, N. D., and will handle coal at retail the coming winter.

The Farmers' Elevator Co., at Truman, Minn., has bought a site and is building a large coal storage shed at that point.

Smith & Oakes are constructing a large coal shed about 100 feet in length, south of the Acme Packet Co.'s warehouse, at Clinton, Iowa.

Alwart Bros., Chicago, have incorporated their business with an authorized capital of \$100,000, enabling them to deal in coal, wood and feed.

Dealers at Terre Haute, Indiana, have advanced the price of anthracite to \$7.75 per ton; Brazil block coal to \$3.25, and Brazil mine run \$3.00 per ton.

The Hayes-Lucas Lumber Co., of Winona, Minn., has bought the retail coal and lumber yard of the Mississippi Lumber & Coal Co., at Pipestone, Minn.

The Farmers' Independent Elevator Co. is advertising for bids to build extensive coal sheds at Arco, Minn., and will handle coal at retail the coming winter.

Elwood (Ind.) prices for bituminous coal are said to be higher at present than they were last winter, which is causing some comment among householders at that point.

The Citizens' Coal Co., of Salt Lake, Utah, recently sustained a minor fire loss, owing to a blaze which originated in a nearby restaurant and spread to the adjoining buildings.

Hughes & Long have torn out the coal sheds which they formerly occupied at Williamsburg, Iowa, and are replacing them with modern structures over seventy feet in length.

The Mutual Coal Co. has been incorporated at Indianapolis, Indiana, with an authorized capital of \$10,000. The incorporators are Harry Bouser, Archibald S. Lockart and Lee Louer.

Coal is now selling at Crookston, Minn., at \$9.75 per ton for anthracite, with the prospect of further advances which will bring it up to \$10, and possibly \$10.25, before the winter is over.

Muncie (Ind.) dealers report that they are short of the supplies of anthracite they need. The price at present at retail is \$7 per ton, but it is expected it will shortly be advanced twenty-five cents a ton.

The Maddock Grain & Fuel Co., of Maddock, N. D., has reduced its capital stock from \$10,000 to \$7,000 and the following officers were recently elected: President, L. E. Foss; secretary, S. H. Grondahl.

West & Son, coal dealers at Brownton, Minn., have secured a downtown location by purchasing an old building, which they have removed. They will erect a convenient office and install scales in the new location, equipping a modern yard.

It is reported that only a limited supply of anthracite has thus far been taken in by the retail dealers at Sioux City, Iowa. The price will be higher this year than last and will open on about the same basis as at Omaha, when the active consuming season commences.

The Goss-Johnson Coal & Supply Co. has been incorporated at Omaha, Neb., with an authorized capital of \$40,000, to engage in the retail coal business and other lines. The incorporators are W. C. Goss, John A. Johnson, J. F. Myers, Goodley F. Brucker and T. J. Marble.

J. A. Black has bought the wood and coal yard of Kotchian & Jensen, at Lidgerwood, N. D., located on the Soo railroad. He already owns the local yard at that point located on the Great Northern railroad and will operate both in the future. The yard on the Soo railroad will be managed by P. Kloeppel.

Reports from Des Moines, Iowa, indicate that the orders placed by consumers for anthracite this year have been lighter than a year ago. They estimate the decrease in consumption as considerable, and say that it originated in the anthracite strike of 1902, when bituminous coal received a wider introduction.

Burglars recently entered the office of the J. W. McPherrin Coal & Wood Co., at Sixth and School streets, Des Moines, Iowa, where they pried open the cash box, but found nothing but bills and legal documents that were of no value to them. The work was evidently done by amateurs. No arrests have yet been made.

Spiller & Barber, retail coal dealers at Joliet, Ill., have disposed of their interests to T. G. Warden & Co., who will continue the business in coal and wood, feed, hay and grain. The new firm is composed of T. G. Warden, of the Sunnyside Coal Co., Fisher building, Chicago; H. W. Warden and J. W.

Barber, who was junior member of the old firm. Mr. Barber will be the local manager of the business.

An effort is being made to abate the smoke nuisance at Grand Rapids, Michigan. Recently consumers of coal in that city to the number of eighty-eight were notified that they must use some other grade of coal or install smoke consumers. It is expected that another batch of warnings will be sent out. Dealers anticipate that this crusade against smoking chimneys will result in the sale of a better grade of coal.

Improvements are shortly to be completed on the Hurlburt coal dock at Green Bay, Wis., which will make it strictly modern for the handling of coal. The dock is being fitted up with a steam hoist which will convey the coal from the boats and will also be equipped with tracks and cars for conveying it to the different parts of the dock for unloading purposes. When all improvements are completed the dock will have a capacity of 40,000 tons of coal.

Eastern Retail Notes.

Owen Murphy has been awarded a contract to furnish coal to the county schools at Cumberland, R. I., the coming year.

Bids were recently opened at Wilmington, Del., for supplying 700 tons of bituminous coal to the city crematory at that point.

J. Scott Baldwin, a well-known coal dealer at 101 East Market street, Elmira, N. Y., was in attendance at the St. Louis exposition on Coal Men's day of last week.

The board of education of East Newark, N. J., has awarded a contract to Dennis Dunn to furnish anthracite to the schools of that city the coming year at \$6 a ton.

The board of education of Wilmington, Del., has decided on a system of weighing all coal delivered to it, to prevent a shortage in the coal delivered. It is claimed this system was decided on as a result of a shortage in deliveries on contract last winter amounting to about thirty tons.

Anthracite is now selling at \$6.25 at retail at Plainfield, N. J., with the probability that it will shortly be advanced to \$6.50. Dealers at that point claim that the quality of coal being received now is much better than a year ago and that all the coal required can now be obtained from the shipping companies.

The six-masted schooner William L. Douglass, with a cargo of 6,013 tons of bituminous coal, recently entered Boston harbor, this being the second largest cargo of coal ever shipped coastwise in a sailing vessel. The seven-masted schooner Thomas W. Lawson, of course, contained the largest cargo ever shipped.

H. G. Henderson, a well-known coal man at Pittsburg, Pa., was recently arrested in that city on a charge of alleged forgery, made by H. H. Woods, of the Liberty National bank. It is alleged by the prosecutors that the bank lost \$2,366.23 by discounting a note. The note was for three years and was made in July of 1901.

A new proposition is involved in a suit for damages recently instituted against the City Coal Co., of Binghamton, N. Y. The citizens in the vicinity of the retail yard of this company filed a complaint declaring that the dust arising from screening the coal is carried by the wind in great clouds in their houses, creating a nuisance. The complaint was made before the board of health and will be heard by that body within a short time. Unless the City Coal Co. removes the source of the trouble it is said a long fight is likely to ensue.

The sub-committee of the board of directors of the Ontario & Western railroad has reported to the board advising that the voting trust be continued in *statu quo*. The board adopted the recommendation of its counsel that it will be necessary for the protection of the company and interests of the holders of the common stock to continue the voting trust until after the company shall have earned and paid a dividend on the common stock. Because of contemplated improvements the committee says no dividends can be paid on the common stock and in order to complete the building of the second track it is recommended that some plan be submitted to the stockholders for creating new resources.

Harry C. Lewis, of 609 Richmond avenue, Buffalo, New York, is missing from his home and can not be found. He was a retired business man, but was formerly a member of the coal firm of Bell, Lewis & Yates. He had complained of pains in his head prior to his departure and it is thought that possibly this had something to do with his disappearance.

Boston capitalists, including L. H. Monks, of Warren & Monks; G. E. Warren and C. A. Campbell, vice-president of the Metropolitan Coal Co., and his son, James Campbell, have purchased the property and business of the Eastern Coal Co., at Providence, R. I., at a price estimated at upward of half a million dollars. The Eastern Coal Co. is formed of three smaller companies in Providence, R. I., which were consolidated some time since and which were as follows: The R. B. Little Co., the Pomeroy Co., and the Interstate Coal Co. The deal is of importance for the reason that it gives the Warren & Monks Co. and others engaged in the wholesale shipping trade increased facilities and a wider outlet for their coal in New England territory.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Blakely Coal Co. has been incorporated at Blakely, Pa., with an authorized capital of \$35,000.

The Filer Block Coal Co. has been incorporated at Sharon, Pa., with an authorized capital of \$50,000.

The Monarch Coal Mining Co. has been incorporated at Pittsburg, Pa., with an authorized capital of \$5,000.

The United States Coal & Coke Co. is planning to build 1,000 additional coke ovens on its land at Trotter, Fayette county, West Virginia, and work will be commenced within a short time.

The Fayette Coke Co. is improving its mines near New Salem, Pa., by building new upper works, consisting of a modern tippie and other buildings. Electricity will be installed for charging the coke ovens of the company.

Joseph C. Reed, of Meyersdale, Pa., has purchased 320 acres of coal land at Kelly Station, Pa., for \$20,000, in addition to which he owns 500 acres in that field. He will open a small mine at once, equipped with modern machinery.

The Zeigler Coal Co. has been incorporated at Wilmington, Delaware, with an authorized capital of \$500,000, to develop coal lands at Zeigler, Ill., owned by the Leiter estate. The incorporators of the company are Joseph Leiter, Hugh Crabbe, William J. Warr, Henry R. Platt, all of Chicago, and Harry W. Davis, of Delaware.

The Buck Ridge Coal Co. has decided to sink its new slope southwest of Brady, Pa., deeper than was originally intended for the purpose of tapping several excellent veins. Several new drifts are also being driven. The company also contemplates sinking a slope near the old Greenback colliery. The breakers which will be erected will probably be located on the Pennsylvania railroad.

General Eastern Coal and Coke Notes.

The 500-foot tunnel in the Pettibone colliery of the Delaware, Lackawanna & Western has been completed.

Robert Quinn, general manager of the Susquehanna Coal Co., of Scranton, Pa., with other officials, recently made a trip of inspection to the collieries of the company.

M. H. Taylor, of Erie, Pa., has been elected a director in the Monongahela River Consolidated Coal & Coke Co. to fill the vacancy caused by the death of Harry Oliver.

A cave-in at the Stevens colliery, at West Pittston, Pa., recently threw the mine idle and will probably interrupt production for some time, as the cave-in was very extensive.

Strikers are alleged to have recently burned a block of ten miners' houses

owned by the Merchants' Coal Co. at Salisbury, Pa. There seems to be no doubt but that the fire was of incendiary origin.

The mine of the Steubenville Coal & Mining Co., at Steubenville, Ohio, has been closed down. The output of railroad mines in that field is so large, it is claimed, the local mine can not compete with advantage.

The eight-hour record at Silver Brook colliery, No. 1, was recently broken when 234 cars of coal were hoisted. The average hoisting for eight hours was 181 cars. Increased shipments augur well for the new system in vogue at this operation.

The Working time at the Philadelphia & Reading shops at Reading, Pa., has been extended to six days of ten hours each instead of five days of nine hours each, owing to the rush of traffic due to the heavy movement of coal traffic.

The Pittsburg Coal Co. has completed its mine tunnel between Scott Haven and Shaner station, Pa., a distance of two and one-half miles. The tunnel will facilitate entrance to the mine and increase the ease with which coal may be taken out.

According to the official statistics showing the price of anthracite at tide-water for June, the miners have been given an increase of two per cent in their wage scale for that month and will receive an increase of four per cent on all coal produced during July.

The Cleveland, Lorain & Wheeling branch of the Baltimore & Ohio a week ago last Sunday broke all records at Bridgeport by hauling out 600 cars of coal within twenty-four hours. The coal was shipped to lake ports and was nearly all from the Fairmont field.

Henry L. Coe, until recently president and general manager of the Leckrone Coal & Coke Co., Uniontown, Pa., has disposed of his interest in the company to J. R. Carothers, the other principal stockholder, for \$14,000 in cash. The company has been a big moneymaker.

At the annual meeting of the Interstate Coal & Timberland Co., recently held at Baltimore, Md., the following officers were elected: President, Oliver Hoblitzell; vice-president, H. S. Robinson; secretary and treasurer, L. B. Keene Claggett; general counsel, J. Kemp Bartlett.

The old Ferguson mine of the Cambria Iron Co., near Connellsville, Pa., in which an explosion occurred a year ago, causing the death of eighteen men, will again be operated. Mine inspectors have made an investigation and report that with proper care coal can again be mined.

The Stevens colliery in the vicinity of Pittston, Pa., was recently idle for a short time as a result of a heavy fall of the roof in one of the main gangways of the Red Ash vein. It seems there have been a series of heavy falls in the mine and it may require some time before complete repairs can be made.

Governor Pennypacker, of Pennsylvania, has appointed James B. Davies, Superintendent of the Plymouth Coal Co., and Thomas R. Evans, superintendent of the Parrish Coal Co., in the anthracite region, as delegates to

Delaware, Lackawanna & Western Railroad Co.

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the American Mining Congress to be held at Portland, Oregon, the latter part of August.

The Jewett-Melvin Mining Co. has been formed to drill for coal and operate mines near Shickshinny (Pa.), in New Salem township. James A. Smith, of the American Securities Co., Boston, and Thomas F. Moffatt, of the Fletcher Coal & Iron Co., Louisville, Kentucky, are the principal stockholders in the new company.

Irish Bros., operators of the Buck Ridge colliery at Shamokin, Pa., have decided to sink the slope at that point seventy feet deeper, thus reaching two additional veins of coal, making four in all which they will work. The survey for the breaker has already been made and a second slope near Greenback, Pa., is projected.

Twenty-five officers and stockholders of the Alpha Coal Mining Co. recently left Pittsburg, Pa., for Plymouth, Putnam county, West Virginia, for the purpose of inspecting the lands and development work of the company. It owns 3,237 acres of coal land at Plymouth and is equipping the mines with a capacity of 2,000 tons daily.

G. B. Markle & Co., operators in the Hazleton (Pa.) field, have announced that all miners who do not return to work following pay day will be obliged to go before a priest or minister and take a total abstinence pledge before their working places will be returned to them. The purpose of the plan is to prevent the wholesale drunkenness that always occurs following each pay day.

The water in the Sandy Run colliery, near Hazleton, Pa., was successfully tapped recently, through a tunnel driven from the Sandy Valley. The tap was made through five bore holes. It will require fully a month before the mine is drained. The tunnel is 2,230 feet in length and will enable the company to mine thousands of tons of coal that otherwise would have been lost.

The new plant erected on the site of the Hillman Vein Coal Co., near Wilkesbarre, Pa., owned by the Wilkesbarre & Scranton Coal & Iron Co., has commenced operations. The mine was formerly worked filled with water, which has been all pumped out, except that in the slopes. This work was necessarily slow, as the interior of the mine had to be retimbered as fast as the water was removed. The total capacity of the new breaker will be about 1,500 tons daily and the washery will produce 200 tons additional. Some coal has been taken out, but the production of the mine is not yet up to maximum and no coal has been shipped. It is possible that there are several veins of coal below the Hillman vein and later there will be explorations to develop them if they exist.

Southern Coal and Coke Notes.

The British steamship Alabama, recently cleared from Norfolk, Va., with 2,574 tons of coal on board, bound for Cuba.

The strike of coal miners at the operations at Minera, Tex., has been declared off and the men have returned to work.

The Underwood Mining Co., of Altoona and Etowah, Ala., has signed an agreement with the miners for the coming year and will continue in operation.

It is reported that borings in the vicinity of Fort Jackson, Tex., have resulted in the discovery of a ten-foot vein of coal, which is said to underlay a large tract in that field.

The Intermont Coal & Coke Co. has completed a battery of sixty ovens at its plant in southwestern Virginia and is now producing coke. It will rapidly increase its production in that field.

The first anthracite burning locomotive in the south was recently completed at the shops in Richmond, Va., and under its own steam was delivered to the Virginia Anthracite Coal & Railroad Co. at Christianburg, Va.

The only mines being operated at Pratt City, Ala., at present are those in which the state convicts are employed. Miners at other operations are on strike as a result of the failure to agree on a wage scale for the coming year.

The Seaboard Air Line is rapidly completing its branch into the Great Cahaba coal fields of Alabama, and expects to have it ready within a short time. Many new mines will be opened in that field as soon as the branch is completed.


Adam Wepler, formerly a retail coal dealer at Louisville, Ky., recently died very suddenly on a railroad train at Jackson, Miss. He was hurrying to his home at Louisville, knowing that his end was near, but failed to get farther than Jackson.

J. E. Mellin was recently in Mexico City, Mexico, for the purpose of securing a large number of laborers to develop coal mines along the new railroad being built from Las Esperanzas to Nacimiento, Mexico. Several mines are to be opened in that field.

During the suspension in coal mining in the Birmingham district of Alabama, the local furnace operators are buying coke in Virginia and West Virginia, and, it is estimated, have contracted for about 20,000 tons to be shipped to Birmingham and vicinity.

The Woodward Iron Co., of Birmingham, Ala., has signed a tentative scale with its employees and they have returned to work. The company will continue the old scale till the new one has been decided upon, after which there will be an adjustment on the new basis.

During June 268,000 tons of coal were loaded at Newport News, Virginia,



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which is only second in the tonnage involved in the history of that port. The largest shipment occurred in October, 1901, when 276,000 tons were loaded, or only 8,000 more than during the month just closed.

The Darby Coal Co. is about ready to produce coal at its new mine at Pennington Gap, Va. The Pennington Gap branch of the Louisville & Nashville railroad was recently completed to that point and will afford an outlet for this coal. The branch is seven miles in length.

The Richmond (Va.) Coal & Wood Exchange on July first announced new prices which amount to an advance of fifty cents a ton on anthracite and slight advances on other coals. Bituminous coals at retail are quoted: Splint lump, \$5.50; steam, \$5.00; New River, \$5.50; oakwood, \$6.50; pine wood, \$6.00.

The Cumberland River Coal Co., of Nashville, Tenn., has been awarded the contract for supplying the city waterworks with coal the coming year at \$1.75 per ton. The price paid for this coal a year ago was \$2.00 per ton. The reduction will save the municipality between \$2,000 and \$3,000 the coming year.

Mine Inspector J. M. Gray, of Alabama, has completed the statistics of accidents in the mines in that state for the first six months of the year showing that there were forty deaths, a large part of which were due to falling rock. The production of coal for the first half of the year he estimates at 6,000,000 tons.

The Sewanee Coal, Coke & Land Co., of Tullahoma, Tenn., has declared a semi-annual dividend of three per cent and has increased its capital from \$150,000 to \$300,000, the increase to be used in opening up new mines and in betterments at Coalmont, Tenn., where the principal operations of the company are located.

It is reported that James J. Hill, president of the Great Northern road, has purchased an extensive tract of coal land in Arkansas, and has in view a north and south line to reach this coal territory from Sioux City, Iowa. The fact that the Sioux City-St. Paul line is being improved is said to strengthen this theory.

The mines of the Tennessee Coal, Iron & Railroad Co. in Alabama and Tenn., are all closed down as a result of the failure of the company to agree with its miners for a new wage scale the coming year. The present shut-down may be of some duration, as there is no immediate prospect of an agreement being reached.

Latest advices from Birmingham, Ala., are to the effect that no move

has been made either by the coal operators or miners to end the deadlock which originated there July first over the new wage scale. In all probability no attempt will be made to secure an agreement before September first, as the demand for coal at this time of the year is very light.

Notwithstanding the suspension of work at the mines of the Sloss-Sheffield Steel & Iron Co., a brass band composed of miners in the employ of the company at Cardiff, Ala., recently went to Birmingham and serenaded the general offices of the company at that point. President Maben, of the company, made a speech to the band congratulating it upon its playing.

The Alabama Consolidated Coal & Iron Co., of Birmingham, Ala., has announced an issue of \$3,500,000 five per cent, thirty-year bonds, of which \$2,500,000 will be used to retire preferred stock; \$490,000 to be reserved for the payment of underlying bonds and \$510,000 to be sold for treasury purposes. Baltimore capitalists are largely interested in the company and under the new arrangement it will be stronger financially than it has been in the past.



Literary Notes.

The Midsummer Holiday Number of *The Century* promises great riches pictorially. In this issue will be seen ten views of the St. Louis Exposition made by Andre Castaigne, whose pictures for *The Century* of the Chicago, Paris, and Buffalo expositions are well remembered. The eight color plates of the number will include four of Maxfield Parrish's Italian villa scenes, two Bermuda submarine scenes by Knight, a view of one of the Utah natural bridges, and, for frontispiece, "The New Game," by Miss Betts, who drew "The Easter Bonnet." Other contributors of drawings are Charlotte Harding, W. J. Aylward, F. C. Yohn, Florence Scovel Shinn, Sydney Adamson, Arthur I. Keller, John Cassel, Orson Lowell, Frederic Dorr Steele and Otto Lang.

Pearson's for August has more than usual of light reading—to accord with days when one is not disposed to take the world too seriously. A new serial, "Dr. Nicholas Stone," opens attractively. It is a detective story, and promises to be full of action and of human interest. Then there is "A Sheaf of Ghost Stories," edited by the Duke of Argyle, whose name is guarantee for their trustworthiness; a fine story by Norman Duncan, "The Wreck of 'The Will o' the Wisp'"; a chronicle of Don Q., by K. and Hesketh Prichard, "How He Balanced Accounts with a King of Finance"; an Indian Nights Entertainment story by A. Sarath Kumar-Ghosh—"The Casket of Kali," and four shorter stories, all very bright and entertaining. The solid matter consists of Albert Bigelow Paine's article on "Nast and the Ring," in the Thomas Nast series; the first of Dr. Cyrus Townsend Brady's three papers on "War with the Sioux," in the Indian Fights and Fighters series, and "The Combat on Beaver Creek," by Gen. Eugene A. Carr. The magazine contains the Home Notes department as usual. The illustrations are good and in large number. The cover is noticeable, being a reproduction in color of Thomas Nast's "Brains" cartoon, that well-known portrait whose head is a money bag.

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General Review of the Markets.

The predominating feature of the coal trade this week is the possibility of a strike in the anthracite region. None of the officials of the operating companies who are well posted on the situation in the region has any idea that a strike of any serious proportions will occur. The demands of the miners' organization are regarded largely as an attempt to coerce the operators into granting them something that has already been decided and which is no longer a debatable question. There is always uncertainty, however, when any controversy is going forward between capital and labor and until the matter is finally settled and the settlement is accepted on both sides this uncertainty will exist to the extent that the possibilities of the situation will be considered by those who are in any way interested in the anthracite trade.

There are something like 70,000 to 80,000 miners and mine-workers said to be involved in the present dispute. This represents less than half of those engaged in mine work in the region, so that if a strike were called involving the number of mine-workers said to be engaged in the controversy there would still be a large production of anthracite. Under no circumstances is there any possibility of a shortage in the supply of this coal that would cause distress similar to that experienced in 1902. The conditions are much different than they were at that time. Then the strike occurred at the commencement of the new mining year and there was no coal on hand. The producing year for fall and winter consumption is four months along and there has been a very large tonnage of coal stocked at all points where coal is consumed. Possibly the west would suffer the most from any strike, but it constitutes such a small percentage of the aggregate anthracite demand and there is such an available supply of bituminous coal of all descriptions any strike that might occur would scarcely have an appreciable influence. This discussion, however, is somewhat far-fetched, as no one who has any authentic information bearing on the situation believes that even a small strike is a remote contingency. Developments later in the week have tended to confirm that opinion. The Anthracite Conciliation Board met yesterday for the purpose of taking the matter up and adjudicating it in such a manner as to prevent any friction and it seems assured, inasmuch as it has grappled with problems far more difficult to handle that it will be successful in this instance.

The curtailment of production this week through the closing down of the collieries will undoubtedly have a beneficial effect in stimulating demand. Coal in the prepared sizes that had accumulated at shipping points has been moved forward and by the time there is a resumption of production, storage will be empty or partly so, giving opportunity for storing the coal that is mined later. It is more than probable that production will be light throughout the month. The small sizes of anthracite are in heavy supply and at some points are somewhat top-heavy, with the result that production will be curtailed on all descriptions to permit a recovery of values and demands on these grades. Then too, during August and September, if any repairs are to be made at the collieries this is the season when they are given attention. All the early buyers of coal have stocked up their tonnage and the late buyers will not be in the market till cold weather demands that they shall give the fuel question some attention.

Lake Shipments are Short 100,000 Tons.

In the western anthracite trade interest naturally centers in the movement by lake and rail to western dock points. Statistics contained in the Buffalo correspondence of THE BLACK DIAMOND show that on August first the west was 400,000 tons short of anthracite as compared with deliveries made to the same time a year ago. This is due to the lake strike the early part of the season, which prevented forwarding prior to the middle of June. Congestions in July also caused an interruption to the forward movement of coal westward. There were so many vessels attempting to reach the docks, containing both anthracite and bituminous coal, that long delays were caused and are still being caused. As a consequence the movement out of Buffalo during July of this year was less than it was a year ago. Western demand from consumers of coal is at a very low point and

dealers report that July was one of the quietest months ever experienced. There is not much hope of a revival of movement to consumers before the middle or the latter part of September, as those who have not already taken in coal will wait until they absolutely require it before placing their orders. Dock stocks at Chicago are of fair proportions as most of the coal moving recently has gone into stock.

All western points are short of anthracite supplies, however, as compared with a year ago, which indicates that if there is a severe winter, much coal must come all-rail after the middle of December to meet current requirements of the trade.

General Conditions in the Bituminous Industry.

In the bituminous industry there has been a gradual improvement in all parts of the country during the last fortnight. This improvement has not been noticeable from day to day, but when comparison is made it shows that the reaction to a better condition of affairs is going forward and that not only are prices on a better basis but demand is slightly more active. It must not be taken for granted, in view of this slight improvement, that the country will absorb the maximum production of all the bituminous mines. Any increase in production must be based upon having an adequate place to put the coal after it is produced, or otherwise the reactive feature will be quickly overcome and prices will again sag in the other direction. The crucial point in the trade has been reached and if the situation is handled with wisdom and judgment by the producing interests, bituminous coal values will soon be on a basis where they will afford at least the return of actual cost of production, if not a fair profit.

The recovery in the eastern bituminous trade does not seem to have progressed as rapidly as that in the west. This is probably due to the fact that much of the future prosperity of the country will depend upon the crop returns this fall, and the east not being in close touch with agricultural conditions, does not yet feel the impetus which is gradually spreading from the wheat fields of the west. The better grades of bituminous coal in the east are holding fairly firm, and at one point, notably Buffalo, are on a much better basis than they have been. The operators are following a restrictive policy which is preventing the accumulation of supplies that soon draw car service and is giving a healthy tone to the trade, even though as much coal is not moving as there ought to be at this time. Tidewater demands are not urgent at the moment and in New York harbor the trade is lifeless. Eastern manufacturing institutions are not taking as much coal as formerly, but with the improvement in general business conditions which seem to be going steadily forward they soon will be heavier consumers.

In the west the weak spot has developed in connection with the fine coals used for steam purposes. While the packing house interests are operating on better time and are employing a greater number of men, the industry in general is not buying much coal, due to the difficulty which would be experienced in getting it unloaded. Stored coal is being utilized, however, and it will only be a question of time when these interests will again be in the market for a large tonnage.

Outside of the fine sizes, such as screenings and slack, there has been an improvement in prices on spot coal within the fortnight, especially at Chicago, Cincinnati, and other centers. Domestic lump coal is held nearer to the circular and is in better demand indicating that retail yards are stocking some supplies to meet winter requirements. The demand for threshing coal is very active, and a considerable tonnage is being taken, while western railroads are beginning to absorb supplies for stocking purposes next winter.

The first announcement of a car shortage this summer has come from Buffalo, N. Y. A short supply of cars at the mines recently prevented the forwarding of coal to that point, resulting in more activity and better prices. The railroads are not well prepared to handle any rapid increase in coal traffic, and there will be more cases of this character before the end of the winter. Coke is showing a slight improvement in western markets.

Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., August 5.

The strike in the large packing centers of the west continues to be a factor of more or less importance, with the result that fine grades of bituminous coal for steam use are at the lowest point in price and demand they have been in some years. The full force of the depression is now being felt as a result of these plants being worked on only part time, and prices have sagged even from last week, when they were very low. In domestic grades of nearly every description of soft coal there has been a slight improvement. Steam grades, such as inch and a quarter coal for fueling purposes in connection with the railroad industry, and even run of mine, are on a slightly stronger basis and as near as can be learned there has been a slight increase in production. The reaction is occurring in all grades of soft coal, and while it is scarcely apparent from day to day, when one week is compared with the preceding one, or one month with the one just before it, the comparison shows a recovery which, if it continues, as it undoubtedly will, will be beneficial and will result in prices attaining a higher basis, while demand increases.

In the anthracite trade the possibility of trouble in the region is the predominating feature. The implied threat of a strike on the part of the miners over the check-weighman matter is scarcely taken seriously by western shipping agents, and if a strike occurred for a month or two would not cause any special distress. In some quarters it is regarded as an evil which in the end would be a benefit. The consuming trade in the west has got into the old rut of waiting until the last moment before placing orders for anthracite, and if a strike occurred which would cause a temporary shortage in the late fall and winter, it would teach householders a lesson that the operators and dealers have been attempting to instill into their minds for some time—that it is better to buy coal in the late spring and early fall and be sure of having it. While there are a proportion of the consumers who, for financial reasons, can not do this, there are a large number that through negligence or carelessness fail to place their orders when they might as well do so. If the union leaders carry their threat of a strike into existence there is no likelihood of conditions similar to those experienced a couple of years ago. Only about 80,000 of the mine-workers are involved, and it is probable there would not be this number, at the most. Part of the region would produce as much coal as formerly, and with present accumulations on western docks, in storage and in retail yards, the supply is ample to carry the country till nearly the first of the year, barring the uneven distribution which has occurred thus far through failure of dealers and consumers to take in coal.

Western Demand for Anthracite is Quiet.

Western demand for anthracite at the moment is quiet and dull. Nowhere is there any large amount of buying and the newspaper gossip of the anticipated strike of mine-workers seems to have caused no stimulus to the market thus far. At all the dock points, the shipping agents say they have accumulated sufficient coal to carry them through the early fall demand. While these stocks are not as heavy comparatively as they were a year ago at this time, they are probably equal to the normal tonnage on docks in most instances at this season compared with other years. At the head of the lakes, owing to the congestion of boats containing both bituminous and anthracite, there has recently been some interruption to arrivals, but it is conceded by most of the shipping agents they are in fair shape to enter the winter. They are urging dealers to take in coal in order to give them more storage room, and with harvest at hand, it is probable that the shipping movement to retail yards from docks will be considerably increased. Crop prospects in that territory are regarded as very encouraging and doubtless as soon as harvest is well under way, retailers who have been negligent about taking in supplies will be in the market for a much larger tonnage and will urge for quick dispatch in getting coal to them. In the Chicago trade movement is quiet, but it is expected that the latter part of the month will see a considerable increase in the tonnage demanded by the far western trade, as well as that in territory directly contiguous to Chicago. This is the last month of a discount from the circular prices for winter and some dealers will take advantage of this fact, although the saving to them will be only nominal. Consumptive demand will commence at that time and they will need the coal at any rate, so they might as well take advantage of the discount the latter part of the month as to wait a week or two weeks later and pay full circular for it.

The distribution of coal in the west has been somewhat spotted the present season. In some cities and towns the dealers have taken in all the coal they will require till winter, while in others very little has been taken in either by householders or consumers. Much has depended upon the persistency and urgency with which retailers have sold coal to their customers. There are still many points where no coal has been taken in, and these will shortly be demanding quick dispatch on shipments in order to supply the fall demand.

For the past two months retail demand for anthracite has been at a very low point. City dealers are doing practically no business now and their business during the month just closed was reported to be the smallest in some years for mid-summer. All the consumers who have not bought will be in the market later on, and this means an active time for all the factors in the trade, the shippers as well as retailers of coal.

Encouraging Features Pertaining to Bituminous Coals.

In the western bituminous trade the most encouraging feature this week is the increased demand for railroad and other steam purposes. The mines in many of the districts of Indiana, Illinois, Iowa and the southwest are working on better time than since April. Railroads are beginning to store some coal and their requirements are increasing with the better conditions

reported in general business and with the movement of grain which has been harvested in the southwest. A sample instance of the condition in the producing fields is indicative of what has occurred to a greater or lesser degree elsewhere. In the Springfield district, where the product goes almost entirely into steam use, with a large proportion of it utilized for railroad locomotives, the mines are operating on nearly full time again. This is about the first time that anything like full time was recorded since the early part of April. Other fields may not have reached the same proportionate production, but at most all points there has been an improvement in this respect. Demand for threshing coal is good throughout Illinois, Iowa and Kansas, where threshing operations are under way, and will be a factor from the northwest inside of another fortnight. Grain is ripening in the latter section and harvesting will commence about the middle of August in the wheat areas.

The weak feature of the bituminous trade is the market on screenings in the large packing house centers. This coal is used almost entirely for steam purposes in this industry and the interruption to work through the strike has caused a curtailment of purchases by packing-house interests. Where they are operating it is with stores that had been accumulated prior to the trouble, but eventually these will be exhausted and they will again be in the market. At Chicago it is reported that the strike is nearly at an end; that enough men have been secured to operate the plants successfully. If this is true, then the situation ought to improve gradually from this time forward, but producers of fine coal should keep in close touch with their sales agents and not move such coal to this market until it is sold or they have an assured market for it. Unless they observe this policy they will find that they will sustain a loss, judging by present market conditions.

Smokeless Coals are on a Weak Basis.

Smokeless coals in western markets are weaker than they have been for some time on all except the prepared sizes of lump and egg, which are in short supply and bringing the full quotation of \$1.50 at the mine. The dullness in coke production and the light output of this product has brought this result. Prepared sizes of smokeless are made when the coke ovens are in operation, the finer grades being used for cooking purposes. Run-of-mine smokeless coals are held at full circular by the leading New River and Pocahontas selling agents, but outside of these there has been some reduction in price to clean up surplus demurrage coal. THE BLACK DIAMOND has heard of Pocahontas being offered at \$2.80 f. o. b. Chicago, while New River has brought slightly under these figures. The arrivals during the past week have been comparatively heavy and this has brought about the weaker tone to the market. In thin vein coal there was a decided slump the middle of last week, due to heavy arrivals, and prices in some instances ranged from \$2.40 to \$2.65 on the Chicago f. o. b. basis. As the season for splint coal approaches the market shows slightly more activity and prices are fairly well maintained, although they show a considerable range. Standard grades of well-known splint coals are held at \$3.25 to \$3.40 f. o. b. Chicago, although some sales have been made of outside coals below the minimum figure quoted herewith. In Youghiogeny and Hocking coal there has been no important change during the week. Demand for the latter is quiet, although the inquiries for Hocking in box cars are increasing, showing that the movement to retail yards in the west is better.

Western Coals Show Tendency to Advance.

In western coals there has been a slight tendency to advance on some grades of lump coal, with mine run generally firmer and better held than it has been. Sullivan three-inch lump is held at \$2.00 to \$2.10 on the Chicago f. o. b. basis and is fairly firm. Sullivan inch and a quarter lump is held at \$1.90 to \$1.95, a slight advance over figures that prevailed several weeks ago. Linton coal in the better grades for three and four-inch lump is held at \$2.00 to \$2.10 on the Chicago f. o. b. basis. Inch-and-a-quarter Clinton coal ranges at \$1.80 to \$1.90 f. o. b. Chicago. In the Carterville list prices are firmer than they have been for some time on standard lump coal from the Illinois Central territory. Quotations are firm at \$1.60 at the mine, and this basis will generally be observed in all country shipments from now throughout the winter. Egg and prepared sizes are quoted at \$1.50 at the mine and on a proportionate basis to the country points outside of Chicago. Chicago & Eastern Illinois Carterville coals are not held quite as firmly as those mentioned. Springfield inch-and-a-quarter lump is held at \$1.70 to \$1.80 f. o. b. Chicago and is fairly firm.

In the mine run list of western coals there has been an improvement amounting to five to ten cents a ton during the week. Sullivan county coal is held at \$1.70 to \$1.75 f. o. b. Chicago, with Clinton coal held at \$1.60 to \$1.65 on the Chicago f. o. b. basis. Springfield run of mine shows a better tone and is quoted at \$1.50 to \$1.60 f. o. b. Chicago. Carterville run of mine is fairly strong at \$1.75 to \$1.80 f. o. b. Chicago.

The weakness in screening, which was a feature of the situation a week ago, has developed to a greater extent, and this class of business generally must be returning a loss to producers. Carterville screenings over a three-inch screen are quoted at \$1.55 to \$1.65 f. o. b. Chicago, with occasionally a lot selling below these minimum figures. Other grades of inch-and-a-quarter screenings show a range from twenty to twenty-five cents lower than has heretofore obtained. Current quotations for Springfield, etc., are \$1.10 to \$1.25 f. o. b. Chicago. It is reported in some instances that sales have occurred considerably below these figures. In one case it was reported that a lot of several ears sold at seventy-six cents f. o. b. Chicago, where the freight rate was seventy-five cents. It is probable this was either an extreme ease, or there was something the matter with the screenings.

In the coke trade there is evidence of rehabilitation. Connellsville seventy-two-hour standard coke has been in short supply this week and there has been inquiry for it for immediate shipment in several instances. Quo-

tations range from \$4.65 to \$4.85 f. o. b. Chicago, according to the urgency with which it is required. Southern coke of good quality is in better demand, that from one district in Virginia commanding \$4.25 f. o. b. Chicago. West Virginia coke is not in heavy supply, most of the ovens having been closed down. If shipments to Chicago are kept within reasonable restrictions there is no reason why the demand should not improve from this time forward. Gas-house coke holds firm at \$3.65 to \$3.85 f. o. b. Chicago.



San Francisco and Pacific Coast Trade.

SAN FRANCISCO, CAL., August 1.—(*Special Correspondence*).—Since the steamship Sierra left there has been but one arrival from Australia with coal, viz., Charles B. Kenney, with 1,573 tons. There are six cargoes now afloat, which should arrive here prior to September first. There are thirty-five vessels in all, afloat and to load at Newcastle, on the present chartered list, with a carrying capacity of about 92,000 tons; a number of these vessels will not deliver their cargoes here for several months yet. Freight rates from the colonies are quoted firm at full figures, hence no low priced Australian coal can be looked for this year. This port will not be a very seductive one for coal carriers to seek in view of the dismal outlook for grain carriers outward, as we have a surplus of foreign vessels now here and we will have a very meager quantity of grain for export. The major portion of the engaged tonnage has already passed out of first hands and is now for sale by our local wholesale dealers. Business in the fuel line is very quiet, as fuel oil controls fully seventy-five per cent of the steam demand and sales for domestic uses at this season of the year is never brisk; there is no change of quotations, the prices remain steady. A coalition has been formed this month between the Western Fuel Co. and R. Dunsmuir's Sons Co., which gives absolute control of the California market to the Western Fuel Co. for all British Columbia products; the facilities gained by this combination will enable them to handle shipments at a minimum figure, and their intention, as expressed by themselves, is to give the consumers a portion of the benefits thus derived.



The West Virginia Mining Field.

WHEELING, W. VA., August 4.—(*Special Correspondence*).—Week after week in a round of monotony comes reports in answer to inquiries that trade is flat and prices low. There is no change this week. Despite the continued notes of gloom there are many bright places. There are mines here and there running to the limit, and at the Böomer and one other in the Kanawha region operators have been advertising for skilled labor.

Coal men have been interested in the special session of the legislature now in session at Charleston, which was called to consider proposed tax revision. By the terms of an agreement among the republican leaders a series of compromise tax bills is now under consideration. These do not include the proposed tax of one-third of a cent on every ton of coal.

The radical tax reformers are putting up a fight to insert this provision, however, and so the subject is of keen interest to coal men here and to those interested in coal properties in this state. Based on the output in 1903 and 1902 the revenue the state would receive from the coal tax would be about \$172,000 annually.

Speaking of this feature recalls some of the trashy stuff circulated with a view to discrediting the record of Henry G. Davis, the democratic nominee for the vice-presidency. Hostile political papers are reprinting a lot of lies from a western socialist paper which declares Senator Davis owns half the coal mines in West Virginia and was instrumental in getting the injunctions issued by Judge Jackson in the last two coal strikes. The source of this information shows such a gross ignorance of the situation in West Virginia that it is surprising any West Virginia paper would reprint the article. As a matter of fact, Henry G. Davis had nothing to do with the injunctions and none was issued in his mining territory.

At present the venerable statesman's connection with coal is almost entirely as an owner of coal lands. He has bought every available acre in touch with his railroad enterprises. He owns individually more coal land in West Virginia than any other man. There is no other who closely approaches him in that respect.

Kanawha Operators Hold Important Meeting.

The alliance formed by Kanawha operators recently held another meeting in Charleston last Saturday and there was a full discussion of the trade situation in the Kanawha field with particular reference to the labor end. The operators of Kanawha are handicapped, it seems, by the agreement they are bound by, and which was signed at a time when conditions were different. At that time the Kanawha field was not suffering from competition like the present and there was no idea that the future would bring such unsatisfactory results.

Running along the Kanawha river and into the New River field some distance the union has fairly well organized the men and these mines are now idle or work but part time, while the unorganized mines are doing remarkably better. It is a significant contrast.

It is a safe guess that before long the Kanawha operators will call on their men to readjust the present wage agreement.

In the Fairmont region there is a remarkable run, which is boosting business in that section. The companies have been running full time for the past three weeks and the banner shipments of the region are the result. Two-thirds of the cars are going to the lake docks of the company, where the demand is yet quite heavy enough to keep work up to the present speed for some time. Eastern markets for these companies are first-class and the operators are prepared for a run that will last at least till the snow flies and till the local demands are large enough to keep the mines going.

Not with large profits were the plants run this summer, but if expenses only were made the benefit to the companies is inestimable, as the standing

expenses are so heavy that to work at the smallest profits is far better than for the mines to remain idle.

The men of the region are better satisfied this summer than they expected they would be, for the outlook for the season at first was discouraging. The news that the Fairmont mines were running spread like wildfire to the soft coal regions of the south and west and miners by the hundreds have traveled there and all have secured work.

During the present run the Baltimore & Ohio railroad has shown a marked inclination to furnish cars and move the product more promptly than ever before in its history, and this is greatly felt and appreciated by every superintendent of the region. Much additional motive power has been supplied and in the Fairmont yards, where the coal is billed, many extra crews have been installed for duty, thus relieving the congestion that in former years was badly in evidence there.



The Twin City and Northwest Coal Trade.

MINNEAPOLIS, MINN., August 4.—(*Special Correspondence*).—The Twin City market is weak. The usual monthly advance of ten cents in the anthracite price occurred August first, but the coming advance stirred up no domestic consumption. The line elevator companies have stocked up pretty well on hard coal and light on soft coal, but they are having little call for coal. John M. Warnock, of G. W. Van Dusen & Co., who operate about ninety yards on the Northwestern line and branches between Winona and Pierre, says that the kind and quality of fuel the people will use depends on the crops.

Last year the strike difficulty caused an early stocking of the yards and a fairly good market, as the consumers shared the fear that coal would be short. This season they seem to feel secure in the opportunity of getting all the coal they want and are not buying. A weak market is the general experience.

Line companies are endeavoring to make the usual forecast as to what stations will be operated and consequently what stations must be stocked with coal and how much.

Fuel Company is to Give "Water Party."

The employees of the Pioneer Fuel Co., from both cities, with several guests from the Pittsburg Coal Co. force at Chicago, will take their annual "water picnic" Saturday. The steamer Victor has been chartered for the afternoon and evening and the entire time will be spent on the boat until return late at night. The commissary will be established on the boat so that meals can be taken aboard. These affairs are always a source of great enjoyment. It is said that the term "water picnic" is not a misnomer.

The figures in the office of G. D. Rogers, secretary of the Chamber of Commerce, show the coal receipts in July to have been 39,753 tons, while the shipments were only 866 tons. The receipts last year were 38,416 tons.



Southern Market Conditions and Coal Gossip.

MEMPHIS, TENN., August 4.—(*Special Correspondence*).—There is still a quiet market on coal here and the dealers are inclined to make complaint at the dullness of trade. Prices have not experienced any noteworthy change. Within the last fortnight and since the last report from here to THE BLACK DIAMOND there has been a slight resumption of business in the manufacturing lines on the part of mills and factories, and this resumption has improved the demand for coal to some extent. The general household demand is slack. Many homes are closed for the summer in culinary and all other departments. With some of the factories resumed, less than the usual quota are running. The mining interests represented here feel secure for the usual fall and winter business and are operating on a large scale.

Col. N. M. Jones, vice-president of the Pittsburg Coal Co., was seen at his office in the Randolph building and stated that the business conditions in the south from the coal man's point of view were good. The financial and industrial expansion seem sure and satisfactory. He noted that his company was operating extensively along the river, but that its retail business in Memphis was in the hands of Bryan & Eberhart. This last firm are located at No. 7 Madison street and have long been identified with coal interests of the Bluff City.

The Southern Coal Co., at the corner of Main and Madison, in the Illinois Central building, operates both in the wholesale and retail trade. It finds the price range holding firm and looks for improved business and higher prices this fall.

Interviews with Leading Retail Distributors.

The Brown Coal Co., in spite of the nominally dull summer, has pushed its business into a larger volume than previous summers. It has mining interests at Pocahtontas, Ala., and is identified with the wholesale and retail trade here. It anticipates a splendid business soon from the cottonseed oil and cottonseed mills of the south, that will be handling the coming season a much larger crop, from present prospects, than was to be handled last year.

Leo K. Steiner, of Birmingham, Ala.; Frank Nelson and other capitalists, of the same city, have just acquired the property of the Empire Coal Co., in Walker county, for a consideration reputed to be something like \$500,000. The properties consist of 15,000 acres of coal lands, 100 coke ovens and other mining property. It has been in the hands of Charles A. Stillman as receiver and John H. Wallace as trustee the past year in the court of bankruptcy. The indebtedness of the company was about \$300,000. It is understood that the output of the company will be increased from 500 to 1,000 tons of coal per day.

A failure is reported from the Arkansas field in the Burma Smokeless Coal Co., that has gone into the hands of a receiver. A. N. Sicard has been named to look after the affairs of the company. It operated a small

mine at Burma. It is thought that the affairs of the company can be straightened out soon and everything put in good condition.

A new entree in east Tennessee is the Anderson Coal Co., of Knoxville, just incorporated, with a capital of \$30,000 and the following incorporators: M. O. French, W. S. Anderson, F. E. Holliday, W. J. Fleming and Dennis W. King.

The Consolidated Coal Co., of New York, has been making some purchases in Arkansas, among them the Eureka Coal Co., lately owned by A. Stiewel, of Little Rock, which property consisted of mines, outfit and coal lands of about 5,200 acres. The price was \$434,000. The Spadra anthracite property of 160 acres and 1,700 acres of other coal lands recently acquired, making holdings valued at \$734,000 in Johnson county, Ark., by the new company.

Labor Troubles in the Arkansas Fields.

Some of the Arkansas mines have been troubled within the last fortnight with the labor question. Italian and Greek coal miners brought down south from Pennsylvania have been driven away in instances from the Spadra district and otherwise everything with the new help is not calm and serene.

The Gayosa Coal Co., of Jasper, Ala., has been incorporated, with a capital stock of \$100,000, by A. S. Preston, Mina Cannon, H. P. Gibson, L. B. Musgrove, L. Walton and E. G. Bruce.

The Arkansas Anthracite Railway Co., of Fort Smith, has just been incorporated by the state board of railway incorporators. The capital stock is \$1,200,000. W. J. Echols, C. E. Speer, E. B. Miller, James F. Read, Charles E. Stoaks, W. H. Robins and W. H. H. Shibley are interested as directors. It is proposed to build a road from Fort Smith, Sebastian county, through Sebastian, Crawford, Franklin and Johnson counties to Clarks-ville, Ark., with a spur to the headwaters of the Little Spadra, a total distance of sixty miles.

The Oklahoma Oil, Gas, Water & Coal Co., of Oklahoma City, O. T., think it has located a fine vein of coal four feet thick near Spencer, about ten miles north of Oklahoma City. The coal is believed to be of the semi-anthracite or smokeless bituminous quality.

The Black Mountain Coal, Land & Timber Co. has purchased fifteen thousand acres of coal lands in Lee county, Va., and Harlan county, Ky. It will immediately build ten miles of railroad, connecting with the Louisville & Nashville at Pennington Gap. Later it expects to extend its lines into Harlan and Letcher counties. This is in the Middlesboro (Ky.) district.

A well-known Tennessee coal man, John E. Patton, general manager of the Sewanee Coal, Coke & Land Co., has been at Nashville and notes that his company is in a most prosperous condition and is extending its operations. The company is now operating two mines at Coalmont, one at Clouse Hill and is preparing to open a new mine at Coalmont. The company is composed of Tulahoma and Tracy City, Tenn., capitalists and was organized just a few years ago.



Kansas City and Missouri River Trade.

KANSAS CITY, Mo., August 4.—(*Special Correspondence*).—Members of the Southwestern Interstate Coal Operators' Association met in Kansas City this week to discuss the new wage agreement now under consideration by the miners. Operators were present from Kansas, Missouri, Arkansas, Texas and the Indian Territory, and after an executive session lasting one day the association indorsed the action taken by the scale committee at the conference recently held in Pittsburg, Kan. The agreement with the miners, which should take effect September first, has not yet been signed, and operators are not certain whether the prospect is for a strike or peace in the southwest next fall and winter. The ultimatum of the operators to the miners, who at first demanded an increase of seven and one-third per cent in wages, is that the mining price as fixed by the agreement of September, 1903, shall stand, with the exception that the day wage scale and all prices for yardage and dead work be reduced 5.55 per cent. This is practically the new competitive scale in effect in Illinois and Iowa. The southwestern miners' unions are voting on the proposition of the operators and the vote will be canvassed on August sixth. The operators and miners will meet again in Pittsburg on August fifteenth, when the result of the vote will be announced and acted upon. What the result of the vote will be can not be safely forecasted, as there is a large element among the miners which is strenuously opposed to accepting any reduction in wages. Should the majority vote of the miners be against accepting the new scale a strike of 30,000 miners will be threatened, as the operators say they can not and will not pay the present scale again next year. They could not do it and hold their markets against outside competition, they say.

Some Operators Wanted a Greater Reduction.

The meeting of the operators here this week was not entirely harmonious, although all the members were practically in accord when they adjourned. Some of the operators said that a reduction of 5.55 per cent was not enough, but it was agreed to stand by the action of the scale committee. The proposition was also discussed of not waiting for a strike, but to lock the miners out if they should vote against the reduction. An operator in speaking of the meeting said:

"At the Pittsburg conference each side appointed a scale committee to prepare a schedule. The miners' committee felt the above terms were the best they could offer, and these will be placed before the union August sixth for a referendum vote. It may be that the demands will be considered too strong and be voted down, and a stand made for the existing scale. The result can not be forecasted. The operators' association demanded a reduction of the day and dead work scale of 5.55 per cent, and of the mining price three cents per ton in "shooting" coal and five cents on wall coal, the same reduction that has been obtained by the operators of Illinois and Iowa. We take this stand to hold our market. At the conference August

fifteenth some agreement will be reached, I am sure. No interruption of work is now thought probable."

Coal Business is on a Steady Basis.

The coal business in Kansas City continues dull, with no change in prices. A slight stimulus to the domestic demand for coal has been given by reports that there may be a strike in the southwest and that prices will go to figures unheard of before. Big contracts are being held back to await the result of the operators' and miners' conference. Some contracts have been made with the stipulation that the prices are not to hold, should there be a strike.

On October third the interior department will begin the sale of more than 500,000 acres of coal and asphalt lands in the Chickasaw and Choctaw nations in the Indian Territory. Little interest has been shown in the sale thus far and the indications now are that some very valuable coal lands will be gobbled up at a low figure.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., August 4.—(*Special Correspondence*).—Statements by the leading coal operators warrant the assertion that the bituminous industry, principally in the Pittsburg district, is experiencing a pronounced improvement. Practically every railroad mine in the immediate vicinity of this city is in full operation. Many of the large, modern mines are running double turn. Indications point to a continuance of trade, claim the dealers. The threat of an anthracite coal strike has a favorable effect on the soft coal market. It is said that some operators are accumulating their product. The danger of a strike has brought out several contracts which consumers have been holding back awaiting a drop in prices, but this waiting game can not be played any longer. Consumers sadly recall the late strike in the anthracite fields and the subsequent sharp advance in prices. During that period coal sold hereabouts from \$5.00 to \$6.00 per ton. But the danger of a strike is not responsible for the marked betterment of the bituminous business. President Francis L. Robbins, of the Pittsburg Coal Co. and the Monongahela River Consolidated Coal & Coke Co., declared this week that the outlook for the next five or six months appears very good. John H. Jones, president of the Pittsburg-Buffalo Co., is one of the most sanguine operators in this locality. He is of the opinion that the output during the second half of this year will greatly exceed the production the corresponding period of 1903. The car supply has been excellent and promises to continue so during the remainder of the year. Those connected with the industry are fully aware that it requires first-rate transportation facilities to move a supply of coal readily. Shipments to the lakes are being rushed with remarkable dispatch.

Large Number of Miners Now at Work.

Officials of the United Mine Workers today completed an inspection of the local district and announced that nearly 35,000 miners are working in this district at the present time. There are 50,000 miners in the region, but the majority of the idle men are those usually employed in the river mines. The latter are virtually doing nothing at present owing to the lack of water in the local harbor.

It is said that the H. C. Frick Co. awarded the contract for 1,000 new ovens in the Connellsville field during the week. The ovens are supposed to be ready for operation early next fall.

There practically was no change during the past week in the coke trade. Several additional ovens went out in the Connellsville region and the prospects for an early resumption are not very bright.

W. P. Hurst, of Scottdale, Pa., has closed a deal for a lease on the coal plant of the Candace Coal Co., Clements, W. Va., and will organize the company for operating the plant on a royalty. It will be conducted under the name of the Clements Coal & Coke Co. Mr. Hurst will act as manager. The output will be about 750 tons per day.

P. J. Tomay, superintendent of the H. C. Frick Coke Co. at Trotter, Pa., in the Connellsville district, has returned from the Pocahontas region, where he has been directing the construction of 1,000 coke ovens for the United States Coal & Coke Co., a constituent company of the United States Steel corporation. The company has commenced work on an additional 1,000 ovens. The coke, it is said, compares favorably with Connellsville product and western furnacemen are particularly pleased with it on account of its low percentage of ash.

An engineering corps is locating lines for the plant of the Century Coal & Coke Co. on Dunlap's creek, near Brownsville, Fayette county, Pa. Two hundred ovens will be erected.



The St. Louis Coal Market.

ST. LOUIS, Mo., August 4.—(*Special Correspondence*).—Coal conditions are the same as last week, with little prospect of any change for some time. Coal is coming in in good quantities and the average summer demand is taken care of without any trouble. The domestic demand is about the same that has been prevailing all summer. Little is being bought. Prices have not changed; that is, the bituminous prices. Mine run is quoted at \$1.05@ \$1.10 per ton on east side of the river by carload lots; shaker screen coal can be bought without any trouble for \$1.35 per ton, and high grade brings \$1.75. The usual rise of ten cents per ton went into effect on the first of August on anthracite coal.

Four hundred tons of coal are being burned every day out at the World's Fair. The operation of the Cascades, the lighting of the grounds and buildings and the operation of the machinery in the refrigeration plant, the electric light plant and machinery hall means the consumption of a great amount of coal. On an average eight carloads of coal are delivered on the grounds every day. Each car holds fifty tons.

An Illinois firm has the contract for supplying the fair with coal and the price is something less than \$2.00 per ton. It is estimated that coal alone costs the World's Fair Co. about \$800 a day, \$4,800 a week (six days), or \$19,202 a month.

Coal Consumption at the Exposition.

There is no way of retrenching on the coal supply. The fair must be lighted, the cascades must operate and the wheels in the machinery building must revolve. Four hundred tons a day, and that will be the average from now until the fair closes are required. As the fair will last seven months, fuel alone will cost \$112,000, according to the present price of coal. A report has reached here that there is great excitement at Labelle, Mo., about the discovery of a three-foot vein of coal about two miles north-east of that town. This, in addition to another strike of some thickness near Monticello, fourteen miles east of Labelle, has given rise to the belief that Lewis county will soon take its place among coal-producing counties of the state.

The Morgan County Coal Co., of South Dakota, filed articles this week to show that it had been incorporated under the laws of that state with a capital stock of \$3,000,000, all of which is to be employed in Missouri, with an office in St. Louis.



Western Coal and Coke Notes.

New Western Enterprises.

The Wetmore Oil, Gas & Coal Co. has been incorporated at Wetmore, Kan., with an authorized capital of \$6,000.

W. W. Lyon and Joseph I. Myerly are organizing a company to operate coal properties on Beaver creek, a few miles from Des Moines, Iowa.

The Fullerton Coal Co. has been incorporated at Belleville, Ill., with an authorized capital of \$26,000. The incorporators are James Randall and John Erwin.

The Krause-Pierce Coal Co. has been incorporated at Percy, Ill., with an authorized capital of \$80,000. The incorporators are E. J. Krause, C. H. Krause and W. T. Steger.

Handy Bros. are leasing land in the fourth ward of Bay City, Mich., and are preparing to sink a new mine, which will be the third they will control in that territory.

The Central Coal & Mining Co., of Kewanee, Ill., has amended its charter, changing its name to the Big Creek Coal Co., and increasing its capital stock from \$75,000 to \$150,000.

The National Coal Co. has been incorporated at Foster, Mo., with an authorized capital of \$10,000. The incorporators are M. Block, G. O. L. Sauer, G. W. Bozzell and T. D. Block.

The Diamond Coal & Coke Co. has been incorporated at Denver, Colo., with an authorized capital of \$5,000. The incorporators are W. R. Smythe, F. J. Doran and Fritz Loehr, all of Canon City.

The Randolph County Coal & Mining Co. has been incorporated at St. Louis, Mo., with an authorized capital of \$600,000. The incorporators are W. T. Van Brunt, George J. Kobuseh and Joseph J. Barton.

The Byesville Coal Co. has been incorporated at Bysville, Ohio, with an authorized capital of \$75,000. The incorporators are E. A. Upstill, B. F. Miller, T. P. Kilfoyle, E. Bearance and H. G. Winterhalte.

The Exeelsior Coal Co. has been incorporated at Sullivan, Ind., with an authorized capital of \$50,000. The directors are Elmer Yeoman, William H. Mansfield, J. O. Pate, Wellington Beasley and C. N. Meredith.

The organization of the Hemlock Coal Co., with an authorized capital of \$30,000, at Carterville, Ill., has been completed. The incorporators are H. T. Arnold, Carterville; M. D. Colp, Carterville, and W. O. Potter, of Marion.

The Wolf Run Coal, Oil & Gas Co. has been incorporated at Cleveland, Ohio, with an authorized capital of \$100,000. The incorporators are given as Louis B. Shields, W. G. Walters, Charles F. Downs, H. F. Burke and W. M. Hietzel.

The Dickson Coal Co., to operate in Sullivan county, has been incorporated at Indianapolis, with an authorized capital of \$50,000. The first board of directors is as follows: L. T. Dickson, Morton L. Gould and Alvin T. Hert.

The O. K. Coal Co. has been incorporated at Des Moines, Iowa, to open and develop mines in Highland Park,, near that city. The capital stock of the company has been placed at \$10,000, and the principal incorporators are B. E. Mann and L. M. Mann, of Des Moines.

The Occidental United Metal & Coal Co. has been incorporated at Denver, Colo., with an authorized capital of \$4,000,000. The incorporators are Edward L. Palmer, Robert C. Miller, Homer B. Miller, Charles L. Miller, H. R. Homer, R. W. Stewart and L. A. Holcomb. The company will operate mines in various parts of Colorado, but will have its principal offices at Pierre, S. D.

General Western Coal and Coke Notes.

S. R. Rollings will open a new mine in the vicinity of Knoxville, Iowa.

Coal has been struck in the new shaft at Plano, Ill., at a depth of 200 feet from the surface and will be developed.

Mine No. 1 of the Chicago-Virden Coal Co., at Virden, Ill., has closed down for three weeks to make the necessary repairs.

The St. Paul Coal Co. is preparing to sink a coal shaft at Granville, Ill., and has let the contract for part of the work that is to be done.

The Massillon Coal Mining Co. has declared a dividend of four per cent. The company last paid a dividend of six per cent, which was in 1902.

Owing to the dull demand for coal, all mines in the eighth Ohio district, from which No. 8 coal is largely produced, have been put on half time.

The Coaldale Fuel Co., of Des Moines, Iowa, has increased its capital stock to \$30,000. The officers are: President, E. J. Conny; secretary, T. W. Carpenter.

George Harrison has been appointed state mine inspector of Ohio and has assumed his new duties, making a tour of the mines in the eastern part of the state.

The air shaft of the Christian County Coal Co., at its mine near Hewittville, Ill., was recently struck by lightning, causing some damage. Luckily it did not catch fire.

The New River Consolidated Coal & Coke Co., incorporated in Jersey City, N. J., has qualified under the laws of Illinois and will utilize a part of its capital in Chicago.

The experiments made at Des Moines, Iowa, with a view to coking Iowa coals, have demonstrated that some coals found in that state can be coked, while others can not.

The coal mine west of Lebanon, Ill., operated by the Lebanon Coal & Machine Association, has resumed operations, after having been closed down for the past two months.

The Rees Bros. Coal Co. has opened its mine at Madrid, Iowa, after having closed it down for a couple of months, due to the light demand for coal and to enable repairs to be made.

The Little Grizzly coal mine near Waldron, Colo., has been sold to the Consolidated Gold, Copper & Coal Co. at a price said to exceed \$200,000. The mine is one of the best properties in Colorado and contains sixty-five feet of solid coal.

Thomas R. Stockton, formerly connected with a large Illinois coal corporation and later manager of the Crow's Nest Pass Coal Co. in British Columbia, has resigned to become general manager of the Western Fuel Association at Nanaimo, B. C.



Prevailing Wagon Prices at Chicago.

	Dealers' Wagons. Per ton.
Grate	\$6.40
Stove	6.65
Chestnut	6.65
Egg	6.65
BITUMINOUS.	
ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg.....	3.50
Carterville stove, washed No. 1.....	3.50
Carterville nut, washed No. 2.....	3.50
Westville-Danville domestic lump.....	3.00
Danville lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00
INDIANA COALS.	
Brazil block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.00
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00
OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00
PENNSYLVANIA COALS.	
Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50
WEST VIRGINIA COALS.	
Black Band	\$5.00
TENNESSEE COALS.	
Waldensia lump	\$5.00
COKE.	
Gas-house	\$4.50
WOOD.	
Pine slabs, per cord	\$6.00

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, August 4.—(*Special Correspondence.*)—General market conditions here continue to show an improvement. There is no marked advance in price, and the increased tonnage is not wonderful, but the improvement is quite noticeable, and shippers and dealers alike are correspondingly jubilant. It is pretty nearly certain that the worst is now past, and that there will be no further break in prices—a contingency that many producers have been fearing all along. It begins to look as if those persons who have held off buying this long will have to pay at least present prices, if not higher prices, for their winter's coal.

Without exception, every dealer visited reports his retail business considerably improved from what it was up to two weeks ago. Heads of families are coming in to the coal offices and ordering the winter coal. They have apparently given up the idea of buying cheaper. The recent advance in the price of anthracite delivered at retail is now followed by a general advance of twenty-five cents a ton on Pocahontas. The handlers of Pocahontas in this district report more business than they can take care of to advantage, and believing their price to be very low anyway, raised it this week to \$3.50 a ton delivered in the down-town part of the city, and \$3.75 a ton delivered on the hill tops. The Pocahontas people have also advanced their prices at the mines to \$1.50 a ton for lump and egg, claiming that they can sell all they can get out at that price.

Prices Generally are Quite Firm.

Prices generally are quite firm, more so than they have been for many weeks. All of the good grades of Kanawha splint are now quoted at \$1.25 to \$1.40 a ton at the mines for lump, and nut and slack, though more plentiful, is worth from sixty to sixty-five cents at the mines. Shipments to the lakes have caused considerable nut and slack to accumulate, but it is now about all taken care of, and there is no likelihood of a glut in the market.

The exclusive publication in THE BLACK DIAMOND last week of the amount of coal afloat in Cincinnati harbor was a surprise to many, and the figures were very widely commented upon. To the 13,300,000 bushels afloat in the river must be added several million bushels to get the exact amount of coal held in reserve here for future use, for many of the river elevators have large quantities piled up on their yards. It is safe to say that with one or two possible exceptions the stock of coal in Cincinnati is greater than it was ever known to be at this time of year. River coal is held at eight cents a bushel for the standard grades, but there are a few kinds being offered for a little less money. River nut and slack ranges from four cents a bushel for the poorest to five cents for the best.

Coke is showing signs of rejuvenation. Coke for household use is in excellent demand, and as a fuel for the household it is constantly increasing in popularity. Thousands of families who formerly used hard coal are now using coke because they find it cheaper. Gas-house coke is worth nine and ten cents a bushel delivered, the lower price being for lump, and the higher price for the crushed kind. All prices quoted in THE BLACK DIAMOND are for city delivery except where specially noted. Foundry coke is quoted at \$1.75@1.90 at the ovens for standard Stonega.

As noted at the beginning of this report, the retail business of this city is quite satisfactory. As far as can be ascertained, there is no disposition anywhere to shade prices, and orders are coming in in really pleasing numbers. Pittsburg and Kanawha lump are worth \$3.00 a ton delivered; New River, \$3.25; Pocahontas, \$3.50; anthracite, \$7.25, and nut and slack, \$1.65 @1.85 a ton.

The Queen City Coal Co. has just secured the contract to supply the Grand hotel with nut and slack fuel the coming year. The amount of coal required is something like 5,000 tons.

Fairmont Coal Co. Secures Large Contract.

The largest single contract of the entire city is that of supplying the Cincinnati Traction Co. with coal. The Fairmont Coal Co., through W. C. Rogers, manager, has just closed with the aforementioned company to furnish its coal for a year from the first of August. The amount of coal required for this is a little more than 150,000 tons. No information can be obtained as to price. Mr. Rogers has had this contract for several years.

The Marmet Co. has just issued a circular calling attention to "Marmet's Domestic Coke," a new product in the retail business of Cincinnati. It comes from The Hamilton-Otto Coke Co., but before it is delivered to Marmet's customers it is thoroughly prepared and perfectly sized, giving it an excellent appearance. It is understood that the Marmet Co. has contracted for the entire output of the Hamilton plant.

One of the important contracts that comes up in a few days is that of furnishing a number of city and county institutions with coal for the coming year. The specifications call for eleven deliveries to eleven different places, such as the city hospital, the infirmary, house of refuge, workhouse, etc. The total amount of coal required is 17,800 tons.

William Clauss, president of the Cincinnati Gas Coke, Coal & Mining Co., when interviewed on the coke situation, said: "As to gas coke, I can say that the business is in excellent shape. Although the Cincinnati Gas & Electric Co., whose entire output of coke we handle, has increased its business as much as thirty-eight per cent a month in recent months, and an average of more than twenty per cent, which means, of course, a corresponding increase in the output of gas coke, we are not yarding any coke to amount to anything, and we have no trouble in getting rid of it all. Much of our output is sold a year ahead. We are busy, we are getting good prices for our product, and there is no reason why we should not be satisfied." Mr. Clauss is a young man, yet he is at the head of one of the greatest fuel concerns in the city. He is a tireless worker, and it is no wonder he succeeds.

William Sweeny, manager for Percy Heilner & Son, is just back from Chautauqua, and is suffering from one of the worst colds he has had for a long time.

J. W. Tuohy, traffic manager for the Marmet-Halm Coal & Coke Co., Cincinnati, is easily and pre-eminently the "largest" coal man in the Queen City. Although large in this instance is intended to refer to his physical size, Mr. Tuohy tipping the beam to 285 pounds, he is a large coal man in every sense of the word. He is constantly increasing the great business of the company he represents by making new friends and customers and holding the old ones. May his shadow never grow less.

R. O. Wickman, wharfmaster and coal dealer at Patriot, Ind., an Ohio river town forty miles below Cincinnati, was a visitor on 'Change early in the week. Mr. Wickman has just bought out his competitor, A. L. North, and now enjoys a monopoly of the coal business of the town. He is the kind of a man, however, who will not charge excessive prices. He handles Raymond City, Winifrede and Plymouth coal by river.

Coal Man in the Jewelry Business.

George M. Halm, who recently sold out his interest in the Marmet-Halm Coal & Coke Co. for something like \$100,000 in cash, has invested about \$25,000 of his surplus in the jewelry business, taking a controlling interest in the firm of Duhme Bros. & Co. Mr. Halm devotes most of his time to the coal business, however, having recently opened up offices in the Neave building under the firm name of George M. Halm & Co. He handles Black Band, Black Betsey and other high-grade coals, and is negotiating for the agency of several good smokeless varieties. Mr. Halm is one of the best posted and most popular men in the coal business.

The United States commissioner has placed a value of \$500 on the wreck of the coal-towing steamer Fred Wilson, which blew up at Louisville a few weeks ago and killed twelve or fifteen of the crew. This is the entire amount for which the owners of the Wilson, the Monongahela River Consolidated Coal & Coke Co., are liable under the admiralty law. Claims may be filed by those who sustained damage in the wreck, and, if allowed, they will be pro-rated between the claimants. The value of the same company's wrecked towboat, Adelle, which sank in the Cincinnati harbor last winter during the ice, has been fixed at \$500, and this also limits the company's responsibility for damages to that amount. Three men lost their lives when the Adelle sank.

Capt. Oscar Barrett, the coal and towboat man, has just arrived at St. Louis with his family, after an enjoyable trip of four days in his big automobile. He expects to spend a month at the exposition and surrounding territory. Captain Barrett is owner of the Barrett line of towboats and sole proprietor of the Frankfort Coal Co., Frankfort, Ky., as well as the boat yards and mills at Levanna, Ohio.

Sol. P. Kincon, formerly one of the most extensive coal dealers of Cincinnati, but who lately has taken up the business of building telephone lines, has just gained a great legal battle in the courts of Covington, Ky. An injunction which kept him from stringing wires through the county of Kenton, Kentucky, was dissolved by the circuit court Saturday.

Henry Griesse, a foreman, while engaged in removing a high trestle in the yards of the Marmet-Halm Coal & Coke Co., at North Bend, Ohio, preparatory to making some improvements in the company's plant, was struck by a falling timber and instantly killed.

William Immenhort, a popular office employe of John T. Hesser & Co., is confined to his bed with severe illness. Henry Immenhort, his father, who is the manager of the retail business of the Kanawha Coal & Coke Co., is the picture of health, however, and is always the life of a crowd of coal men on 'Change.

F. H. Benedict, who represents Castner, Curran & Bullitt on the road throughout the states of Ohio and Indiana, has been called into the office to take the place of Manager H. R. Mather, while that official is spending a week or two at the mines trying to rush more coal into this territory. Mr. Benedict is a former Chicago man, but has been here for several months, and likes this district quite well. An open copy of THE BLACK DIAMOND was lying on Mr. Benedict's desk, and a glance through it showed that he had not only read it, but had marked more than a score of interesting items and articles to make use of in his business. A thoroughly good business man always makes use of trade journals. He is quite frank in saying that THE BLACK DIAMOND is of great service to him.

William T. and David Ulland, proprietors of the Laurel-Jellico Coal Co., are pursuing the even tenor of their way, not making much noise, but selling a good deal of coal. It is these young men we recently took the Moerlein Brewing Co. contract, one of the largest in the city, and they are supplying the coal quite satisfactorily.

A. Rumpler, Indiana representative of the Luhrig Coal Co., Cincinnati, spent a few days this week in conference with the officials of the company. His headquarters are at Indianapolis.

James Devine, manager of the Luhrig Coal Co.'s branch at Chillicothe, Ohio, has the sympathy of a number of friends here in the serious illness of his wife. Mr. Devine, besides looking after the rather extensive business of the Luhrig Coal Co., is sheriff of Ross county. The Luhrig company only recently bought out the retail yards of Charles Snyder at Chillicothe.

Andrew Hickenlooper, Jr., secretary and treasurer of the Cincinnati Gas Coke Coal & Mining Co., has just been elected vice-president of the Krell Piano Co., one of the largest piano factories in the country, taking the place of his father, the late General Hickenlooper, in the directory of the Krell company. Although young Hickenlooper works under the disadvantage of taking the place of a most distinguished father, he is already making his own personality felt, and his business associates, who are much older, are recognizing in him the elements that go to make a great business man.

J. A. Weaver, proprietor of the Vevay Coal Co., Vevay, Ind., was a Cincinnati visitor during the week. Although the river is now too low for shipments, Mr. Weaver believes in arranging ahead of time for deliveries. Vevay is a river town and has no railroad connection.

Western General and Personal Notes.

Luther Ferris, northwestern sales agent at Minneapolis for Cox & Co., Inc., was in Chicago and Milwaukee this week on a business trip.

The Great Eastern Coal Co. has been incorporated in Chicago with an authorized capital of \$10,000. The incorporators are C. S. McIlvaine, V. B. King and C. W. Wright.

George M. Space, manager at St. Paul, Minn., for the Pittsburg Coal Co., in charge of the extensive northwestern interests of this company, was in Chicago this week on a business trip.

W. S. Noble, manager at Chicago for Hite & Rafetto, is again at his desk in the office of the company in the Fisher building. Mrs. Noble accompanied him on the return from the east.

John T. Davis, general manager, of Elkins, W. Va., and L. B. Fuller, general sales agent, Philadelphia, Pa., of the Davis Colliery Co., were in Chicago the latter part of this week on a business trip.

Walter S. Bogle, president of the Crescent Coal & Mining Co., Plymouth building, Chicago, is in the east this week on a business and pleasure trip and will probably be absent from the city for several days.

"Norm" S. Birkland, secretary of the Crescent Coal & Mining Co., Plymouth building, Chicago, is "swinging around the circle" this week on a visit to St. Louis, Kansas City, Omaha and other points in the west.

Mrs. Sidney P. Hostler, wife of Sidney P. Hostler, president of the Hostler Coal & Coke Co., Ellsworth building, Chicago, has been removed from the hospital to her home on the north side and is on the road to recovery.

D. B. Wentz, president of the Stonega Coke & Coal Co., which has extensive operations at Stonega, Va., was in Chicago this week on a business trip from his home at Philadelphia, looking after his interests in connection with the western coke trade.

C. E. Wales, vice-president of the Pittsburg Coal Co., Railway Exchange, Chicago, has returned from a trip to the northwest, where he spent several days at his country home, located at one of the most sightly points on the Minnesota river, west of Minneapolis.

"Zeph" Davis, with the Davis Colliery Co., Old Colony building, Chicago, accompanied by Mrs. Davis, has returned from a trip of ten days to the St. Louis exposition. Mr. Davis reports that the fair is excellent in every respect and that the trip was a most pleasant one.

O. D. Kinney and E. B. Hawkins, of Duluth, and E. Z. Griggs, of Virginia, are inspecting a large acreage of coal land in the vicinity of Grafton, W. Va., and it is understood that if the land comes up to expectations they will make an extensive investment in it.

THE BLACK DIAMOND wishes to acknowledge the receipt of a postal card mailed from St. Louis on Coal Men's Day by W. J. Hamilton, of the W. J. Hamilton Coal Co., Columbus, Ohio. It reads as follows: "The Pike is great and so are the Coo Chee dancers. With best wishes."

At the recent annual meeting of the Cuyahoga Coal Co., at Cleveland, Ohio, Silas Hitchcock, of the M. A. Hanna Co., was elected president and B. H. Rose vice-president. J. E. Andrews, who has been connected with the company for some time, was elected secretary and treasurer.

N. F. Phillips, sales agent for the Devlin Coal Co., Marquette building, Chicago, has returned from a two weeks' trip to Stevens Point, Wis., where he spent most of his time trout fishing, having met with great success. Mr. Phillips is very proficient with the fly and rod and is telling some very interesting fish stories as a result of his trip.

It is reported from St. Paul that Andrew MacCaughey has retired from the Holmes & MacCaughey Co., one of the leading retail distributors of coal in that city. In this connection it is asserted that Mr. MacCaughey will spend a large part of his time in Chicago in the future, although he has not yet decided to re-engage in the coal business.

Thomas R. Stockett Jr., well known in Chicago through his connection for many years with the Consolidated Coal Co., of St. Louis, has resigned his position as general manager of the Crow's Nest Pass Coal Co. in British Columbia and has accepted a position as general manager of the Western Fuel Association at Nanaimo, British Columbia.

C. M. Moderwell, president of C. M. Moderwell & Co., Old Colony building, Chicago, who has been on the sick list for the past fortnight, has returned from a short recreation trip in Michigan and is much improved in health as a result of his outing. A fortnight ago Mr. Moderwell was quite seriously ill and was under the care of a physician.

Charles Mackay, secretary and treasurer of the Lincoln Fuel Co., First National Bank building, Chicago, was at his desk Monday of this week for the first time in over a month. Mr. Mackay has been ill as a result of appendicitis, and will later be obliged to undergo an operation. He is still very weak as a result of his long and serious illness.

Stephen B. Jones, president of the Western Fuel Co., Adams and Rockwell streets, Chicago, and also of the Banner Coal Co., of this city, has just returned from a vacation trip of two weeks, having spent it with his family in northern Michigan and Canada, where he reports that he had a very pleasant time. Mr. Jones was much benefited by his trip and is in the best of health.

Charles R. Murray, twenty-two years of age, connected with the Detroit Coal & Coke Co., Detroit, Mich., recently died in that city on his way to Grace hospital. He was taken ill several days previous to that time and a

physician was called, who attended the case, and later asked that the young man be removed to the hospital. It is thought the cause of his death was appendicitis.

J. G. Dudley, manager of the bituminous department for Boyd, Stickney & Co., 175 Dearborn street, Chicago, was out Monday of this week for the first time, after having been confined to his home for several weeks as a result of an accident at Lake Forest. In the accident his kneecap was injured very severely, causing him much pain. He is on the road to recovery, however, for which his numerous friends are very thankful.

During the month of July fifty-nine boats arrived at the docks at Duluth, unloading a total of 247,107 tons of both anthracite and bituminous coal, breaking all previous records in the amount of tonnage involved. The record previous to July was held in November, 1897, when 224,000 tons were unloaded at the port of Duluth. Since that time the record has never before been equaled. A large proportion of the July shipments the present year was bituminous coal.

W. L. Rambo, traffic manager for the De Camp Coal & Coke Co., Old Colony building, Chicago, in company with Mrs. Rambo, has returned from an extensive western trip, during which they visited the Rocky mountains in Colorado. On the return trip they stopped off for several days at Excelsior Springs, Mo., one of the great health resorts in that state. They report a very pleasant trip. Mrs. Rambo is much improved in health as a result of her stay in Colorado.

Hunter W. Finch, president of Hunter W. Finch & Co., Fisher building, Chicago, has returned from an eastern business trip of three weeks' duration. Mr. Finch reports that while the demand for bituminous coal in the east has been quiet, he thinks there has been a slight improvement. In company with his family he will leave within a few days for a vacation trip to the Pacific coast, including California, and will probably be absent from Chicago for several weeks.

Receipts of all descriptions of coal at Milwaukee, both all-rail and lake and rail up to July first of this year were considerably less than they were for the corresponding period last year. The total receipts this year were 388,508 tons, as compared with 1,090,177 tons for the same period in 1903. Lake receipts this year of anthracite were 134,728 tons, compared with 236,037 tons last year; lake receipts of bituminous were 133,708 tons, compared with 576,660 tons, and rail receipts of both descriptions this year were 120,072 tons, compared with 277,480 tons last year.

Duncan Cameron, of the Philadelphia & Reading Coal & Iron Co., Old Colony building, Chicago, returned the early part of the week from a three week's trip in the province of Manitoba, where he joined Mrs. Cameron, who has been there for several months, and returned with her. He took his vacation on this trip and spent twelve days in the wilds east of Manitoba, with a white guide and several Indians for companions. This country is all primeval forest and during the trip, which was for hunting and fishing purposes as well as recreation, the party encountered only one white man. Mr. Cameron has returned with a coat of tan, which gives him a very healthy appearance.

In view of the packing house strike and the absence of supplies of meat in Chicago, it is reported that Henry Holverscheid, of Henry Holverscheid & Co., First National Bank building, Chicago, is endeavoring to supply the deficiency. Mr. Holverscheid, accompanied by his wife and four sons, is at Sturgeon bay, Wis., on a recreation trip, where he will remain for a week or more. The first evidence of his prowess was received in Chicago the latter part of last week when two mammoth muskellunge were shipped to the Chicago office. One of them was a record-breaker, being thirty-eight inches in length and weighing about twenty pounds. The second weighed ten pounds and was thirty-three inches in length. In capturing the largest one, after he had hooked it, it is reported that Mr. Holverscheid was obliged to call to his aid two of his boys.

Announcement is made of the formal organization of the Trevorton Coal Land Co., in which J. S. Van Epps and other prominent Cleveland coal men are interested. The company is incorporated at Scranton, Pa., and the following constitute the first board of directors: J. P. Burton, J. J. Phillips and J. S. Van Epps, all of Cleveland; J. B. McAskie and J. H. Rittenhouse, of Scranton, Pa. The board of directors has elected the following officers: President, J. P. Burton; vice-president, J. J. Phillips; secretary and treasurer, John S. Van Epps. In addition to a tract of over six hundred acres which the company originally owned at Trevorton, Pa., it has purchased the Dunkelberry farm of something like 138 acres, making the company's holdings over 800 acres in that field. All the land has been paid for and development work will be undertaken immediately.

Minority stockholders of the Consumers' Coal Co., of Chicago, have filed a bill in the superior court asking that a receiver be appointed and alleging fraud and mismanagement. The charges are said to be directed chiefly at Charles F. Bumann, president and treasurer of the corporation. The complainants in the case, who say they represent shares of stock aggregating \$5,000, are Henry J. Kormann, Joseph Kormann, E. W. Rice, John W. Shedd and Joseph Rogers. They allege in their complaint that President Bumann sold 53,000 shares of stock without authority; that he gave a bill of sale to the company's forty-seventh street yard without the company's sanction; that he mortgaged the company's property for \$7,500 without the company's sanction and is withholding the books of the company. The company controls 250 acres of coal land at Chenoa, Ill., which, it is said, was the foundation for the stock issue, from which it is alleged Bumann realized \$40,000 and has failed to account for the money.

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ENTERED AT THE CHICAGO POSTOFFICE AS SECOND CLASS MATTER.

THE PUBLIC is gradually learning the lesson that sympathy with strikers hits the pocket books. Public sympathy in the packing house strike has been of the negative kind.

WITH CROP prospects in the northwest averaging 100 per cent this year, and this is the report that comes from one reliable source, there is every reason to expect there will be a good demand for coal and all other commodities in that territory later on.

EDWARD ATKINSON of Boston who discovered mud as a fuel has taken to smoking as a pastime. If his cigars are like the fuel which he proposes shall be used in this country, the odor must resemble that exuding from the chimney of a western sod shanty on a damp day.

THE VALUE of the bituminous coal product of the United States last year was \$351,094,209. Does it not seem a trifle inconsistent that any eight dollar a week reporter should be allowed to insult the members of an industry who contribute so largely to the material wealth of this country each year?

ON OCTOBER third a large acreage of coal lands in the Indian territory, belonging to the Chickasaw and Choctaw nations will be sold at public auction to the highest bidder by the United States government. Wait till the sale occurs and witness how the newspapers of the country will construe it into a "blow at the coal trust."

A STUDENT of the population of the anthracite region reports that there are 630,000 people inhabiting the region of which 430,000 are foreign born. Of this latter number over 50,000 can not read and write. When they were trying to create a fictitious sympathy for this class of citizens two years ago the newspapers would not publish these facts. Now they are doing so and admit that one of the problems before the people of this country today is to make these foreigners law-abiding citizens.

A Vital Principle Is Involved.

In the mutterings of trouble which emanate from the anthracite region, and which indicate a possible strike of some 80,000 mine-workers, or less, a vital principle is involved. The miners' organization has demanded, after agreeing under the award of the conciliation board in July of 1903, on another plan, that all miners at each of the various collieries shall be assessed a quarter of a cent a ton to pay for establishing the check-off system. By virtue of an award of the conciliation board in July of 1903 they agreed at that time, under the award of the Anthracite Coal Strike Commission, that they would be content with the appointment of a check-docking boss, where a majority of the miners demanded it, "and that the wages of such person so elected by the majority of the miners shall be paid by the miners requesting such appointment." They also agreed that such miners as were to be

assessed would make an assignment of wages covering the assignments, to the operators or their employers.

In the present contention they have taken a position entirely different. They have demanded that all miners employed at any operation, whether petitioning for a check-docking boss shall be assessed and that the operators shall collect the assessment regardless of whether they make an assignment of wages or not.

The last principle which the union miners demand shall be enforced is vital inasmuch as it is essentially taxation without representation. There was a Boston tea-party followed by a long war which, it is believed, settled this question as long as the republic endures. That settlement provided there should be no taxation without representation anywhere in this country. And yet the miners demand a violation of this principle or declare they will go on strike. Is there any limit to the usurpation of rights to which the average labor union in this country will go? Is there any justice in the present demands which they are making? The union miners are taking advantage of a pending presidential election to stir up trouble in the hope they can place all miners in that field under the same yoke and tar them with the same stick as themselves. There are employed in the anthracite region many coal miners who are not members of the union. Furthermore, unless coercion is employed, they will not become members of the union. In protecting them from the autocratic usurpation of the union miners in this regard, the producing companies of that field ought to have public sentiment on their side. If the matter is explained in its true light they will have this public sentiment, and moreover they will win the victory which they so nearly won in 1902.

There is one thing the miners of the anthracite region can count upon if they inaugurate a strike at this time, and that is the antagonism of the public instead of its friendly interest. So many things have occurred during the past two years which have educated the public to the absurdity of many of the contentions of labor and its uncalled for strikes, that public sentiment has undergone a decided change. It is tired of the whole labor problem. The aggressor in any controversy of this character is now held responsible. If the miners are the aggressors they will be held to account. There is enough coal, so there will be no great amount of distress—and many miners will spend six or eight months without anything to do and will be glad of the chance to get back to work in the spring on any terms. Perhaps a strike would not be an unwelcome termination to the matter. It is assured that as long as paid labor agitators dominate the anthracite fields there will always be a row about some trivial matter, and the present is as good a time as any to eliminate these professional agitators from further consideration.

The Tariff and Bituminous Coal.

It is not the policy of THE BLACK DIAMOND to discuss questions which are likely to be a factor in the presidential campaign. This paper has no candidate for the presidency and is not partisan on any point, but in the spirit of fairness it is not right to attribute the price of coal at present to any existing tariff regulations. Some of the newspapers of the country are trying to inject this subject into the pending campaign. Their purpose is found in their eminent unfairness toward anything which has any connection with the coal industry.

Present prices of coal are not attributable to any tariff regulation that was ever enacted. This is evident when we compare conditions during the latter part of 1902, when the tariff was non-effective, with those prevailing at present or in the latter part of 1903, which would be a fairer comparison.

In December of 1902, bituminous coal was selling at tidewater at \$4.50 to \$5.00 per ton alongside. The tariff on coal imported into this country had been removed and any amount of coal from any country could be brought into the United States free of all import tax. A year later, in December of 1903, coal was selling alongside at \$3.50 per ton. This coal was of the same quality exactly and of the same kind. Then the tariff was again in full force and was being collected on every ton imported into the United States.

It is true that conditions in 1902 were different from those in 1903. In the former year there had been an anthracite strike and the country was bare of coal; in the latter year there had been no strike of any kind and there was a supply everywhere. These facts alone answer all the tariff arguments that can be advanced: That the price of coal in this country does not depend upon tariff legislation or any other external condition, but upon supply and demand. If there were all the tariffs in the world and too much coal was mined they would not affect the price. If there were no tariffs and too much or too little coal was mined the same thing would be true. Any attempt to involve the coal trade in a tariff discussion or to interest it in the subject will prove futile. It is too isolated from foreign producing fields and is so wholly dependent upon local conditions this subject is not a factor of importance.

Encouraging Outlook for the Northwestern Coal Trade.

Editorial Correspondence.

While it is still somewhat too early to state conditions in the northwest coal trade with accurate precision, and with an assurance that every prediction will come absolutely true, owing to the fact that the crop is still unharvested, and many things may happen between now and the time it is threshed, but, eliminating the possibilities of crop failure, the outlook in the states of Minnesota, North Dakota, South Dakota, Iowa and Nebraska for a large coal demand this fall, accompanied by fair prices, is encouraging.

A close study of conditions in that field reveals that it has not suffered as much business retrogression as have some other parts of the country. Agricultural prosperity is the basis of business prosperity in the spring wheat states, and a year ago there were fair crops, with prices for wheat, corn and other grains raised in such abundance in those states, much above the average. This year there is every assurance that the crop will be better than fair. Some of the more optimistic students of northwest business conditions are of the opinion that agricultural production in the states referred to will rank as a hundred per cent—in other words, much better than the average. Those who are not so optimistic are inclined to believe that the production of the great staple grains will be in excess of a year ago, which, with the shortage of production in the winter wheat area, ought to result in very satisfactory prices throughout the fall and winter.

These are the conditions that will continue prosperity in the northwestern states tributary to the docks and also to the all-rail coal fields of Illinois, Indiana and Iowa. With a fair average crop production or better, and with prices averaging better than usual, the outlook from the standpoint of general business in that territory was never more encouraging.

In the coal trade these conditions have been reflected more or less all through the summer. Manufacturing enterprises located in the Twin Cities, or in this territory, have required about as much coal as they did a year ago, while the railroads which haul grain and other commodities from the west and the southwest to Minneapolis, St. Paul and Duluth, have used about the same tonnage of coal. There has been little cessation in the general average of business as compared with last year, except in mercantile lines, which suffered somewhat by reason of the backward summer and the limited demand for summer goods. It is thus evident that at its foundation business in the northwest is as good as could be wished and much better than it has been at many other points—better in proportion than at Chicago, and generally better than in the east.

One Disturbing Factor in Matter of Coal Prices.

There has been one disturbing factor in the matter of coal prices during the summer which probably has worked some injury to the trade and perhaps has withheld some orders. With a slack demand at other large western business centers, it is quite natural that more rail coal has been shipped into the northwest than usual. Frequently it has been shipped there, as it has been to Chicago, without any customer in sight. It has remained on the switch track until it has drawn car service, and then has been sacrificed, causing prices of other coals to tumble and making buyers uncertain about taking in stocks for fear that prices might go still lower, as they did last summer, and they would be the losers thereby. These conditions probably have made stocking orders backward.

The delay in the opening of lake navigation was also a considerable factor in holding back the summer buying of coal. Northwest dealers and users of steam coal generally stock coal at the beginning of the season, when the prices are the lowest, or else they wait until after harvest. There is a slack mid-summer demand always. This year they were unable to purchase either dock anthracite or bituminous coal during May and June, and consequently a very small tonnage has gone into storage. Probably the total tonnage of coal stored up to August first of this year, i. e., stored by consumers and dealers, will not amount to more than fifty per cent of the tonnage during the corresponding period a year ago. Now, although all the principal factors in the situation connected with both dock and all-rail interests are advising their favored customers to take in coal so they will have some when the demand comes, the movement in this direction is still very light.

In the present situation in the northwest there are all of the elements which should result in the worst freight congestion ever experienced in that territory. Not only has the summer movement of coal been unusually backward, but the summer movement of all other merchantable commodities has been light. The presidential election may figure more or less in the ultra-conservatism of northwestern buyers, but whatever it is, it is there, and when the harvest is over and the merchants, the lumber yards and the retail coal yards begin to stock up for the usual fall and winter trade, and there is a heavy movement of grain eastward, the business will be more than the railroads can haul.

A Serious Car Congestion is Likely to Occur.

A year ago on southwestern shipments of coal from the Twin Cities and from Duluth and Superior from the first of September till the middle of November there were most serious delays. Cars that ought to make the trip to terminal destination in two or three days would require three or four weeks and were in a hopeless tangle in all the railroad yards at Minneapolis and St. Paul. Then the railroads were anticipating and had prepared for the immense movement of coal that was about to take place. This year they may prepare for similar conditions, but it will be impossible for them to cope with a condition which throws all the northwestern movement of coal into three or four months. There is already talk of a serious car famine at Superior and Duluth and in the Twin Cities. Coal men are doing their best to prepare for it, they are writing letters to line-yard companies asking them to take coal when they can get it—it is necessary they should relieve their docks and also that they should get out their coal.

One of the leading bituminous shippers of coal in an interview said concerning the transportation situation:

"There is no fear but what we can get a sufficient tonnage of both anthracite and bituminous coal to meet all northwestern requirements at the docks before the close of navigation. The matter of getting it out to the retail yards and the points of consumption is a far more serious one. We have all been attempting to get the trade to realize the seriousness of the outlook in this direction, but no coal will be taken in until after harvest and nothing can move buyers to take it in before that time. The retail yards and many large steam users' bins are bare of coal, none having been stocked during the summer, but for some reason or other they will not take it in now. I predict more difficulty in securing a prompt movement of coal from the docks to northwestern points this fall owing to transportation conditions than we have ever before experienced. The indications all point that way, because there is every assurance that demand will be large—it may be larger than a year ago, and there has been no such movement during the summer as there was last year."

Will Probably be an Enlarged Demand.

One feature which indicates an enlarged demand for coal in the northwest this fall and winter is found in connection with the railroad contracts. Practically all the railroad contracts in that territory have been let and were made early in the summer at the usual time, calling, in practically every instance, for the same quantity of coal as was required a year ago. In nearly all the contracts, however, there was an option this year which enabled the railroad later in the year to call for an additional tonnage of coal to be delivered say between September first and April first, on the same basis as the original contract calls for. It is reported that in a number of instances railroads are preparing to avail themselves of this option, believing that the amount of traffic this fall and winter will be heavier and will require more fuel than a year ago.

In the dock trade the general assumption of shipping agents is that a sufficient tonnage of both anthracite and bituminous coal can be moved to the northwest docks between the opening of navigation and December fifth, when insurance expires, unless there is some unexpected interruption. But alongside of this general prediction the sentiment is also expressed that if normal weather is experienced the coming winter there will be none of this coal left on the docks next spring. If the weather is severe it is possible some all-rail coal may be required to help out before the winter is over, as no one predicts that as large a tonnage as a year ago will reach dock points, although the general prediction is it will be larger than the normal of other years.

All-rail shippers to the northwest from the western bituminous fields are as enthusiastic concerning the coal prospects as are the dock shipping agents. They claim all-rail coal is in the northwest to stay, that it was given its first fair trial following the anthracite strike and again last winter and that, in the slang of the street, "it made good."

It certainly is a fact that as many operating and shipping companies from the bituminous fields are represented in that territory this year as last. Most of them complain, as do the dock men, that the summer demand has been light and unsatisfactory, but in the conditions pertaining to the fall and winter they see many signs of encouragement and look for a business which will keep them very busy from the first of September throughout the winter.

There is one feature of the all-rail trade which is assuming considerable proportions. In Minneapolis and St. Paul washed Illinois coal is meeting with a most favorable reception and has already won a place from which it will be difficult to dislodge it. The better grades of domestic lump from the Illinois and Indiana fields are also well received and are now a considerable factor in the domestic trade at that point.

J. H. Zeller, Pioneer Block, Operator Is Dead.

J. H. Zeller, father of W. H. Zeller, of Zeller, McClellan & Co., Brazil, Ind., died at his home in that city last Saturday at an advanced age. Mr. Zeller was one of the pioneer operators in the Brazil block district, and was connected with the industry up to a number of years ago. He was also a leading banker and was identified with one of the Chicago banks for many years, having terminated his connection with it about four years ago. He was well known among the older citizens of Indiana and Chicago, and his death will cause genuine regret. The immediate relatives and intimate friends of the deceased have received many messages of sorrow and regret in which THE BLACK DIAMOND wishes to join.

The Ottumwa Iron Works of Ottumwa, Iowa, reports the following sales of hoisting engines recently: Double drum hauling engine, Crescent Coal Co., Lakota, Ia.; double drum hauling engine, Marcelline Fuel Co., Marcelline, Ia.; double drum hauling engine, Star Coal Co., Wapello county, Ia.; 18x32-inch hoisting engine, Kali-Inla Coal Co., Gowen, I. T.; 20x36-inch hoisting engine, Bolen-Darnall Coal Co., Hartford, Ark.; 20x36-inch hoisting engine, Winkle Coal Co., Craig, Ill.; 14x24-inch hoisting engine, Scandinavian Coal Co., Plano, Ia.; 20-foot fan and engine, Winkle Coal Co., Craig, Ill.; 16-foot fan and engine, C. M. & St. P. R. R., Mines, Ill.; hoisting engine and one fan and engine, Winters Coal Co., Peoria, Ill.; 10-foot fan, Banner Coal Co., Columbia, Mo.; 10-foot fan and engine, Landreth & Son, Marcelline, Mo.; 14-foot fan and engine, Independence Min. Co., Phelan, Tex.; two 14-foot fans and engines, Great Northern Fuel Co., Novinger, Mo.; 12-foot fan and engine, Bowen Coal Co., Windsor, Mo.

Analysis of Freight Tonnage.

Written by B. F. Sipp, Chicago.

The density of traffic is in groups one, two and three, territory north of the Ohio and Potomac rivers, and east of Illinois and Lake Michigan, comprising the states of Maine, New Hampshire, Vermont, Massachusetts, Connecticut, Rhode Island, New York, Pennsylvania, New Jersey, Delaware, Maryland, Ohio, Indiana and Michigan—fourteen in all. In three commodities these states fall behind groups six, seven, eight, nine and ten, territory west of Lake Michigan, Indiana and lower Mississippi river, namely, products of agriculture, animals and forest. The great item of tonnage in group one, two and three is "Products of Mines." That was 184,938,205 tons, which was 45,831,074 tons more than all other commodities combined. The products of manufactures were 33,195,639 tons more than all other portions of the United States. The products of merchandise was over 3,000,000 tons more. In grain and forest products the west and southwest excel. An indication of divergence in the conditions under which freight traffic is carried on is marked by the following statistics: In group two, comprising New York, Pennsylvania, New Jersey, Delaware and Maryland, the number of tons of freight carried one mile per mile of line is 1,910,707; the average number of tons per train mile is 378.36, and the average haul per ton is 111.82 miles. In group seven, on the other hand, the number of tons of freight carried one mile is 428,847; the average number of tons per train mile is 263.08, and the average haul per ton is 229.48 miles. In groups one, two and three it means that on 91,389.45 miles of single and double track, with 25,238.56 miles of siding, there were hauled 324,045,476 tons of freight, as against 257,786,965 tons on 182,805.91 miles single and double track and 32,982.37 miles of siding, or for the former 67,658,511 more tons than the latter. What is the lesson learned from these figures? It is that the facilities, double track mileage and sidings in groups one, two and three are superior to all the balance of the country. It clearly indicates, further, that the building of the single track line in the balance of the country has been more rapid than the growth of the population and needlessly extravagant.

Very nearly one-half of the yard and siding mileage is in groups one, two and three. It would seem if there had been less attention paid to the expansion of new main track line, outside of the groups mentioned, and more attention paid to enlarging the facilities by making adequate yards and terminal tracks, as well as double track, in these groups it would have been better.

After a while the need of the present mileage will be apparent, but in the meantime how much money is needlessly tied up in unprofitable extension of main line mileage? It must necessarily be operated so close that the maintenance of the property will have suffered, and when the time comes for renewals the cost will be nearly as much as to have waited and built cautiously and thoroughly permanent lines. The investors in Wall street should call for the most careful and competent expert to examine into the very minute details before placing money at the disposal of promoters of new railway enterprises. The eyes of many such promoters are bigger than their stomachs. There has been too much building and extension of railway lines that the prospective business did not justify and it is time to call a halt.



Coal Output for 1903 in the United States.

WASHINGTON, D. C., August 4.—(Special Correspondence.)—Returns made to the United States Geological Survey show that the United States has again exceeded all previous records in the production of coal. The forthcoming report on the country's coal production, which E. W. Parker, statistician, will soon make, will show that the total output of the coal mines of this country in 1903 amounted to 359,421,311 short tons. This is an increase of 57,830,872 short tons, or nineteen per cent over the production of 1902, which amounted to 301,590,439 tons. The production of 1903 was nearly double that of 1893, and more than three times the output of 1883. The increase of production in 1903 over 1902 was equal to the total production of all kinds of coal in 1878, only twenty-five years ago.

Large and significant as was the increase in the amount of coal produced, the increase in the value of the product was still more noticeable. The value of the coal product at the mines in 1903 amounted to \$506,190,733, which, compared with the value of the output in 1902 (\$367,032,069) shows an increase of \$139,158,664, or nearly thirty-eight per cent. The percentage of increase in value was almost exactly double that of the increase in production—a significant fact which social scientists may interpret as they please.

Of the total production in 1903, 74,313,919 short tons (66,351,713 long tons) represent Pennsylvania anthracite, valued at \$152,036,448. This is in contrast to the production of 1902, when the output was curtailed by the prolonged strike in the anthracite regions and reached only 41,373,596 short tons (36,940,710 long tons), valued at \$76,173,586. The increase in anthracite production in 1903 over the production of the previous year was 32,940,324 short tons (29,411,003 long tons), or nearly eighty per cent in quantity, and \$75,862,862, or nearly 100 per cent in value. The production of bituminous coal (which includes lignite, or brown coal, semi-anthracite, semi-bituminous and cannel coal and scattering lots of anthracite) amounted to 285,107,392 short tons, valued at \$354,154,285, which, as compared with 1902, when the production was 260,216,844 short tons, valued at \$290,858,483, shows an increase of 24,890,548 short tons, or a little over nine per cent in quantity, and of \$63,295,802, or a little less than twenty-two per cent in value.

Average Price of a Ton of Bituminous Coal.

From this it appears that fifty-seven per cent of the total increase in production, and fifty-four per cent of the increase in value was due to the return of normal conditions in the anthracite fields of Pennsylvania. The average price for a ton of bituminous coal, which is obtained by dividing the

total value by the total product, was \$1.24 for a short ton in 1903 and \$1.12 in 1902. The average price of a ton of anthracite coal was \$2.05 in 1903, as against \$1.84 in 1902.

Coal Production of the United States in 1903 by States.

State.	Total product.	Total value.
Alabama	11,832,124	\$14,374,746
Arkansas	2,293,593	3,372,536
California and Alaska	105,620	306,118
Colorado	7,639,268	9,109,810
Georgia and North Carolina	434,260	546,759
Idaho	4,250	13,250
Illinois	37,206,667	43,559,691
Indiana	10,905,842	13,367,859
Indian Territory	3,517,388	6,386,463
Iowa	6,852,686	11,304,638
Kansas	5,867,208	8,930,271
Kentucky	7,431,016	7,877,332
Maryland	4,783,083	7,084,453
Michigan	1,410,909	2,787,742
Missouri	4,303,332	6,913,444
Montana	1,505,576	2,472,823
New Mexico	1,543,466	2,105,685
North Dakota	301,105	456,315
Ohio	25,004,893	32,195,275
Oregon	91,144	221,031
Pennsylvania	103,271,057	121,832,539
Tennessee	4,797,346	5,978,555
Texas	926,759	1,505,383
Utah	1,681,409	2,026,038
Virginia	3,511,307	3,365,149
Washington	3,196,273	5,384,939
West Virginia	30,250,408	34,758,490
Wyoming	4,709,393	5,916,951
Total bituminous	285,107,392	354,154,285
Pennsylvania anthracite	74,313,919	152,036,448
Grand total	359,421,311	\$506,190,733

Of the thirty states and territories which contributed to the output in 1903, increased production over 1902 was shown in all but four. Two of those in which the production decreased were among the eastern states, Maryland and Georgia, and two were in the Rocky Mountain region of Colorado and Montana. The greatest decrease was shown by Maryland and was probably due to the largely increased output of Pennsylvania anthracite. Colorado's production fell off only 32,000 tons, notwithstanding the fact that mining operations were seriously affected by labor troubles. There was only one state, Georgia, in which the value of the production was less than in 1902.

Next to the increase in the output of Pennsylvania anthracite the most important gains were shown by West Virginia, 5,679,582 short tons; Pennsylvania bituminous, 4,696,690 tons; and Illinois, 4,267,294 tons. The increases and decreases by states are shown in the following table:

Increase of Coal Production in 1903 over 1902.

State—	Tonnage Increase.	Increase in value.
Alabama	1,477,554	\$1,955,080
Arkansas	349,661	833,322
California and Alaska	18,424	32,720
Colorado	32,075*	711,998
Georgia and North Carolina	2,823*	76,759*
Idaho	2,220	8,070
Illinois	4,267,294	9,613,781
Indiana	1,458,419	2,968,199
Indian Territory	696,722	2,121,357
Iowa	947,920	2,644,351
Kansas	601,143	2,067,484
Kentucky	664,032	1,210,365
Maryland	488,516*	1,504,584
Michigan	446,191	1,134,550
Missouri	413,178	1,538,802
Montana	55,247*	29,376
New Mexico	494,703	605,456
North Dakota	74,594	130,348
Ohio	1,484,999	5,241,486
Oregon	25,496	60,956
Pennsylvania	4,696,690	15,800,079
Tennessee	414,378	578,834
Texas	24,847	28,138
Utah	106,888	228,584
Virginia	328,314	821,554
Washington	515,059	812,644
West Virginia	5,679,582	10,009,832
Wyoming	279,902	680,612
Total bituminous	24,890,548	63,295,802
Pennsylvania anthracite	32,940,324	75,862,862
Grand total	57,830,872	\$139,158,664

*Decrease.



Collieries of the Delaware & Hudson in the vicinity of Wilkesbarre, Pa., which have been idle for several weeks are expected to resume operations next Monday. A lack of cars, the general dullness and necessary repairs were the causes for the long idleness.

The Labor Controversy in the Anthracite Region.

Interest has been felt in the coal trade everywhere this week in the reports emanating from the anthracite region of possible trouble which might result in a strike. Some of the newspaper reports which have come from the miners have led to the inference that the controversy might assume an acute phase, resulting in strikes at some of the collieries. This feeling is not shared by the anthracite operating companies, and developments toward the latter part of the week indicated that the crisis had been safely passed. The trouble is over the adoption of the check-off system and the employment of check weighmen and check-docking bosses. The union miners have asked for the wholesale adoption of the check-off system, whether or not all of the miners employed at the different collieries want it. The operating companies have maintained all along they would agree to the adoption of the check-off system where a majority of the miners wanted it, the wages of the weighmen and docking boss to be paid by such miners as petitioned for it, the miners to make an assignment of wages covering the assessments to pay the necessary expenses. The operators have refused to collect assessments from such miners as did not petition for the system or did not assign their wages for paying the expenses, and in this position have both the moral and legal right on their side.

The miners in one of the districts met in convention the early part of the week to consider the situation, and first reports were to the effect that unless their demands were acceded to they would go on strike, involving something like 80,000 miners, more or less, in the trouble. Thursday some of the strain of the approaching crisis was removed by the announcement that a meeting of the anthracite conciliation board would be held on Friday to take up the matter and furnish a solution to a perplexing problem. This meeting was held too late in the week to give its results in this issue of THE BLACK DIAMOND, but it is believed that the questions at issue will be adjusted satisfactorily to all concerned. It is probable the questions involved would not have arisen except for two things. Umpire Wright was called upon to settle a grievance and departed from the question at issue to express himself gratuitously on this subject, which, it is maintained by the operators, was not properly one for him to take into account, it having already been settled. The miners, finding that a strike in a campaign year always results in political complexities, which have a tendency to aid them, have been more inclined than they otherwise would have been to press the issue.

Statement Issued by Anthracite Operator.

S. D. Warriner, a member of the conciliation board representing the anthracite operators and general manager of the Lehigh Valley Coal Co., has issued a statement giving in detail the position of the operators in the present controversy. His statement is as follows:

"The newspapers and public are evidently under the impression that the operators, in their present contention before the board of conciliation, are trying to evade one of the provisions of the award of the anthracite coal strike commission, and are refusing to obey a ruling of the umpire appointed under said award. It therefore seems advisable that the facts in the case should be set before the public.

"The history of the check-weighmen controversy is as follows:

"On July 9, 1903, the board of conciliation considered grievance No. 4 of the employees of Coxe Bros. & Co., Inc., which had previously been presented, and, after careful consideration, unanimously passed the following resolution:

"Whereas, There has arisen the question as to the proper interpretation of section five of the commission's award on check weighmen and check-docking bosses, it is therefore

"Resolved, By the board of conciliation, that when a committee of the contract miners at a colliery petition their employer for a check-docking boss and elect such person, such person shall be accepted by the employer as the check-docking boss of the contract miners, and that the wages of such person so elected by the majority of the miners shall be paid by the miners requesting such appointments.

"If it is desired that the employer deduct from the earnings of the men the wages of such person, the employer will make the deduction from the earning of such miners as make a legal assignment. Upon request from the miners, the employer will furnish a satisfactory form of assignment, properly protecting employer and employee."

"This resolution has never been repealed, nor has the board of conciliation received any grievance from the employers or employees that its provisions, since its passage were not mutually satisfactory.

"Recently, however, the employees of No. 6 colliery of the Pennsylvania Coal Co. presented grievance No. 106, which arose out of the failure of the company to agree to their request for the collection of a fund by the company, out of which the wages of a check weighman should be paid. The request was couched in the following language:

"That there will be collected from each miner agreeing to this proposition one-quarter of a cent per ton on all coal credited to him each month. That the total amount of collections be paid over to a committee selected by said miners, one of whom shall be a bonded treasurer, together with an itemized statement from the company, showing the number of tons mined and the total amount deducted from each number in the colliery. Said committee shall sign and turn over to the company a receipt for all moneys so received. The committee shall present to the company credentials, properly signed by the president and secretary of the meeting electing them, before any moneys shall be paid over to them."

Position Taken by the Pennsylvania Coal Co.

"The Pennsylvania Coal Co. declined to accept this proposition, their answer being that they were willing to deduct from the earnings of the men who requested it the exact wages of the check weighman, but were unwilling to collect a fund to be paid over to and held by a committee. The board of

conciliation failed to agree on this case, and the 'grievance,' together with four others, was referred to an umpire for his decision.

"During the hearing before the umpire T. D. Nichols, representing the miners of District No. 1, asked the umpire to deliver a decision in regard to their action in regard to the entire subject of check weighmen, especially the question of assignment, for the reason that he personally had become convinced that the board of conciliation had made a mistake in the resolution they had prepared on July 9, 1903, and he now thought that all miners should be compelled to contribute to the support of a check weighman whether or not they desired to do so.

"The minutes of the hearing before the umpire clearly show that the representatives of the operators on the board of conciliation explained to the umpire that the question submitted by Mr. Nicholls was not contained in the grievance submitted by the employees of the Pennsylvania Coal Co.; that it was a matter which had already been settled by the board of conciliation, and, therefore, not before the umpire.

"The umpire, in the case of grievance No. 106, did not sustain the contention of the men, but, in addition to his formal finding, took occasion to set forth his views concerning the question asked by Mr. Nichols, and in doing so exceeded the authority vested in him by virtue of the award of the anthracite coal strike commission. It is pertinent to consider in this connection the language of the anthracite coal strike commission in providing for the appointment of an umpire and the limits of authority vested in him. It reads as follows:

"If, however, the said board of conciliation is unable to decide any question submitted or point related thereto, that question or point shall be referred to an umpire, to be appointed at the request of said board by one of the circuit judges of the Third Judicial Circuit of the United States, whose decision shall be final and binding in the premises."

Board of Conciliation Had Already Decided Question.

"It should be plain, therefore, that inasmuch as the board of conciliation, the permanent and final court established under the award of the anthracite coal strike commission, had already unanimously decided the question at issue, Mr. Wright's opinion on a question not submitted to him can not be accepted as a decision of an umpire.

"It should be clearly understood that the operators do not object to check weighmen. In fact, many of them are in favor of the system. They are, furthermore, fully prepared to abide by the award of the anthracite coal strike commission in every respect, and to carry out any judicial decision of the board of conciliation or the findings of an umpire in any case properly submitted to him for decision.

"The operators, however, do not believe that it was contemplated by the anthracite coal strike commission that they should discharge such of their employees as do not desire to join with the majority of their fellows in the request for the appointment of the check weighman. The miners themselves would strenuously oppose such a doctrine if applied against their wishes. The Massachusetts courts have already decreed that such practice constitutes a conspiracy punishable by law, and the anthracite coal strike commission has set forth its views concerning such discrimination in no uncertain terms, as follows:

"Our language is the language of a free people, and fails to furnish any form of speech by which the right of a citizen to work when he pleases, for whom he pleases and on what terms he pleases can be successfully denied. The common sense of our people, as well as the common law, forbid that this right should be assailed with impunity."



Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York: There is little change in the freight situation, but we would quote rates to Cuban, West Indian and Mexican ports as a trifle firmer, owing to the dearth of homeward business. There have been a few boats chartered for above trades recently at or about rates recently quoted, but the only charter worthy of comment is the fixture of Alabama at an average of \$1.85 on 1,500 tons of coal, Norfolk to Kingston, balance of cargo to a Cuban port for her own account.

There are no orders in this market at the moment for South American or far east ports, and owing to the scarcity of tonnage for Mediterranean coal, no fixtures have been completed in this direction recently.

We would quote freight rates by steamer as follows: \$1.25@1.30 to Havana or Matanzas; \$1.75@1.80 to Cardenas or Sagua; \$1.50 to Cienfuegos; \$1.35 to Port of Spain, Trinidad; \$1.50@1.55 to St. Lucia; \$1.45 @1.50 to St. Thomas; \$1.50 to Barbados; \$1.35 to Kingston; \$1.25@1.30 and port charges to Curacao; \$1.90 to Demerara; \$1.75 to Bermuda; \$1.40@1.45 to Tampico; \$1.40@1.45 to Vera Cruz; 8s@8s 6d to a direct port in the Mediterranean not east of the west coast of Italy, Spain excluded; \$5.00@5.25 to Manila.



Harry B. Robinson, one of the oldest retailers of coal in Chicago, died very suddenly at his home at 384 Greenwood avenue, Blue Island, last Monday. Mr. Robinson had been in business at that point for over twenty-five years. He was sixty-three years of age and left a widow. The funeral was held Thursday afternoon from the late residence. Interment was at Mount Greenwood cemetery. Mr. Robinson was well and favorably known by all Chicago coal men who had business relations with him, and his death has caused a great shock to his numerous friends in the trade.

Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, August 4.

Anthracite coal conditions in the tidewater trade and points local thereto are now very quiet. A few rush orders came into the market last week for shipment at the July quotations, and in most cases the requirements were filled, though nobody looks for any change from the prevailing dullness for at least a month or six weeks, unless the latter part of August should develop some orders in anticipation of the maintenance of the full circular after September first. The feature of the week has been the closing down of most of the collieries, from the first to the eighth instant. In a few cases, where work has not been entirely stopped, the output will be curtailed by shutting down a day or two at a time later on as needed and by the temporary suspension of the less profitable breakers for a longer period. With the season's needs amply provided for, and anticipating no improved demand, until the advent of cooler weather, the operators also find this an opportune time to make the necessary repairs to machinery and such improvements as are likely to be needed following a year of steady production. While the accumulation of domestic sizes in first hands is not large, and is considerably less than a year ago, it is the desire of the companies to keep the tonnage well within the requirements this year to insure a healthy tone and to avoid crowding of the steam sizes, which otherwise would occur. The reduction in the discount from the circular on the prepared sizes was ten cents per ton on August first, this being the last discount to become effective. In September the full circular will again be in force. In other words the discount this month is only ten cents per ton as compared with fifty cents in April. Shipments last week were generally large, in order to get forward enough coal to supply on contracts during the present week where these interests have limited storage facilities and are dependent upon regular shipments.

Enough Coal to Keep the Trade Moving.

Enough coal is also thought to be at tide, or on the way there, to keep the vessels moving, and where any shortage may occur coal is likely to be picked up from storage piles, if necessary, though this is not desirable as the stocks now on hand are wanted for winter use. The demand from New England territory has abated somewhat, and while considerably more coal will be needed to carry it over winter, little buying can be looked for until actual consumption sets in. Local trade is very quiet. About the only business doing is on those sizes used for steam purposes and the demand has little snap to it. At retail prices were advanced ten cents per ton on August first, making the present figures \$6.15. Nobody is influenced by prices in these times and lethargy prevails among the consuming interests. The steam sizes are quite heavy and shippers are watching with some apprehension their possible increase as there is but little demand for them at this time.

Atlantic Seaboard Bituminous Trade is Unchanged.

The Atlantic seaboard soft coal trade seems to be unchanged. Business is slightly better than it was a few weeks ago and some producers say a larger tonnage is moving off, especially in some directions. In a week or two from now, the fall demand in its natural sequence should be felt, which if normal in its developments, must help things some. Coastwise ocean freights have fallen off slightly and this has induced a few orders for shippers, some to be shipped at current quotations and others with limitations of freight on them. During the week there was a meeting in Boston of the Coastwise Carriers' Association and while the results are not officially known it appears that the situation presenting itself must have been such as to suggest, if not to require, the calling off in a measure, of some of the restrictions in loading and discharging, if not in rates on freight, hitherto charged by members of that association. In this respect one vessel of the Palmer fleet is brought to attention, which has been lying idle in the Delaware and Chesapeake bays for months without business. A charter could not be made according to the agreement. This case has been a standing joke in the trade. It is a question and quite a serious one in some quarters, whether the railroads will not for the coming season endeavor to equalize the freights to the various shipping ports, to prevent any unfair competition in the tidewater markets. The question of demurrage on cars at tide has been considered recently by the railroads, but no definite action has been taken by them. From this it is inferred there has been no general detention of cars that would call for such action. Demurrage of cars all-rail is not being enforced to the extent it was when the cars were in poorer supply and it is expected that the railroads will handle all the car demurrage questions, in the most liberal manner possible. Though it can well be seen where a few shippers could bring the whole trade in disrepute with the railroads on this question.

Eastern Blockade at Discharging Ports is Relieved.

Trade in the far east is duller than it was. Some of the ports, however, that were reported blockaded with coal waiting to be discharged are now in better condition and it is thought with this relief some additional orders may be forthcoming. The special coals are the most active and are being called for up to the supply. Along the sound, trade is moving along comparatively easy, showing a fair demand and taking a moderate supply of coal. New York harbor continues dull. There are some reports of a slightly better tone in this territory, more particularly on the better grades. All-rail business is showing signs of improvement. Producers in some cases say that they are receiving orders from people, who have been switching about in the market where they could purchase at reduced figures, and it is learned also that producers are holding out for minimum figures where heretofore they have cut prices five to ten cents to secure the business.

Transportation from the mines to tide is good, and car supply is up to all demands, with railroads allowing cars to go off their main lines to foreign roads. In the coastwise vessel market rates are quoted lower and weak, though it is thought present figures are about at the bottom. We quote current rates of freight from Philadelphia as follows: Boston, Salem Portland and Portsmouth, 75c; Lynn, Newburyport, Gardiner and Bangor 85c; sound ports, 60c; Saco, 90c and towage. The further lower ports are five to ten cents above these rates, and New York quotes 55@60c around the cape.



Buffalo and the Lakes Trade.

BUFFALO, N. Y., August 4.—(*Special Correspondence.*)—There is a noticeable better feeling among the bituminous sales agents at this distributing point this week, and they are greeting their friends more heartily than they have for some time past. All this is due to an improvement in the bituminous market and, on some grades, an improvement in prices. A better market for slack is also causing them to take a more hopeful view of the situation. The anthracite trade is marked by continued dullness, the lake trade is the only feature that shows signs of life, but even it is not as active as could be wished for.

The strongest proof of the condition of the lake coal trade is shown by the figures of the shipments of coal from this port for the month of July, which has just closed. The shipments of anthracite for that month amounted to 351,801 tons, as compared with 423,983 tons in the same month in 1903. Up to the close of July, this season, 944,653 tons of anthracite had been sent up the lakes from Buffalo; up to August first, 1903, there were 1,324,241 tons of coal sent from here. This is a shortage of almost 400,000 tons behind last season. Of course, this is largely due to the strike of the masters and pilots on the lakes, which kept the boats from starting out until the middle of June. But on account of the severe winter, it was thought that the remainder of the season would see brisk coal shipping. June started out by running over 200,000 tons ahead of June, 1903, but that has been shown to have been due to the coal that was loaded early in the spring and could not be moved until June. It is not probable that August and September of this year will run ahead of a year ago, as those months were the banner months of coal shipping from Buffalo in 1903. It therefore seems improbable that this season's coal shipments will equal those of last year.

How Anthracite Shipments Were Distributed.

The coal shipments from this port for July were distributed as follows:

	Tons.		Tons.
Chicago	131,450	Waukegan	1,770
Milwaukee	64,900	Toledo	1,600
Superior	40,400	Marinette	11,586
Duluth	30,700	Hancock	1,050
Fort William	29,600	Soo	1,000
Sheboygan	16,200	Manitowoc	900
Racine	7,545	Port Huron	750
Gladstone	6,000	Windsor	600
Marquette	3,200	Kelly's Island	600
Green Bay	2,650	St. Ignace	600
Kenosha	2,200	Menominee	550
Escanaba	2,100	Byng Inlet	200
Bay City	1,850		
Port Arthur	1,800	Total	351,801

Both line and retail orders continue to be small in number, those branches of the trade being exceedingly dull. Most of the jobbers have decided that they may as well take vacations now, as the greater part of their customers are doing so. It is the general view that no great improvement can be expected until the close of the vacation season. People outside of Buffalo are as they are here, and are not buying coal now. There is not enough difference in the price at present and later to induce them to buy. They are going to wait until they need the coal.

In regard to the conditions of the northwest, and more particularly at the lake ports on the upper lakes, W. T. Roberts, western sales agent of Williams & Peters, who has just returned from a visit to those points, says that the trouble is in the slow movement of coal from the docks. The orders, he found, are coming in slowly and consequently stocks are accumulating on the docks. When the burning season begins there is expected to be a rush; then the general lake trade will pick up.

Bituminous Outlook is Considerably Improved.

Bituminous sales agents in general are feeling much more hopeful over the condition of the market this week than for some time past. There is certainly more inquiry for coal and more sales are reported. Prices have stiffened up some too, making an advance for some shippers, who have been selling at low prices. The average price for Pittsburg mine run is ninety-five cents at the mines, and three-quarter coal is bringing ten cents more. Prices have at times been as low as eighty cents for mine run, so that at present they are advancing. The present quotations are expected to be maintained, as improvement in the conditions is anticipated. It is drawing nearer winter, when the demand is bound to be good.

One of the features which has helped the local bituminous situation was a little trouble in getting cars at the mines. According to reports from that section, some of the iron and steel mills are starting up and are demanding more cars. For that reason there have not been as many cars for the coal

shippers. This car shortage has had a beneficial effect on this market, one company reporting that it has not gotten all the coal it could use. All the companies report that the amount of coal in this market at the present time is not as large as normal.

Slack is in Better Shape.

One of the features of the bituminous market is the advance in the price of slack. It was reported last week as being offered at between ten and fifteen cents per ton. It is now strong at forty cents per ton. This is not due, however, to a better demand or to a shortage in the supply, but is owing to the policy of stocking, which now seems to have been adopted quite generally by the mining companies. They prefer to stock rather than to sacrifice it.

A new epoch in the history of the local Philadelphia & Reading docks was reached on last Saturday by the loading of the propellor James Gayley with 7,000 tons of coal, which is the largest boat ever loaded at those docks. This is due to the large expenditure of money made in order to obtain the depth of water required by the modern freighter on the lakes. Prior to the beginning of the work, only medium-sized boats could be handled to advantage, but now the most modern vessels can be loaded. The improvements have consisted in the deepening of the channels around the docks and the cutting off of 200 feet of the old jetty protection pier on the north side, so that there is ample room for vessels of the largest class to enter and leave the slips on either side. Both economy of time and economy of expense result from the new work, in getting to the docks without tugs, in loading larger boats, etc. It would not be surprising if by means of these improvements the Reading should increase its shipments by lake.

Henry E. Smith, who has been in charge of the new office opened here several months ago by Irish Brothers, has resigned. He has not announced his plans for the future. No successor has yet been appointed.

Among the visitors in the city the past week were J. P. Cumminsky, of Detroit, general manager of the Ohio & Michigan Coal Co., and Clifford Ayres, of Cleveland.

The big propellor James H. Reed, loaded with coal from Lorain to Chicago, went aground at Bar Point, at the mouth of the Detroit river, last Saturday, and five of her compartments filled with water. She was released the following day, after 1,300 tons of her cargo had been lightered. The portion lightered will be sold at Detroit.



Movement of Coal in United States for Six Months.

WASHINGTON, D. C., August 4.—(*Special Correspondence.*)—The end of the first half of the current year affords opportunity for comparing commercial operations in domestic trade with those of 1903. Reports made to the department of commerce and labor through its bureau of statistics by commercial organizations in various parts of the country furnish data of value in gauging the volume of business in representative sections and centers of the country.

Coastwise shipments of coal from New York, Philadelphia, Baltimore, Norfolk and Newport News during the month of June fell somewhat short of the corresponding tonnage for May. The general total was 2,906,809 tons, of which 1,634,087 tons were bituminous and 1,272,722 tons anthracite. For the six months ending with June, 16,408,254 tons were carried, of which 8,769,455 tons were bituminous and 7,638,799 tons anthracite. During the six months ending with June, 2,506,368 tons of coal were received at Boston, chiefly from coastwise sources, compared with 3,056,972 tons in the preceding year. Of the former total 1,055,771 tons were anthracite and 1,450,597 tons bituminous.

Anthracite coal shipments during June reached the highest monthly figure of the year, 5,728,795 tons being reported. The total for six months was 29,257,207 tons, being somewhat less than that of 1903, which was 31,884,952 tons. The Norfolk & Western railway, during six months, shipped 5,278,415 tons, compared with 4,859,445 tons last year.

The Chesapeake & Ohio railway to May thirty-first reported 2,938,906 tons, in comparison with 2,558,618 tons in 1903. These figures include both coal and coke. For the same period the Baltimore & Ohio railroad handled 8,947,927 tons, as against 9,308,671 tons in 1903. The decrease in this case is due almost entirely to the lack of demand for coke.

Shipments of coke from the Connellsville region have thus far not equaled the tonnage of last year. The first twenty-six weeks of this year 256,790 cars were shipped, averaging 9,877 cars per week. Last year the average was 10,971 cars, and 11,297 cars for the preceding year.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., August 5.—(*Special Correspondence.*)—In accordance with the monthly schedule, effective from April first, prices on prepared coal are only ten cents below the circular figures on all coal shipped during the month of August. This makes the price for August delivery, f. o. b. cars at the mines, on free and hard white ash coals \$3.40 for broken and \$3.65 for egg, stove and nut. Trade generally is much quieter than it was last month, and the orders that were cancelled at the July figures by non-shipment are not, as a rule, being placed for delivery at the advanced price this month. The market at present is fairly well provided for with coal, and in the absence of consumption for domestic purposes about the only business available is in the steam trade and for special lines of manufacture. The reduction at the mines, however, is keeping the market strong, and no amount of coal has as yet accumulated. Indeed, on some of the special grades more coal could be used than is arriving. A fair proportion of tonnage is still going to the east, and enough business is still in sight in that territory to keep the vessel service employed for some time to come. The city trade is slack, both at wholesale and retail, and is not likely to show any improvement while the warm weather lasts. Line busi-

ness proper continues to send in a fair number of orders, and while not large is one of the factors in helping to move the coal at this time. The steam sizes are still the weak spot in the market and are giving shippers most concern. The more rigid curtailment of the product at the mines this month—most of the collieries being closed down all this week—will no doubt somewhat relieve the situation.

A Few More Orders For Bituminous Coal.

Soft coal conditions are unchanged, except in a few instances where producers report a few more orders. The market, too, seems a trifle stronger, probably made so more on account of the fact that fall buying is now practically at hand and more business is expected when it develops rather than from any improvements in the trade thus far. In some directions there is a tendency toward improvement, but the dullness and low prices which continue at other points are preventing this from materializing as fully as it otherwise, no doubt, would. With a better movement of coal coastwise to the east, relieving tidewater shipping ports, the situation would be greatly relieved. This may in a measure be now accomplished, providing that buyers at water points appreciate that ocean freights are at a minimum for the season, and the fact, too, of the Virginia Cape coals having been advanced to \$2.40 per ton f. o. b. those ports, to be maintained by agreement, which will permit the Pennsylvania coals to compete in the east. Prices show no change, speculatively, though producers are less inclined to cut to the low figures of a few weeks ago.

Transportation on coal is good and cars are in ample supply. In the vessel market rates are weak and lower. Quotations to Boston, Salem, Portland and Portsmouth are 75c; Sound ports, 60c; Lynn, Newburyport, Gardiner and Bangor, 85c.



Boston and the New England States.

BOSTON, MASS., August 5.—(*Special Correspondence.*)—Anthracite coal throughout the New England market is still in fair demand, and this is comparatively the most active of any of the consuming territory at this time. While the requirements are less urgent than they were several weeks ago, this business is of sufficient volume to make the market better than normal conditions which prevail at this season of the year. By reason of the reduced production at the mines receipts of coal in this locality have been slightly less, but they are ample to supply all needs. The fact that the tonnage shipped to this market during the season has all been distributed into hands where it is now being disposed of to consumers is a feature that is keeping the market firm and will improve the demand later on. Most of the tonnage continues to come by the water route, owing to a plentiful supply of vessels and the prevailing low freight rates. Cars for all-rail delivery are somewhat curtailed. The collieries in the lower anthracite region have suspended operations entirely for the current week and many in the upper regions are also idle in anticipation of the restricted demand which is usual during the next six weeks. Business at retail is only moderate. Enough orders are available to keep the trade employed, but in some instances more coal could be delivered if there was need for it. Consumers have not shown the anxiety to put in as large supplies this year as they did last, and in most cases orders are coming in a little later. Householders have no fear but that they can secure all the coal they want when actual consumption commences.

Market on Bituminous Coal Is Unsatisfactory.

The bituminous market continues unsatisfactory, in that it remains quiet, and prices are at an unknown figure, making everybody unhappy owing to their inability to figure out the situation. The result of the meetings held by the New River and Pocahontas operators during the week may, however, have some good effect, and in this event the market here would be the most benefited. The chief subject of discussion at the conference was that of prices and the best methods to be adopted for their maintenance. The figures agreed upon, as being the most likely to be upheld under present conditions, were made at \$2.40 f. o. b. Norfolk and Newport News to consumers direct, allowing commission houses ten cents a ton off this price. If this augurs in favor of more stable prices it is thought it will induce some orders shortly, especially as other conditions surrounding the trade, and more particularly the low ocean freights, are most favorable to getting in coal. Prices up to this time have not changed from the extremely low figures recently quoted, but a little more coal is going forward, especially on contracts. Along the Sound there is more inquiry and some new business is developing, mostly for urgent shipment. In the vessel market rates are lower and weak. New York quotes to around the Cape 53@60c. Philadelphia rates to Boston are 75c and the further lower parts 80@85c.



Pennsylvania Coal and Coke Shipments.

Coal and coke originated on the Pennsylvania railroad east of Pittsburg and Erie, for the week ending July twenty-third, 1904, as follows:

	Week ending July 23. 1904.	Year to July 23. 1904.	Year to July 25. 1903.
Short tons—			
Anthracite coal	99,162	2,494,806	2,592,519
Bituminous coal	533,643	14,851,469	15,455,022
Coke	151,856	4,708,523	5,611,398
Total	784,666	22,054,798	23,658,939



Daniel F. Connor, sales agent for Whitney & Kemmerer, returned on Tuesday of this week from a business trip to the company's mines in Pennsylvania, after an absence of a week.

Eastern General and Personal Notes.

The Rowland Coal Co., of Princeton, N. J., filed a certificate of dissolution with the treasurer at Trenton during the week.

W. C. Bullitt, member of the firm of Castner, Curran & Bullitt, sailed for Europe last week to enjoy a rest and change of climate. He will remain abroad for four or five weeks.

D. G. Thompson, traffic manager of the Beech Creek Coal & Coke Co., was a visitor over Saturday and Sunday to Philadelphia, attending to some business matters and renewing his social acquaintances there.

J. W. Skeele, general sales agent, the Lehigh Valley Coal Co., returned to his official duties during the week, after an absence of a month, enjoying a vacation. He is looking well and the rest has evidently benefited him.

The American Locomotive Co. is in the market for its annual supply of coal for fuel purposes and is calling for tenders on 225,000 tons to be delivered at its various plants. A large proportion of the tonnage is for screened coal and gas slack.

President George F. Baer, of the Reading, is quoted in an interview, during the week, in regard to the anthracite conditions as follows: "There will be no coal strike. Notwithstanding all the talk and agitation, it is not possible to start one."

The Knight Commander, which was sunk by the Vladivostok squadron recently in Asiatic waters, was fairly well known to American coal shippers, having loaded many cargoes for export at Norfolk, Va., and was as fine a cargo carrier as ever went out of that port.

Mayor Nowrey, of Camden, last week returned to the city council the \$15,750 coal contract awarded to Moody & Sons, of Philadelphia. He declined to approve the contract, because, he said, the same quality of coal was offered at a cheaper price, which would save the city \$1,500. The matter has been referred to the water committee.

W. C. Atwater, of the William C. Atwater Co., New York, returned the first of the week from a trip to the mines in the Pocahontas coal field. Mr. Atwater is now one of the larger individual producers of coal in that region, having greatly increased his holdings and output since he entered the field a few years ago, placing the company in a strong position in the selling market.

The Philadelphia & Reading Coal & Iron Co. has added another barge to its list by launching the Mingo at Noank, Conn., last week. The barge is of 1,500 tons capacity and will be ready for service in about ten days. The company was also notified that the barge Spring, of 3,000 tons capacity, one of the largest in the Reading service, launched several weeks ago, would reach Philadelphia about Saturday.

T. M. Richards, general coal agent, the Philadelphia & Reading Coal & Iron Co., at Philadelphia, is visiting the company's coal plants in New England this week. This company is remodeling its Newburyport plant, putting in modern machinery to increase the facilities and minimize the cost of handling the coal there. It is understood that the other ports where the company has plants will be similarly equipped later on.

Hon. J. G. Vehslage, for many years prominently identified with the retail coal trade at New York city, died recently after an illness of several months at his home, 79 north Moore street. He entered business in 1862 at Fifteenth street and Ninth avenue, and soon became one of the largest dealers on the lower west side. He was also prominent politically, having been a member of the assembly. He also served a term in congress.

Patrick Campbell, paymaster of the Puritan Coal Mining Co. at Portage, Pa., was shot and perhaps fatally wounded on Saturday last by highwaymen near the company's mines at Portage, and his driver, Charles Hays, was instantly killed. The men were on their way to the mines with the pay for the miners, amounting to \$3,000, when they were fired upon from ambush by three men, who, after stealing the money, made for the woods.

Considerable interest is being manifested in the extension into the Pocahontas coal fields of the Piney Creek branch of the Chesapeake & Ohio and the main line of the Deepwater railroad. It is reported that many operators are inquiring with a view to taking leases and that some prospective lessees are in actual negotiation as to terms. It is stated that aside from the valuable coal deposits the timber covering this land is very fine, never having been cut over.

The Washington club, of No. 1 Broadway, New York, has sent out invitations to its members and friends in the coal trade for its third annual outing and clambake, to be held at Glenwood, L. I., Wednesday, August seventeenth. Special transportation will be provided by boat for the occasion. Without doubt a most enjoyable time will be had if the former trips of the club are a criterion. The officers of the club are Elmer A. Keeler, president, and Walter I. Lewis, treasurer.

Arthur H. Colby, New York, sales agent for the Warren & Monks Co., had a pleasant outing last week in company with the New Jersey naval reserves, who are on their annual cruise. Mr. Colby has been a member of the reserves for several years, is at present the official paymaster, and through the organization served in Cuba during the recent war. He met the naval reserves on Thursday last at New Bedford, Conn., where they stopped to take him aboard, and he remained on the cruise until the first of the week.

The numerous friends of Charles Maltby, for many years identified with the firm of the Benedict & Pardee Co. at New Haven, Conn., will much regret to learn of his death, which occurred last week at his home

in New Haven. Mr. Maltby was well and popularly known to every coal man in the New England territory and had greatly endeared himself to all he came in contact with by his jovial and good natured temperament. The trade suffers by his death a severe loss. He was about forty years of age and leaves a widow and children.

Retail prices on the domestic sizes of anthracite coal in New York city were advanced on August first ten cents per ton. This makes the prices to the family trade and other small consuming interests \$6.15 for broken, egg, stove and nut; grocers, coal dealers and trade merchandising the coal, \$5.90. This price also applies to steam trade using coal for running elevators or generating steam for power, such as factories, hotels, large club-houses, large department stores, theaters, hospitals, breweries, office buildings, contractors' plants for excavating and hoisting, etc., except on broken coal, which is \$5.65 to this class of trade.

What is said to be the largest industrial plant near New York city, and the one embracing the latest improvements in productive engineering, is that of the new works at Harrison, N. J., of Henry R. Worthington & Co. The firm has just published a small map showing the location of its old works in South Brooklyn, the offices in Manhattan and the new works at Harrison, N. J., with the intercommunicating lines of transportation. The old works were founded in 1840 and now cover about four and a half acres and employ 2,000 men. The new plant occupies a thirty-four-acre tract, has eighteen acres floor space and will accommodate 6,000 workmen.

The valuable short line known as the Curwensville & Bower railroad, a New York Central connection, is about completed and the handling of coal over the line commenced July eighteenth. This line extends a distance of seventeen miles from Curwensville, Pa., following the west branch of the Susquehanna river, and connects with the old Beech creek route at Curry Run, a mile below. This road was built for the purpose of avoiding the heavy grades on the Beach Creek and to shorten the distance some nine miles, which is of importance in that a large tonnage is shipped from this region and much of the future development in the mines will be made there and in Indiana county.

The Pennsylvania Coal & Coke Co. has shipped a 5,000-ton cargo of coal to the Mexican Central railroad, which is significant in view of the fact that the railroad's fuel supply for the coming year has not yet been provided for. This business was for years supplied from the Atlantic seaboard ports, but two years ago, when comparatively lower prices were made on Alabama coal for shipment from the Gulf ports, they lost this tonnage, which has been going from there since. The lower prices now prevailing on Pennsylvania coal, it is thought, will have some influence, and it is not unlikely that the Pennsylvania Coal & Coke Co. will secure the contract, providing it desires it.

The meeting of the New River and Pocahontas coal operators, held last week at Manhattan Beach hotel, and at an adjourned meeting later at the Waldorf-Astoria, New York, may result in some good to the producing interests in those regions, as also to the general trade. After considerable discussion of the question of naming a fixed price on coal f. o. b. Norfolk and Newport, that should be an advance over current figures, some favored the price of \$2.50. This was so strongly opposed by the others, however, that it was agreed to make the figures \$2.40 to consumers and \$2.30 to middle houses, f. o. b. shipping ports. This is to be a temporary arrangement and effective till September fifteenth, when it is to be placed on a more permanent basis. W. C. Bullitt and General St. Clair were appointed an executive committee and H. S. Fleming was made secretary and depository in the interest of all the operators in those regions.

John Weed, of John Weed & Co., coal merchants at Harrison, Westchester county, N. Y., and one of the best known coal men along the Sound, died suddenly from heart disease on Wednesday afternoon, July twenty-seventh, while riding in one of his wagons delivering coal. No one saw Mr. Weed, who was seventy-eight years old, fall from his seat, and his faithful horse, which he had driven for twenty years, took his body to the office. The hands of his old gold watch, which he prized very highly and which he had said had not stopped in years, pointed to 4:50 o'clock, the time at which the attending physician believes Mr. Weed died. He had been in the coal business for about fifty years, supplying the trade at Harrison, Rye and Milton Point. Mr. Weed was well-to-do. His two nephews were associated in business with him, though he took great delight in getting on one of his wagons and delivering coal as he did in his younger days. He was a widower and his only surviving heirs are three nephews.

W. A. Marshall, of Righter & Marshall, New York, returned last week from a trip to the mines in central Pennsylvania and the consuming territory adjacent to them. He reports that conditions at the mines in the Altoona section are slightly quieter than they were two weeks ago, and a general curtailment continues. Many of the operations are working on half time and the smaller mines, or those that are less profitable, are closed down entirely. This is also true of the Connellsville field, where the production is very small at present, the reduction in tonnage being even more accentuated than in other regions. Mr. Marshall, on behalf of his company, has concluded a deal with the Quemahoning Coal Co. to take the entire coal output of those mines. The mines are located in Somerset county, adjoining the Merchants' Coal Co. property, and have a capacity of 3,500 tons daily. The coal is a high-grade steam product, comparing favorably with the standard coals on the market, and should be a ready seller where a first-class fuel is desired. The addition of this coal to their other standard varieties will materially aid them in increasing their steadily growing business and facilitate shipments to the trade already in hand.

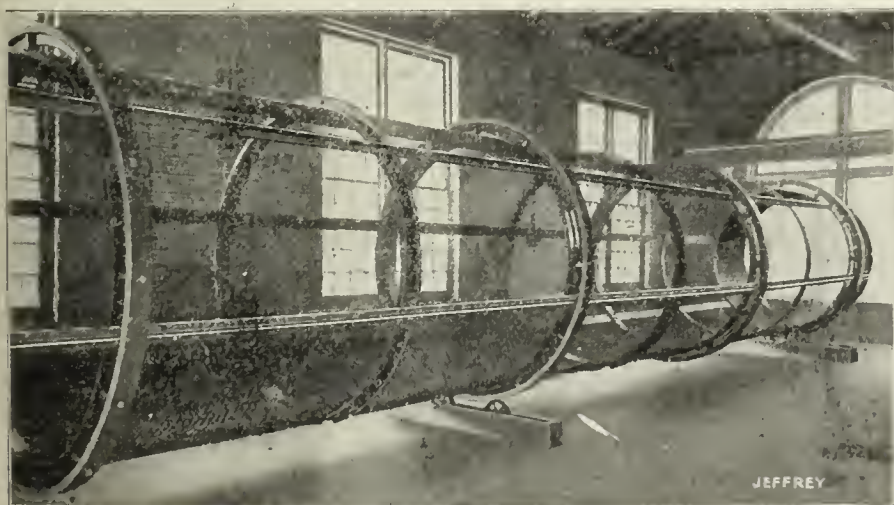
CURRENT NEWS AND COMMENT IN THE
RETAIL COAL TRADE SUGGESTIONS AS TO
ADVANCED BUSINESS METHODS THAT
HAVE BEEN TRIED AND HAVE PROVED
SUCCESSFUL—PERSONAL NOTES OF CHANGES
IN THE TRADE—HINTS CONCERNING
PROPER ADVERTISING. :: :: :: :: :: :: ::

A. W. MORSE."

awarded to all who guessed correctly on the receipts at the gates and then there was a very complete athletic program in which all coal dealers were permitted to participate with appropriate first, second and third prizes for those who were fortunate enough to win places. In addition to the coal dealers many citizens of San Francisco attended the picnic during the afternoon. The prizes ranged from \$3.00 to fifty cents and the picnickers had fun worth double that amount watching the various events. W. H. Campbell Jr., 524 Second street, is secretary of the Retail Association, which is very strong and is doing much for the retail coal dealers of that city.

Immense Screen Built by Jeffrey Manufacturing Co.

The accompanying side and end view illustrations show an extraordinarily large revolving screen built by The Jeffrey Manufacturing Co., of



SIDE VIEW OF SCREEN FOR SCREENING COAL.

Columbus, Ohio. It is seven feet in diameter and fifty-four feet long, mounted on friction rollers. This screen is for separating coal into a num-

ber of sizes and was built especially for one of the large coal companies in Virginia.

As will be seen from the illustration, the screen has no central shaft, but is supported on friction rollers.

When installed at the mine the screen will be supported on heavy friction rollers, carried on shafts extending the full length of the screen. By rotating these shafts the motion is imparted to the screen by the friction rollers on the shafts bearing against the friction rings, which are attached to the outside of the screen.

The coal is fed into the screen by means of a special bucket elevator at the rate of about 250 to 275 tons per hour.



END VIEW OF IMMENSE SCREEN FOR SCREENING COAL.

This type of screen is also suitable and used in a large number of mills for screening shavings in large quantities.

From the size of the above screen, one can form some idea of what The Jeffrey Manufacturing Co. is able to turn out in this line of work.

Coals of Illinois Fully Described.

The University of Illinois Studies No. 7 has just been issued, bearing the title "The Coals of Illinois; Their Composition and Analysis," by S. W. Parr, professor of applied chemistry. This is by far the most comprehensive work so far undertaken on Illinois coals. One hundred and fifty samples fairly representative of the coal-producing area have been studied and the results conveniently arranged in a table for reference. Several unique features are evident. The samples collected between January and June, 1904, were subjected to the same processes carried on by the same persons; the results therefore are more uniform and comparable than any heretofore available. Another striking feature is the introduction here for the first time of a new factor in the proximate analysis of coal, that of "water of composition" as part of the volatile constituent. It is a little startling to see a non-combustible as part of the volatile matter, equaling and often surpassing in amount the sum of the ash and moisture.

Special development has been made, also, of processes for determining the total carbon, sulphur and coke. Altogether the work is a valuable contribution to available knowledge of bituminous coals in general and Illinois coals in particular.

Considerable excitement was caused one day last week at Pier 2, North river, New York, when a big gray horse attached to a three-horse coal truck belonging to Wynn Bros. fell overboard and swam two hours before being rescued. It appears that in backing around to load from a coal barge the horse stepped over the string-piece, becoming wedged between the barge and the pier. The lines holding the barge were cast off and the boat pushed away to let the horse down in the water. By means of a rowboat several roundsmen cut the harness and attached a rope to the bridle, guiding the horse, which swam under Pier 2, Pier 1 and Pier A, around the breakwater and into the cove, where yacht tenders land, and then to the stone steps leading to the plaza. Thousands watched the rescue and fully twenty men struggled to pull the animal up the stone steps. In the course of the proceedings one of the policemen fell overboard and was fished out by a brother officer.

In The Field of The Retail Dealer.

Written for The Black Diamond.

In the program for fall and winter a point that should be borne in mind by the retailer is that of making his office as attractive as possible to pedestrians so that they will take note of it when passing by. In other words, to advertise it.

The coal dealer is under a disadvantage when he competes on this ground with the department store manager, or, in fact, most any dealer in any other line of trade.

Other dealers can dress up their windows in such shape that they will attract and hold the attention, with the goods which they offer for sale.

There is so much of similarity in the different descriptions of coal that any attempt to utilize it for window dressing purposes must fail, unless extra pains and some expense are involved.

Where the dealer has a large window he may occasionally dress it with coal and attract attention, but the trouble is that the windows in most coal offices are so small and are of such a character—without a ledge back of the window—that this is out of the question.

Where there is such a ledge, a miniature fort might be erected at this time, something like two or three feet in height of different descriptions of coals. The coal be held in place by sticking it to a rough framework with glue or mucilage, or if sufficiently large chunks can be obtained they can be laid one upon the other, with the use of a small amount of glue and held in place, leaving holes to serve as embrasures or casements through which miniature cannons can be obtruded.

Such a window design would be appropriate now on account of the Japanese-Russian war. It might be labeled: "Port Arthur is the Gibraltar of the Russians—Our Superior Coal is the Gibraltar of Our Trade—It Satisfies All Consumers." Still another placard that might be used would be: "Coal is the Gibraltar of Industry—Our Coal Will Be the Gibraltar of Your Fireside."

A very fetching design for the window of a metropolitan coal office would be a miniature mine scene, showing the coal coming out of an incline or slope at one side of the window in miniature cars and running into a tipple at the further side of the window. This would not be expensive. Miniature open cars that run on a track could be operated with a small motor beneath the window. Such a motor can be obtained at almost any electrician's at small cost.

Scheme for Window in Metropolitan Coal Office.

To the right of the window erect the mouth of a slope with a slight dip so that the car is apparently coming in sight out of the mine. The miniature cars can be filled with small sizes of coal glued in. Attached with a cable they apparently would be drawn across the track in front of the window, enter the tipple and be lost from sight, return to the slope of the mine to appear in sight again behind a screen, or underneath the flooring of the window, so that the return trip is not visible to the spectators.

A more extensive plan would be to have the tipple in operation, but this would be quite expensive. In such an event larger miniature cars could be obtained and by the use of electricity they could be made to dump their coal in a chute on the second floor of the tipple, from which it would descend through the chute to a miniature box car on a separate track, which when it was filled could be moved behind a screen at the left of the window, there to be dumped and returned to its loading place.

The first window scheme which I have described can be installed at an expense of not over \$15 to \$20 at the outside and ought to be of interest for several months. The second window scheme, on a more elaborate basis, can be installed for from \$30 to \$50, with motors to operate the toy mine cars and also the open coal cars which load at the tipple.

In the first scheme there should be three or more toy cars operating on a circular track. They should be attached at regular intervals to a wire or to a very heavy cord, which is kept in continuous operation by the motor. If they run on a circular track part of which appears before the public and part behind a screen it is very evident they will give an appearance very much resembling a mine car in operation.

If both mine cars and box cars are operated, there should be a circular track for each. The one for the mine car should have a raise in it which will set the car nearly on end, permitting the small coal to run out and fall between the rails to a receptacle underneath the track, thence to the tipple chute, and to the gondola or open freight car. There should be a hopper in the mine so situated that whenever a mine car runs along it will raise a door from the chute sufficiently to permit a small quantity of coal to fall through into the car.

Anyone with a mechanical turn of mind can arrange all the features of such a window display so that it will work automatically and at the same time be a desirable reproduction of a mining scene.

At a metropolitan coal office where not one person passing in a thousand knows anything about mining coal such a display would attract an immense amount of attention.

Every passerby would stop while the plant was in operation to take a look at it and when the public becomes interested in a coal office it is assured that some of the public's trade will flow in that direction.

This is especially true in the larger cities where there is much transient trade, and where the consumer buys his coal of the dealer who happens to be nearest or best advertised at the time that it strikes his fancy to purchase.

Ways of Attracting Attention not so Expensive.

There are also many lesser ways of attracting attention to the coal office which are not expensive and yet which are effective.

The Marquette Third Vein Coal Co., at Davenport, Iowa, makes its retail office a center of interest by the use of a system of weather signals,

so that the pedestrian passing by it in the morning can ascertain what the weather will be that day. The manager secured a set of tin flags which are posted in front of the office. The weather prediction is obtained either direct from the nearest weather station or from the local afternoon newspaper which receives a telegram early in the morning giving the prediction for that day. As soon as it is received the flags are set on a post in front of the office to indicate what the weather will be for the next twenty-four hours.

In the smaller cities this plan is an effective one. Farmers coming to town know that they can obtain the information at that point and will go out of their way at different times of the year to secure advance predictions. Residents in the town where such signals are displayed take as much interest during the winter in these signals as they would in the score of a baseball game in summer. They are anxious to learn what the weather will be, and this is at a time when they must buy coal if they have none, so they go long distances out of the way on their trip down town. At some places where this plan is used there is also a large, accurate thermometer to register temperatures and when the record of temperatures from other points is obtained it is posted on a bulletin board beneath the weather signals giving all the desired information that anyone might want.

I remember that the Pioneer Fuel Co., of Minneapolis, for years kept everyone in that city informed on weather conditions. It probably does so yet. It issued small cards bearing a small advertisement of the Pioneer Fuel Co. and giving the meaning of the different weather signals. This was printed in colors and the cards were given free to all who called for them. The plan with this company has been a decided success as an advertisement and undoubtedly is employed elsewhere with much success.

The Marquette Third Vein Coal Co. at its Joliet office also believes in attracting attention to the retail coal office.

It will shortly adopt the weather plan outlined above, but at present uses a different scheme.

The illustrated weekly papers such as *Puck*, *Judge*, etc., are taken regularly and are displayed in the window so that the passerby will be attracted by the pictures. They are displayed so that all of the most interesting features can be seen and at almost any hour of the day or evening there is a crowd out in front looking at them. It is needless to say that this attracts a large amount of attention to the retail coal business of this company and advertises it successfully at only the expense of taking these different papers and the work of hanging them properly in the window.

A Window Display that Attracted Attention.

The head bookkeeper at the Joliet office of this company recently arranged another window display which attracted a large amount of attention.

He was the possessor of a diamond of fine luster and brilliance. Taking a small box of fine coal he placed the diamond in the very center of it in the window where it could not fail to attract attention.

Above the display he hung a placard which read something as follows:

* *

: THE DIAMOND IN THE CENTER :

: IS WORTH \$150,000 A TON, WHILE WE :

: WILL SELL THE BLACK DIAMONDS SHOWN :

: HERE AT \$4.50 PER TON. :

* *

It is needless to say that this attracted a large crowd and was a business getter.

Although pedestrians had seen it before they would stop nearly every day to ascertain if it was still there.

The expense of such a window display is comparatively small. If a dealer does not possess a diamond he can frequently make arrangements with the local jeweler to borrow one and he will be surprised at the amount of attention it will attract and the advertising it will bring him with a small amount of outlay.

In some cities a feature of the summer is a card in the window the whole of the last week in each month notifying the public that the price of anthracite will advance ten cents on the first of the following month. This is not a bad idea. The card should read somewhat as follows:

* *

: ANTHRACITE WILL ADVANCE TEN CENTS :

: A TON ON SEPTEMBER FIRST. :

: BETTER PLACE YOUR ORDER NOW. :

* *

This plan of placing a placard in the window telling of a future advance in prices is a good one. It relieves the dealer of any responsibility in lack of information on the part of the public in this matter and makes it much easier for him to make the advance effective.

There is much can be said about utilizing the window of the retail coal office for advertising purposes. It is the best advertisement he has and the cheapest if he knows how to properly take care of it and is not so shiftless as to fail to give it attention.

THE YARD MANAGER.

Western Retail Notes.

The Neola Elevator Co. has erected a new salt and coal house at Scarborough, Ill.

H. C. Jeffers has succeeded to the coal business of J. A. Kyle & Son, at Shenandoah, Iowa.

E. E. Pinney, of Cedar Rapids, Iowa, has been awarded the contract to furnish coal to the state university this winter.

The city of Topeka, Kan., will shortly advertise for bids to supply coal for municipal purposes during the coming year.

E. E. George has sold his retail coal business at Bellaire, Ohio, to John Harris, of McKeesport, Pa., who has taken charge of the business.

D. A. Chambers has been awarded the contract for furnishing coal and wood to the public schools of Washington, Iowa, the coming year.

The contract to supply coal to the state penitentiary at Minot, N. D., has been awarded to the Washburn Lignite Coal Co. at \$1.70 per ton.

J. B. Schmid, engaged in the retail coal and lime business at Springfield, Minn., has disposed of his interests to August Syring, who will continue the business.

Hutcheson & Murphy are having a new coal house built for them at Eden Valley, Minn. They are a new coal firm and have already sold considerable coal in that territory.

The retail coal dealers of Fond du Lac, Wis., advanced the price of anthracite on August first, making it twenty-five cents a ton higher, or \$8.25 delivered, in that city.

D. N. Haviland & Sons have made arrangements to enter into the retail coal business near the YPere Marquette depot at Michigan City, Ind., and will open a yard at that point.

I. L. Paton and J. K. Paton have bought the interests of J. Braley in the coal and grain business at Kellogg, Iowa. Jenks Patton will be manager of the local yard at that point.

J. E. Blomquist has bought the interest of Carl M. Carlson in the coal and wood business of Carlson & Mennes, at Dawson, Minn. The firm name has been changed to Blomquist & Mennes.

The Big Hill Coal Co. has established offices at Louisville, Ky., and will open four new retail yards in that city. Karl F. Bierach has been appointed manager of the local yards of the company.

Lafayette, Ind., is agitated over the fact that coal delivered to the city electric light plant has not weighed out to the amount billed, there being a shortage alleged to be 400 pounds to the car on the average.

Collins & Peterson have removed their retail coal office at Ft. Dodge, Iowa, to other rooms occupied by the Model News Co. in the city, where they have better facilities for the transaction of business.

I. E. McCollom & Co. have been awarded the contract to supply the public schools of Portsmouth, Ohio, with coal the coming year at the following prices: Anthracite, \$6.50; Pocahontas smokeless, \$3.50.

Schmadeke & Watland are building a new office and otherwise making improvements in their yard facilities at Clarksville, Iowa, that will enable them to handle their extensive coal and lumber business at that point.

J. C. Wright & Son have commenced the erection of new coal sheds at Papillion, Neb., to replace the old ones which have been in use for the past twenty years and are landmarks. The old ones are being removed.

The implement and coal business formerly conducted by Stafford & Laycock, at Le Claire, Iowa, was sold at public auction recently and was purchased by J. L. Flickinger, who is in the coal business at Port Byron, Iowa.

Louis Hisei, proprietor of the Rock Island Coal Co. yard at Fairfield, Iowa, has made extensive improvements in his property at that point and has better facilities than ever for the transaction of a large retail business.

Charles J. Danielson, a visiting coal dealer of Hamlet, Ind., recently died while on a visit to the world's fair at St. Louis. He was stopping at the Terminal hotel and had been attended by the house physician for several days.

The Busse Coal Co., of Chicago, has increased its capital stock from \$25,000 to \$60,000. The increase was made necessary by the rapid development of the business of the company, which was organized less than a year ago.

The R. McMahon Coal Co. has been incorporated in Chicago, with an authorized capital of \$5,000, to engage in the retail coal business. The incorporators are Richard McMahon, Gottfried Jacobs and Cornelius McMahon.

The Lyman-Irwin Lumber Co. has erected an addition to its coal sheds at Shakopee, Minn., to accommodate its rapidly increasing business at that point. The addition is of a temporary nature and later will be replaced by larger permanent sheds.

The Skewis-Moen Co., of Minneapolis, has purchased the Peavey elevator and coal business at Madelia, Minn., and will use it for a clearing house for its forty or more line yards on the Chicago, Milwaukee & St. Paul road in Minnesota and South Dakota.

A dozen firms have submitted bids to the board of education of Sioux City, Iowa, to supply coal the coming year, but the contract has not yet been awarded. Practically all the coal firms in Sioux City have named figures and there is more or less competition to secure this business.

Retail dealers at Terre Haute, Ind., report a better demand for coal from

consumers of coal in that city than for some time. The low prices are proving an attraction and householders are aware that they are likely to be higher later on rather than lower and are purchasing coal freely.

The Irving Coal Co. has been incorporated in Chicago to engage in the retail business at Sixty-ninth street and the Terminal tracks, with an authorized capital of \$5,000. The incorporators are A. J. Leinen, M. E. Finan and P. H. Holland. Mr. Leinen will be the manager of the business.

The board of education of Fond du Lac, Wis., recently refused to consider the bids submitted by the local coal dealers to supply coal the coming year on the ground that they were in an alleged combination, the bids being the same. The matter was carried over until the next meeting of the board.

John Le Sage has sold his coal and lumber business at Martinton, Ill., to William Rosenbarger, formerly of Papineau. Mr. Le Sage and family will remove to Minnesota. He was engaged in the coal business at that point for a number of years and was known by his customers as "Honest John."

Wallace Williams has purchased the retail coal yard of G. O. Gould & Co., at Mason City, Iowa, and will conduct it in the future with the assistance of his sons, Arthur and Guy Williams, who will have direct charge of the management of the business. The yard is said to be one of the best in the state of Iowa and will be maintained at the same high standard by the new owners.

Secretary R. E. Harris, of the Coal Dealers' Association of Iowa and Nebraska, announces that the Green Mountain Creamery Association, of Green Mountain, Iowa, is out of business and has been for a number of months. Some of the Chicago shipping firms are still sending quotations to this company, which fall into the hands of local farmers, with the usual result. They are asked to remove the name from their mailing list.



Eastern Retail Notes.

W. P. Ford, a well-known coal merchant at Richmond, Va., recently died.

Coal dealers at Worcester, Mass., put in effect an advance of twenty-five cents a ton on anthracite coal August first.

Abraham Harris and Edward M. Gans have purchased the retail coal business of E. M. Tolles & Co., at East Norwalk, Conn.

Reading capitalists are negotiating with Richard Bechtel for a tract of land in that city, on which they propose to establish a retail coal yard.

John H. Carney, a retail coal dealer at Utica, N. Y., has admitted to partnership William A. Schmitt, and the firm name will hereafter be Carney & Schmitt.

Coal dealers at Knoxville, Tenn., advanced the price of bituminous coal on August first, making it \$4.00 for some grades and \$4.25 for other descriptions.

The Lyttel-Berry Coal Co., of Wilmington, Del., is arranging to establish a coal agency at Richmond, Va., and will open offices in that city in the near future.

Clarence R. Rhoads has sold his retail coal yard at 1839 North Tenth street, Philadelphia, together with the buildings, to Frank Harms Jr. for \$8,000, who will conduct the business.

The affairs of Thomas Loomis, retail coal dealer at Buffalo, N. Y., who filed a petition in bankruptcy several years ago, have been wound up. There were assets of \$508 to settle claims amounting to \$2,000.

Arthur Blackburn, colored, was recently arrested in Washington, D. C., for stealing coal from the Chapman coal yard and was fined \$50, and upon failure to pay the fine was sentenced to six months in jail.

Joseph Francis Muchmore recently died at his residence at 11 Furman avenue, East New York. He was engaged in the retail coal business in that city up to 1876, when he was appointed receiver for the Brooklyn Heights railway.

The coal pocket at the Portsmouth (N. H.) navy yard was recently destroyed by fire, together with 6,000 tons of coal stored at that point, causing a loss placed at \$125,000. The cause of the fire is believed to have been spontaneous combustion.

The Barnesville Coal & Lumber Co. has been chartered at Barnesville, Ga., with an authorized capital of \$3,000, to engage in the retail business. The incorporators are J. S. Simpson, J. W. Gresham, W. R. Baird and D. C. Burns, the latter two of Barnesville.

John Dunlap Petrikin, a former coal merchant at Pittsburg, Pa., died recently at his residence in that city, 219 North Craig street, from a short illness. He was eighty years of age and was an old "forty-niner," having made part of his fortune in the gold fields of California.

The board of councilmen of Buffalo at a recent meeting awarded the contract to supply coal to the police department to Charles T. Hall, a local dealer. This is the contract concerning which there has been so much publicity and it now goes to the mayor, who is a coal man, and who will be obliged to act concerning it.

William J. Muncon, C. B. Mattoon and John H. Taylor have purchased the retail coal business of Charles W. Atwood and Theodore F. Atwood, at Watertown, Conn., and will conduct it in the future. The business was established in 1870 and has had many owners. The new owners, it is said, contemplate enlarging the facilities for doing business and increasing the volume of their trade.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Columbus Coal Co. is being organized at Scranton, Pa., with Frank B. Ball, Frank P. Hunter and James E. Hays as incorporators.

The Tidewater Coal & Coke Co. is making extensive improvements in its mines at Kimball, W. Va., and is installing a modern tippie.

The Lehigh Coal Co., which will make its headquarters at Chicago, Ill., has been incorporated at Dover, Del., with an authorized capital of \$500,000.

The Mammoth Vein Coal Co. has been incorporated at Washington, D. C., with an authorized capital of \$250,000. The incorporators are R. M. Weirs, Abraham Smith and Taylor Cook.

The Al Icenhour Coal Co. has been incorporated at Vaughan, W. Va., with an authorized capital of \$20,000 to operate for coal. The principal incorporator is Benjamin F. Bailey, of Vaughan.

The Monarch Coal Mining Co. has been incorporated at Pittsburg, Pa., with an authorized capital of \$5,000. The directors are R. H. Wilson, Charles E. Schaub and Frederick S. Hoffer, of Pittsburg.

The Filer Block Coal Co. has been incorporated at Sharon, Pa., with an authorized capital of \$50,000. The directors are Enoch L. Filer, Greenville; Harry J. Filer and Earl Moyer, Sharon, Pa.

The Brady Coal & Coke Co. has been incorporated at Washington, D. C., with an authorized capital of \$1,000,000. The incorporators are T. A. Lukehart, F. Blake Kuntz, J. M. Frere, Everett Dufour and E. Peeree.

The Finn Coal Co. is erecting a new breaker at Carbondale, Pa., to take the place of the one recently destroyed by fire. The new structure will be equipped with modern machinery and will have a capacity of 500 tons of coal daily.

The Central Coal & Mining Co. has been incorporated at Washington, D. C., with an authorized capital of \$100,000. The incorporators are O. B. Guthrie, R. S. Donaldson, E. W. McCormick, E. A. Levy and B. E. Kretschmann.

Bids have been received by the H. C. Frick Coke Co. for the construction of 1,000 new coke ovens in the Connellsville field. The contract will be let as early as possible and work of construction will be pushed. It is believed this will be the last large contract let by the Frick company for the construction of coke ovens in that field.

The Century Coal & Coke Co. is planning to erect 200 coke ovens on Dunlap's creek in the vicinity of Connellsville, Pa. W. A. Hogg, of Uniontown, is one of the leading stockholders. Work on the construction of the new ovens is already under way and it is expected that part of them will be producing coal by the early part of next month.

The Lehigh Valley Coal Co. has completed plans for rehabilitating the Blackwood colliery near Pottsville, Pa. A new shaft will be sunk which will

tap a virgin basin of coal of excellent quality. A new breaker with a large capacity will also be erected. This will be located higher up the mountain side than the old one and will be more convenient. The miners' houses at the colliery are being put in shape for occupancy and work is now under way.

General Eastern Coal and Coke Notes.

The main slope of the Black Diamond colliery near Llewellyn, Pa., will be completed within a few weeks.

M. H. Davidson has purchased the Pauline colliery near Phillipsburg, Pa., and has again placed it in operation.

H. B. Crandall has been appointed traffic manager of the Lehigh Valley Coal Co., with headquarters at Philadelphia, Pa.

A new scraper line is being built at the Pennsylvania colliery at Green Ridge, Pa., to carry the small sizes of coal west of the breaker for storage.

A. C. Hopkins is making progress on opening new coal mines in the vicinity of Falls Creek, Pa., and it is expected will be producing coal within a short time.

The Jefferson & Clearfield Coal & Iron Co. has declared a dividend of two and a half per cent on its preferred and five per cent on its common stock, payable August fifteenth, to holders of record of August fifth.

The Cascade Coal & Coke Co. has commenced construction work on 200 new coke ovens to be built at Tyler, Pa. This company is the one that succeeds the Susquehanna Coal & Coke Co. and is said to be owned by the Goodyears, of Buffalo.

The anthracite operating companies have notified the officials of the United Mine Workers that they will hereafter collect the pay for checkweighmen and check docking bosses, this having been a mooted question since the settlement of the strike.

As a result of the increased demand for bituminous coal four large mines of the Pittsburg Coal Co. have resumed operations. The mines are at Blythedale, Witsitt, Banning and Wick Haven, along the Youghiogheny river in Pennsylvania and were idle for some time.

C. T. Hetzel, of Uniontown, Pa., has just sold 800 acres of West Virginia coal land located in the Pocahontas district to Birds & Frank, of New York, for which he received \$56,000. Two years ago Mr. Hetzel bought this land for \$14,000, his profits having been 400 per cent.

Officials of the Erie Coal Co., Scranton, Pa., are requiring all who apply for positions in the mines to take the total abstinence pledge before they will be given employment. The new rule has a good effect as there are fewer men idle after payday and work is continued on a steadier basis.

Two hundred mine-workers employed at the No. 7 and No. 8 shaft of the Pennsylvania Coal Co., near Wilkesbarre, Pa., recently went on strike on

Delaware, Lackawanna & Western Railroad Co.

MINES AND CARRIES TO MARKET

SCRANTON COAL

S. C. SCHENCK, Agt.

Shipments "All Rail," and from yards and docks at Chicago and Toledo.

Soft Coal Department: BLACK BAND
Mined in West Virginia.

NOTE! Not genuine unless invoice is accompanied by certificate from this office.

C. L. DERING,
Manager Chicago Office,
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When you buy "SCRANTON"
be sure you get the GENUINE
D. L. & W. Scranton.



EMPIRE MINE, SPRINGFIELD, ILL.

THRESHERS

will soon want coal. Make your selection early and write us for delivered prices.

Springfield, Wilmington, Carterville, Hocking, Splint,
Pittsburg No. 8, West Virginia, Kanawha,
Old Hickory, Low Vein Block.

JONES & ADAMS CO.,

Miners and Shippers,

GENERAL OFFICE, 355 Dearborn St., CHICAGO, ILL.

the ground that they were obliged to walk too far to their work. They will probably be ordered to return to work by the union officials.

Samuel Heilner, the millionaire coal merchant of Philadelphia, is preparing to build a summer home at Spring Lake, New Jersey. The mansion will be modeled after an old English castle and will be located in a park laid off with due regard to beauty and artistic taste. Mr. Heilner is senior member of the firm of Percy Heilner & Co.

Frank Shedd has been appointed superintendent of the Minersville (Pa.) colliery of the Lehigh Valley Coal Co. Recently, upon his return to his former home at Scranton, a number of his former associates invaded it in his absence and upon his return presented him with a valuable charm, chain and pen, with their best wishes for his success in the new position.

The new washery at the Pancoast colliery of the Scranton Coal Co., near Scranton, Pa., has been completed and work will be resumed at that operation, the miners having been given working rooms. The breaker will not be completed till October, and until that time the production will not be over 500 tons of coal daily. The breaker and upperworks of this colliery were destroyed by fire last December.

The new plant of the Wilkesbarre & Scranton Coal Co. at Wilkesbarre, Pa., is now in operation. A new breaker, washery, fan, boiler and engine house have been built and coal is now being mined from the Hillman vein. The breaker has a capacity of 1,500 tons of coal daily and the washery a capacity of 200 tons daily. When the plant is in complete readiness it will furnish employment to five hundred men and boys.

An attempt was recently made to blow up the house of James Ferguson, superintendent of the Penn Manor Gas Co., at Irwin, Pa., and that the whole family was not killed was not the fault of the perpetrators of the deed. Two rooms of the house were demolished, but fortunately were not occupied. Dynamite was used and it is believed the deed was committed by foreign miners who recently had been discharged by Mr. Ferguson.

Active work was commenced this week on the stripping east of the Mt. Carmel colliery by the Lehigh Valley Coal Co. A large force of men has been engaged in laying track to the scene of the contemplated operation, and it was thought this work would have been completed last Saturday, as no doubt it was. It is expected that coal will be reached at a depth of twenty or thirty feet below the surface. No steam shovel will be used at first, the work being done by laborers until the real value of the field has been tested. The Skidmore vein will be developed.

Southern Coal and Coke Notes.

New Southern Enterprises.

The Campbell Coal Co., of Knoxville, Tenn., has commenced the development of coal mines near Oliver Springs, Tenn., and will locate a new coal town on its property.

The American Coal & Iron Co., of Uniontown, Ky., is making extensive improvements in its plant and will spend a large sum of money, having accepted several large coal contracts.

The Wallner Coal & Coke Co., of Bell county, has been incorporated at Frankfort, Ky., with an authorized capital of \$50,000. The incorporators are D. B. Logan, C. E. Hill and E. R. Short.

The Yolande Coal & Coke Co. has been chartered at Birmingham, Ala., with an authorized capital of \$300,000. The incorporators are: G. B. Crowe, E. P. Gaines and J. L. Davidson, who are the owners of a large acreage of land in that field.

The Buell Coal Co. has been formed at Birmingham, Ala., to open new coal mines near Horse creek in Walker county. D. T. Buell, of Birmingham, is president and treasurer of the company. Development work will be started immediately.

Polk King and associates are opening a new coal mine near Russellville, Ala. The new mine will be located on a 1,500-acre plat of ground and is to be operated under a twenty-year lease. The most modern machinery will be installed in the mine.


Dr. Frances C. Williams, a lady physician from California, has purchased all the coal land in the vicinity of Tonopah, Nev., in the Coaldale district, and will incorporate a company with a capital of \$5,000,000 to handle and develop it. She will make her headquarters at Reno, Nev.

The Townley Mining Co. has been incorporated at Birmingham, Ala., with an authorized capital of \$100,000 to develop land in Walker county in the vicinity of the town of Jasper. The officers of the corporation are: President, G. B. McCormack; vice-president, H. E. McCormack; secretary-treasurer, Erskine Ramsey.

The Southern Fuel Co. has been chartered at Santa Fe, N. M., with an authorized capital of \$1,000,000. San Antonio, N. M., will be the principal place of business. The incorporators are G. W. Bowman, S. A. Heyn and Delos A. Chappell, all of Denver, Colo.

The Merrimac Coal Co. has been incorporated at Birmingham, Ala., to operate in Walker county with an authorized capital of \$50,000. The mines which will be opened will be located within half a mile of Corona. The officers of the new company are as follows: H. P. Gibson, president; J. G. Thompson, secretary; J. G. Hughes, treasurer.

The Crescent Coal Co. has been incorporated at Birmingham, Ala., with



DICKSON & EDDY,

General Sales Agents,
No. 17 BATTERY PLACE, NEW YORK.

SCRANTON COAL COMPANY,
SCRANTON, PA.

Operating Capouse and Pine Brook Collieries, Located in
the City of Scranton.

Yearly Capacity, - 800,000 Tons.

Now shipped over the New York, Ontario & Western Railway.

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ANTHRACITE — COKE — BITUMINOUS

SOLE SHIPPER

"Avoca" (Pittston District). "Lopez" (Bernice District).

MINE AGENT

"Buck Mountain"
"Big Vein Lehigh"
"Wilkes Barre"
And other grades Anthracite
Connellsville, Latrobe, Gallitzin and West Virginia Coke.

"Perfection" Smelting
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And other grades Bituminous

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Anthracite Shipments made by Rail or Water via P. R. R., P. & R. R. R.,
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**THE ST. LOUIS AND
BIG MUDDY COAL CO.**

PRINCIPAL OFFICE,
CARBONDALE, ILL.



**MINES NEAR
CARTERVILLE,
Williamson County,
Illinois.**

CAPACITY
**2,500
TONS
DAILY.**

**HURRICANE
COAL**

Trade Mark.

**SOLE
PROPRIETORS
HURRICANE
COAL**

A 600 ton daily capacity
Luhrig Coal Washing
Plant operated in con-
nection with mine.

an authorized capital of \$100,000, of which \$25,000 has been paid in. The incorporators are Culpepper Exum, W. N. Malone, W. E. Leak, Henry Warten and J. B. Carrington. The new company has purchased the property of the Seloca Coal Co., near Warrior, Ala., including 1,500 acres of coal land. The output of the mines is 200 tons a day, which will be materially increased.

General Southern Coal and Coke Notes.

It is reported the Pittsburg Coal Co. is planning to establish an agency at Paducah, Ky.

The Black Raven Coal Co., of Bell county, Ky., has increased its capital stock from \$21,000 to \$28,000.

Two hundred Japanese miners are expected to arrive at Mexico City, Mex., within a short time, to work in the mines of the Mexican Coal & Coke Co. at Esperanzas, Mexico.

Coal rates from the mines in Indian territory to points in Oklahoma, where this coal is largely sold, have been reduced fifteen to twenty-five cents a ton and are now effective.

The contract for handling over 400,000 tons of coal through Pensacola, Fla., has been lost by the Louisville & Nashville railroad and henceforth will be handled through Baltimore.

The Barbourville Blue Gem Coal Co. has completed a modern tipples at Barbourville, Ky., and is now producing coal. William Jones is president and general manager of the company.

The Norfolk & Western has contracted for the construction of 600 80,000-pound cars and will build in its own shops 200 100,000-pound cars, all of which will be engaged in the coal traffic.

The coke ovens of the Tennessee Coal, Iron & Railway Co. at Pratt City, Ala., are closed down as a result of the suspension of work in the mines, throwing 300 to 400 coke workers out of employment.

G. Funston Lucado, president of the Raleigh Coal & Coke Co., Lynchburg, Va., died recently at his home in that city after a long illness. He was forty-three years of age and one of the wealthiest of southern coal mine operators.

Investigation reveals there is no foundation for the report of an extensive bed of coal at Fort Hancock, Texas, and many of those who have

staked out coal claims will be losers, according to experts who have made the investigation.

Literary Notes.

The August *St. Nicholas* will have the opening chapters of a new serial "Elinor Arden, Royalist," by Mary Constance Du Bois. The story will tell the adventures of a dear little English maid of the time of the Cavaliers and Roundheads; and the chief incident of the story, the rescue of a royal baby by little Elinor, is said to be based upon an actual incident in the life of the Princess Henrietta Anne.

The famous correspondent, James Creelman, contributes to the August *Review* a character sketch of the Democratic nominee for the Presidency, Judge Alt. B. Parker, which is not only a character sketch of the man, but a calm and impressive presentation of the democratic case. Mr. Creelman points out Judge Parker's Americanism and judicial training, and shows how, in his opinion, the Democratic nominee should receive the voice of the people. The article is well illustrated with portraits of Judge Parker and his family, and his home, Rosemont, at Esopus, N. Y.

An important literary event marks the August *McClure's*, the Midsummer Fiction Number, in the appearance of a new story of child life by Frances Hodgson Burnett, which bears the title "In the Closed Room." This is the first story of childhood Mrs. Burnett has written since the days of "Little Lord Fauntleroy" and "Sara Crewe." To say that it bears all the irresistible charm of these earlier, notable successes fixes the quality of the story. The heroine is the little daughter of a caretaker who finds in the mansion entrusted to her parents' keeping a treasure-house of delight and mystery. This strange, imaginative child, half real, half fairy-like, finds mysterious access to the closed room, where, in sweet fancy, she makes a world and life of her own that borders so closely on the life beyond that the reader follows her to the vanishing point of the world of things into that spirit land of beauty with breathless interest. The sweetness and charm of this alluring little fantasy of childhood are much enhanced by the illustrations in color by Jessie Wilcox Smith, who has made it all, both people and places, seem very real and beautiful. The novelette will conclude in the September *McClure's*.

The patriotic note is struck in the *National Magazine* for August, in recognition of the August encampment of the Grand Army of the Republic in Boston, the *National's* home. Capt. S. H. Beckwith, known in the Union army as "Grant's Shadow," writes a score or more of fascinating brief character studies of the famous Union generals whom he knew during his four years with Grant as chief cipher operator. Mary C. Crawford tells the stories of the seven famous American composers of patriotic songs whose names were recently commemorated on a tablet in the Boston Public Library, and William G. Kirschbaum writes a genial chapter on "The Best of the Union Bands." Mr. Chapple's "Affairs at Washington" range from the capital to the convention halls and the World's Fair and is illustrated with many portraits of current celebrities—men and women. Michael A. Lane's fourth paper in his "New Dawns of Knowledge" deals with "Society," analyzing the new sciences of ethics and political economy that are growing out of the new industrial advances of mankind. The *National's* August fiction includes stories that are keen studies of femininity by two western young women who are just now publishing for the first time—Jeanne Oliv, Loizeaux, of Des Moines, and Christobelle van Asmus Bunting, of Chicago. Edwin L. Sahin tells a very funny boy story, "The Old Muzzle Loader." Katherine Lee Bates, Hilton R. Greer and Frank H. Sweet write the poetry of the number. Miss Bates' poem, a work of great distinction, is finely illustrated by W. D. Goldbeck, of Chicago.

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THE BLACK DIAMOND

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General Review of the Markets.

Dullness is characteristic of practically all branches of the coal trade and at nearly every important market point in the country. Such a condition of affairs at this season of the year is not unusual, but is rather to be expected. The buyers who place their orders early for anthracite have stocked up sufficient quantities to meet their requirements, while those who are dilatory and do not stock any coal until it is absolutely necessary in order to meet their current requirements are not yet in the market. Last year these conditions were encountered, although the summer demand for coal was greater than it has been the present year. The year before they were encountered, too, although there was a great strike pending which was certain to create a shortage of coal, and the natural conclusion would have been that everyone would have endeavored to secure a supply of coal.

In the anthracite trade this year at this time there is fully as much activity as there was a year ago. Production is being restricted to prevent an accumulation, not so much of domestic sizes, as of the steam sizes of coal which are top-heavy, and which are likely to be until the consuming demand increases with the colder weather, which will be experienced sixty or ninety days later. Nowhere is there any report of serious accumulations of prepared sizes of anthracite in shippers' hands. All the coal that has been produced has gone into retailers' yards or into consumers' bins thus far, and were it not for the steam sizes of this fuel it is more than probable there would be little interruption to production.

In the eastern trade there is the usual dullness experienced at this season of the year. Some orders accumulated over the recent shut-down at the collieries, but they were not large in volume and probably there will not be a renewal of genuine activity until well toward the end of next month. Consumers are already beginning to buy larger quantities of anthracite from retailers, but until this movement is well under way and has absorbed a considerable quantity of the coal stocked it is not likely there will be a heavy demand on the shipping companies.

In the forwarding of anthracite westward by lake and rail there has been some interruption during the past week and the tonnage will probably show a considerable decrease when compared with the latter part of July. Primarily this falling off in tonnage of coal by way of the great lakes is due to the closing down of most of the collieries last week. The all-rail trade to the east absorbed most of the coal that was produced, and very little went to lake loading ports. This week there has been a partial resumption of production in the anthracite region, but next week more collieries will be closed again, and a restrictive policy will evidently be followed throughout the present month, and, if necessary, during a part of September. The operating companies are said to be acting independently of each other in closing down their collieries, but are actuated in restricting the production by a desire not to over-accumulate coal supplies.

In the western states tributary to the leading docks the demand for anthracite is almost as quiet as it is in the east where stocks in dealers' hands are much larger. Consumers are many of them away and are not laying in supplies. Consequently there is no pressure on the dealers to stock up at this time. The late fall and early winter demand in the west will be much heavier than in the east, in all probability, and ought to absorb a large tonnage of coal, due to lack of buying this summer. Owing to the lake strike, forwarding the early part of the season was slow and many who would possibly have taken in coal at that time in the northwest were unable to secure it. Being unable to secure the coal early they have delayed placing orders for it in the meantime, and will not take it in until the demands of consumers absolutely require.

A Predominating Feature of the Anthracite Situation.

One feature of the anthracite trade, and also of the bituminous situation, although possibly not to the same extent, is the backwardness of collections. There have been many delays on the part of

retail dealers thus far in meeting their obligations which became due in July and August, and the outlook is not regarded as very encouraging that accounts which have matured will be met until the consuming season has further developed. Of course, the general depression in business this summer is one of the leading factors in making collections slow, but there are many other factors also which figure in the situation. One of these, and it is especially true in the west, is found in connection with the fact that consumers have bought less coal, dealers have a large part of their stocks and until they move them out and realize on this coal from householders they will be more or less crippled in meeting their obligations. Another thirty days, however, will be likely to work a considerable change in this respect.

In the bituminous trade there continues to be indications of an improvement, which is partly under way, but generally speaking it is very slow in culminating. In the steam trade, both east and west, there is a light demand for coal at the moment, and prices are more or less weak. Doubtless general industrial conditions are responsible for this. Whether the presidential campaign is responsible for part of this dullness or not, it is one of the principal excuses given for present conditions. There is another condition which is a factor of no small importance, and that is found in connection with the unrest of labor. It was estimated on Monday of this week that there were in the United States 600,000 union laboring men on strike. The total membership of the labor organizations of the country is probably not over 2,000,000 active members, and there is some doubt whether this is not excessive. It must be very apparent then that if these figures are true, and they are reasonably close to the truth, over thirty per cent of the workmen belonging to labor organizations are idle at this moment. They are not producing a cent of wealth, the factories and mills which would be running if there were no strikes are idle, and every union man who is not on strike, but is willing to work, is suffering from these intolerable conditions.

Strikes Hurt the Consumption of Coal.

It is a wide question whether or not more or less of the present business stagnation is not due to these conditions, rather than to the presidential campaigns and other excuses. Whenever there is a strike there is a loss of wages on the part of labor which can ill afford to sustain such losses, the buying power of labor is restricted, and the selling power of producers of all kinds is limited in proportion. Strikes have been inaugurated on a wholesale scale and it is reasonable to assume that they are no small factor in causing a reduction in the tonnage of steam coal which has been required during the past summer, and which is being required at present. End the labor strikes and it will no doubt have a considerable influence toward bringing back part of the prosperity that was experienced some months ago. Continue the strikes and there is going to be more or less difficulty in selling coal all through the winter.

The encouraging feature of the situation the present week is found in connection with the demand for the higher grades of bituminous coal. These higher grades go largely into the domestic consumption of the country and when tonnage which includes them begins to increase, it is an indication, unless the actual consuming season is being experienced, that they are going into stock to meet future requirements. At present the movement has not shown any phenomenal increase in volume, but from day to day and from week to week there are accessions to the volume of orders which is coming forward, all of which affords a source of encouragement, as it indicates a better run of business later on.

It begins to look now as if the demand for bituminous coals would be in full swing by the first to fifteenth of September. The outlook is for nearly a normal consumption, but conditions will depend upon the severity of the weather during the winter, the general prosperity of the people of the country and other circumstances.

Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., August 12.

Steam coals of nearly every description continue on a weak basis in the west, about the only exception being those which are in favor with the threshing trade. The demand for this class of coals is of good proportions, although prices are not as high as they should be at this season of the year. Other steam coals, however, are not in large demand and hold only to a steady basis. Doubtless the strikes of various kinds which are in progress have an influence in preventing a wide consumption, together with the usual industrial stagnation which is always expected and realized during a presidential campaign. Whatever the cause may be, it is very apparent that the effects are being realized and that less steam coal is being used now than a year ago. For a time this slack demand was attributed to the overbuying in March and April, when there was danger of a strike in the bituminous fields, but the coal purchased at that time has been consumed and is having no effect on the present situation. Notwithstanding this recovery in values movement is very slow, and there is continual complaint that the interests which buy large stocks are taking much less coal than they did twelve months ago. In the western domestic trade there is a slight improvement again this week in the demand. Orders from the country are coming more freely and on Monday showed quite a considerable gain in the tonnage involved. Since then the gain has not been so evident, but the trade that caters to domestic demand continues to feel more encouraged and the outlook is fairly satisfying for this season of the year. In the movement of anthracite there have been no important developments. Fine bituminous coals are weak at all western points, due principally to the continuation of the packing-house labor troubles and the decreased consumption in that quarter.

Western Demand for Anthracite is Light.

In the western anthracite trade demand from dealers and consumers continues to be very light. Dealers who take in stocks early in the season are fairly well supplied and will wait until the last of the month before placing further orders in most instances, owing to their stocking room being filled up. Then they will order some coal to take advantage of the ten-cent discount from the circular basis which will prevail the remainder of the year, but it is not thought this business will be large in volume. The real activity in demand is not expected much before the middle of September. Householders will have returned from vacations and their next thought will be of winter and a fuel supply. Coincident with the increased demand at retail, which always develops at that time of the year, and which this year will probably be fairly heavy, owing to the light buying during the summer, it is to be expected that there will also be a more active movement in the shipping trade.

Movement of coal by way of the great lakes has not been heavy during the present week. The closing down of the collieries last week resulted in light receipts at Buffalo, with the consequence that forwarding has temporarily been interrupted. This interruption may extend till well into next week. After a shut-down of this character there are always a number of orders from the east which have accumulated at the collieries, and these generally receive first attention. There will also be more or less curtailment of production the present week, due to shut-downs for repairs and other causes, and this will be in evidence in the forwarding trade. The west is fairly well supplied with coal, however, so that this is causing no apprehension.

The prospects of strike trouble in the producing region have temporarily subsided. The board of conciliation decided last week to again take up the check-weighman matter, and while this is pending both sides will await results. Several plans have been proposed of settling the controversy and there is every reason to believe that some adjudication of it will be arrived at which will prevent any serious break.

Collections are Reported as Being Backward.

One of the features in the west which is attracting attention is found in connection with collections. Anthracite shipping agents report that they have been unusually bad during the past six weeks and that they were obliged to carry more uncollected accounts over on their books August first than in some time. One of the explanations offered for this condition of affairs is found in the backwardness with which consumers have taken in coal the present summer. It is claimed that much less coal has been sold at retail than a year ago, with the result that dealers' stocks are larger. Where they have sold coal, it is also reported, they have had much difficulty in making their collections, the results being reflected more or less in their relations with the wholesale interests.

This condition of affairs is regarded as largely temporary. As soon as the fall demand for coal commences retailers will move more coal, and they will also be able to make better collections, which in turn will benefit the shipping and producing companies. No apprehension is felt over bad accounts any more than at any other time, but the money is slow in coming forward on current obligations due or past due, and this is causing annoyance now.

Most Encouraging Features of Bituminous Trade.

In bituminous coal the threshing and domestic trade in the west continues to be the source of most encouragement. A review of the situation in Illinois shows that there has been a large demand for threshing coal the present season, and, based on this, the crops must be as satisfactory as they have been at any time. In the northwest the demand for threshing coal is growing more active, and coal shippers who have made a study of this class of business say that a large tonnage will be required and many rush orders will be received before the season is over, owing to an inadequate supply in local dealers' hands.

The improvement in the domestic trade has more permanency and is likely to continue to be reflected for some time. The larger western shipping

houses report a larger run of business this week, ranging from ten to forty per cent increase over the volume of orders received a week ago. Where dealers formerly ordered one or two cars of coal they are now sending in orders for five and ten cars, although there is still a large part of the trade which is buying sparingly, or not at all. It seems, however, as though those dealers with the most satisfactory business were most of them in the market for a little coal at present, due to the feeling that prices have been at the lowest point, and will go no lower, while the chances are that they may advance under the stimulus of September demand. Prices generally have not changed any and it will require more than the present activity to bring about any improvement in this direction of importance.

Screenings and fine coal continue to be the cheapest comparatively on the market, and although prices have not declined lower during the week, the outlook is not encouraging and probably will not be for some time to come. Embargoes on many of the railroads at Chicago are holding supplies back and have prevented further declines, but reports from some of the mining districts show that there are a large number of cars of fine coal on switch tracks in Indiana and Illinois, which are ready to move forward as soon as there is a place in which to put this description. This is the worst feature, for the reason that such coal may come stringing into western markets for some weeks after the market shows a tendency to improve and will continue to keep it weak.

Prepared Smokeless Coals are Very Firm.

In eastern coals the firmest item on the list is prepared smokeless coal—lump and egg. Owing to the curtailed coke production there has been only a small percentage of this coal made during the past two months, and it is extremely scarce and firm. One large shipping firm that handles standard Pocahontas coal has advanced its price twenty-five cents on these prepared sizes, making it \$1.75 f. o. b. the mine and is not accepting orders even at the advance. Some of the New River companies have withdrawn quotations altogether and are not accepting any orders for this class of business. Orders accepted by all the smokeless interests are subject to ability to fill them at the mines, there being no "free" lump and egg on track at Chicago. The leading interests which handle standard Pocahontas and New River run-of-mine coals are holding at \$1.10 f. o. b. the mines in movement to dealers and at \$1.00 f. o. b. the mines in movement to shipping agents and commission dealers. Some western shipping agents are shading these figures slightly on coal that is up against demurrage or which must be moved quickly for other reasons. The reaction in thin vein Pocahontas and Tug River coal has occurred this week, the Chicago market being practically bare of supplies, whereas a week ago it was weak and overloaded. The accumulation at that time has now been cleaned up and there has been a shortage of this coal at times during the week, with a number of inquiries coming in from consumers and shippers for a car or two to meet current requirements. Prices realized on sales in the open market have ranged around \$2.75@2.80 f. o. b. Chicago. Splint coal continues to hold steady and there is an increasing demand for coal in box cars which indicates that the dealer trade is stocking up with winter supplies. Prices on the Chicago f. o. b. basis range around \$3.15@3.40, according to quality and urgency with which coal must be moved.

Fairmont coal is kept within restricted limits so far as the Chicago market is concerned and prices are fairly well maintained, owing to the restrictions placed on shipments. The bulk of the movement is by way of the great lakes to docks, where it will be shipped for steam purposes.

Youghiogeny coal in western markets is fairly steady, although occasionally a soft spot is encountered. Shipping agents report more or less substitution of other coals when selling the steam trade, which is making buyers suspicious of buying from some of the sources. Prevailing quotations on three-quarter coal are \$2.90@3.10 f. o. b. Chicago, according to quality, etc. Hocking coal continues to be held at former figures without special change. Demand for coal in box cars is increasing, which indicates that some of this coal is going into stock, but the total tonnage is much less than it was a year ago.

Western Bituminous Coals are Fairly Steady.

In the western bituminous coals from Indiana and Illinois there has been little change from last week. In some instances the range of prices is perhaps a trifle wider, but otherwise they are unchanged. Linton lump is held around \$2.00@2.10 f. o. b. Chicago for the better grades. Sullivan and Greene county lump coal hold to \$1.80@1.90 f. o. b. Chicago for inch and a quarter, with larger lump sizes slightly higher. Three-inch in most instances is selling around \$2.00 on the Chicago f. o. b. basis. Clinton lump holds at \$1.75@1.80 f. o. b. Chicago. Carterville coal for country shipment from the Illinois Central railroad is held at full circular. In the Chicago trade prices are weaker and show a range of as much as twenty-five cents a ton under the circular. Springfield inch and a quarter lump rules at \$1.75@1.80, with three-inch lump held at \$1.90@1.95 on the Chicago f. o. b. basis. Other coals remain practically unchanged.

Western run-of-mine coal is weaker than on last Friday and the range of prices is greater, due to pressure on the part of some operating interests to dispose of their product. Sullivan and Greene county coal is held at \$1.55@1.60 f. o. b. Chicago, with an occasional sale reported as low as \$1.50. Clinton run-of-mine ranges from \$1.35@1.45 on the Chicago f. o. b. basis, with Springfield bringing about the same figures. Carterville run-of-mine is held at \$1.70@1.75 f. o. b. Chicago.

Screenings and Fine Coal are Weak.

In the screenings and fine coal market the price situation has been considerably involved. Offerings on the Wabash road have been heavy during the week and there have been reports of some of this stuff selling below a dollar on the Chicago f. o. b. basis. Springfield screenings today are quoted

slightly higher, the range of prices being \$1.15@1.25 on the Chicago basis. Sullivan and Greene county inch and a quarter and inch and three-quarter screenings have been held at \$1.35@1.45. An attempt has evidently been made to pound down Carterville screenings and there have been reports of some very low figures having been accepted. A careful canvass of the market fails to reveal, however, that much business has been done under \$1.40 f. o. b. Chicago, while in some instances this coal has sold as high as \$1.50. Reports from the mines indicate that a large tonnage of this class of coal is being held back by reason of embargoes by the railroad companies. The latter are taking steps to prevent the wholesale demoralization of prices which occurred last week, and in this respect should have the hearty co-operation of the producing companies. The packing-house strike continues to be the contributing cause of weakness in fine coals at Chicago, and until there is a complete resumption in this industry more or less trouble will be experienced in finding an outlet for this coal.

In the coke trade demand continues to rule very light, and if there were any accumulations at Chicago the price would be very weak. Fortunately, there are no accumulations and in the little trading that occurs fair prices prevail. Connellsville seventy-two-hour foundry coke rules at \$4.65@4.75 on the Chicago f. o. b. basis, with furnace coke on a basis of \$4.15@4.25, although only a small tonnage is being bought in the open market. Southern cokes rule the same as last week. Gas-house coke holds firm, with supplies light at \$3.65@3.75 on the Chicago f. o. b. basis. Camel coal holds steady and a fair run of business is reported with very little shading of prices. Smithing demand is steady, but not large. Prices are at bed-rock on most descriptions of standard smithing coal.



Kansas City and Missouri River Trade.

KANSAS CITY, Mo., Aug. 11.—(*Special Correspondence*).—Returns of the vote of the southwestern miners in districts No. 14, 21 and 25, on the proposition of the operators that wages be reduced 5.55 per cent are coming in slowly. The unofficial indications are that the miners of the Kansas field have rejected the proposition, while those of Missouri, Arkansas, Indian Territory and Texas have accepted it. If the majority of the unions in districts twenty-one and twenty-five are favorable to the reduction, as is probable, then it is carried, even if the miners of Kansas voted against it. The vote of the miners of the South McAlester, Indian Territory, district was practically unanimous for acceptance of the operators' terms. This means that the mines now idle in that district will resume operation and make full time for the ensuing season.

A report from Pittsburg, Kan., is that the operators' proposition to the miners, which was voted upon last Saturday in district fourteen, was defeated by a large majority. A large vote was polled throughout the entire district and enough is known of the vote to guarantee the statement regarding its defeat. The official canvass of the entire vote will be made in Pittsburg next Saturday. The cause of its defeat in this district is owing to the fact that there is much more dead work to be encountered than in either of the other two districts, which makes the reduction in the proposition more important. This does not necessarily mean a strike, as the miners will convene again and the operators probably will be represented.

Miners' Vote Will be Canvassed Saturday.

The board to canvass the vote will meet in Pittsburg next Saturday. If the canvassing board finds that the proposition has carried, the conference committee of the miners and the scale committee of the operators will reconvene in Pittsburg August fifteenth. The new contract may be signed then. In case the proposition should be defeated the district officials of the three districts will call the interstate convention together again and try to meet with the operators. It is believed that the proposition will carry, however, and that it will not be necessary to reconvene the interstate convention.

When the scale committee of the operators and miners met in Pittsburg a month ago, the miners demanded an increase of eight and one-third per cent. If they accept the operators' figures, they will have made a concession of nearly fourteen per cent. However, the object of the miners in asking an advance, it is said, was to hold the present scale of wages if possible.

The coal trade in Kansas City and vicinity continues dull with no prospect of a revival until the fall and winter demand opens. The business shows a considerable falling off in comparison with the summer trade last year, due to the decreased harvest and railroad and manufacturing demand. Reduced retail prices have helped the domestic trade, but in this line no reductions are made except for immediate delivery.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., August 11.—(*Special Correspondence*).—During the week the old plan to form another bituminous coal combine from the large number of independent mining companies in the Pittsburg district was revived. Providing the ideas of the promoters can be carried out the new concern is to have a capital approximating \$20,000,000. The scheme is to gather in twenty-eight individual mining companies. It has been intimated that one of the prime objects of the new combine will be to fight the large corporations now operating in this field. But such is not the case. The main purpose of the new company will be to regulate production and maintain prices. This essential requirement for prosperity in the coal trade is woefully lacking, according to a leading operator. Producers hereabouts argue that business has improved decidedly recently, but the profits have not experienced a corresponding increase. They claim that entirely too much cutting has been practiced while trying to secure orders. In the steel and iron trade there are pools that fix prices, but not so in the coal industry. Conditions adjust the prices in the latter. And as it is generally known,

conditions about three or four months ago were extremely unfavorable, hence prices followed a downward course. Another point that the promoters have brought out conspicuously is one for greater economy of operation. The maintenance of prices, however, is the strongest. The promoters suggest that a selling agency should be formed and all the coal mined by the individual members of the new company should pass through one channel.

Talk of Organizing Another Large Coal Corporation.

That the scheme is intended to include some of the largest independent dealers is demonstrated by the fact that the officials of the Pittsburg-Buffalo Coal Co. were approached on the matter. President John H. Jones admitted today that he would not be a party to the proposition. Several operators declared that the time was not ripe for the formation of a combination, but the selling agency project appealed strongly to them. In some quarters it is doubted whether the new corporation ever will be perfected.

Second Vice-President W. R. Woodford, of the Pittsburg Coal Co., announced today that practically all of the mines of the company are operating in full. He further divulged that the output of the seventy mines running in July eclipsed any other month since the formation of the corporation, and there is every indication the present flourishing conditions will continue. Mr. Woodford said: "There is no one particular district affected, but all the mines are enjoying better conditions." During the early part of spring about ten mines were cut from the active list. These were in close proximity to larger mines and were shut down for economical purposes. But in each of the other mines where improvements were necessary new, modern and up-to-date machinery was installed in order to increase production.

Lake shippers continue to rush heavy consignments to the lake ports and are endeavoring to their utmost to equal the marvelous record established last year. Railroad service is adequate and very few complaints are being heard among the dealers.

Conditions Pertaining to Coke Production.

It has just been officially announced that the H. C. Frick Coke Co. has awarded a contract for the erection of 1,000 new coke ovens in the Connellsville district. The contract was divided into three sections. The construction of 500 ovens on Georges Creek by Owen Murphy, of Connellsville, will mean the erection of a model coke town in the lower end of the Connellsville region. Cyrus Stark, of Greensburg, has the contract for the building of 300 ovens near the same site. Patrick Reagan, of Uniontown, Pa., has the contract for the construction of 200 ovens there. The two big plants will be located in George township, which is rapidly coming to the front as a rival of Dunbar township. The third plant will be located on the old Smiley farm on York run.

General and Construction Notes.

The Monongahela River Consolidated Coal & Coke Co. has suffered another loss, though not a severe one, in the burning of its Stoney Hill coal tippie, opposite California, Pa., on the Monongahela river. The tippie and engine house were completely destroyed, and it is not likely that the plant will be rebuilt, as most of the coal had been worked out. What is left would not pay for rebuilding.

The Jones & Laughlin Co., the big steel corporation of Pittsburg, has undertaken a unique piece of engineering at one of its mines. About three miles back of Coal Center, Pa., it becomes necessary, in extending a mine from one hill to another, to cross directly beneath Pike Run. As the top of the coal is almost on a level with the bed of the stream, a serious difficulty was met, but the steel company will build of concrete a new bed for the creek, and in this manner it expects to keep its mine dry from the flow of water of the stream. This is probably the first instance of concrete being used for such a purpose.

A corps of engineers has been busy for a week or more locating lines and laying out the new plant of the Century Coal & Coke Co., near Brownsville, Pa., on the Monongahela river. The company has over 500 acres of coal, and intends to build an up-to-date plant, including 200 coke ovens. The new plant will have any easy outlet over the Connellsville Central and the Monongahela railroads.



The West Virginia Mining Field.

WHEELING, W. VA., Aug. 11.—(*Special Correspondence*).—In the matter of production the Fairmont field continues to lead all others; both in percentage and aggregate tonnage, with the other districts still below par. In some quarters a better demand is reported than for a month ago, but the general situation is the same, with a stronger-growing tendency toward better prices. One of the large concerns in the Kanawha field, the Marmet Coal Co., which does a big southern trade, is now almost entirely idle. It has over 4,000,000 bushels stored at Cincinnati and is depending on the retail business until this stock is disposed of and followed by other orders.

This storage feature is responsible for stagnation among other Kanawha concerns which depend largely on river shipment. In the Kanawha district fairly good conditions are reported from mines operated by the Kanawha Fuel Co., including about forty or fifty mines and does not of itself operate. Its principal office is in Charleston, West Virginia.

Along the West Virginia Central there is little shipping being done. Much of the coal mined there is converted into coke and although the coke market generally is in a bad way the Central mines are holding a trade which serves to keep its mines going.

Heavy Shipments Made From Fairmont Field.

From Fairmont the average daily shipment of cars continues to keep above 600 and the trade there is comparatively booming. For over a year previous to a month ago that number of cars had not been reached. In the New River district the trade has not recovered sufficiently yet to say it has improved and again is heard the story that the operators there will never prosper until they agree to pool their interests in a comprehensive selling combination. Comparisons for argument are made with the Kanawha Fuel

Co., in the nearby Kanawha section and Castner, Curran & Bullitt, who have the agency for mines in the Pocahontas field.

Conditions are such at present, however, that operators are indifferent to proposed schemes and seem to want to wait until there is an improvement, so they may be able to judge once more whether they can afford to do business better as individuals.

Shortage of Drivers in Kanawha District.

One of the things the Kanawha operators' alliance will deal with is the matter of mule drivers, which problem has lately been serious. Drivers are very scarce. It appears the wages of this class of help were reduced when the scale was made in the spring to a point that did not strike the driver favorably and he turned to digging coal. By the terms of the agreement the miners' union officials agreed to furnish drivers when required, but when they delegated drivers from the union these men would not stick at it because the job paid less money than they could make mining coal.

Frequently superintendents and managers have been compelled to drive, when the miners' union failed to make good. The result has been a tendency on the part of operators to increase the pay of drivers at individual mines. Other operators do not like this departure from the scale by operators and this question is one to be threshed out by the alliance shortly.

At the present session of the legislature the proposed tax on the production of coal has not secured favorable consideration, but a bill that will likely pass will instruct the assessor to tax more extensively mine property.



The St. Louis Coal Market.

St. Louis, Mo., Aug. 11.—(Special Correspondence).—Business still continues to be quiet. Prices remain as they have been for several weeks and there is little indication of a change occurring until demand becomes better. The domestic demand still continues slow, but the probabilities are that business in that direction will commence before very long, as the season when families will commence to arrange for their winter supply of coal is near at hand.

The large coal consumers still continue to get their usual supply of coal for manufacturing and other purposes, because they continue to run the year round.

Present prices on the east side are as follows: Mine run, \$1.05@1.10 per ton in car load lots; shaker screen coal \$1.35 per ton and high grade, \$1.75.

The Western Coal Co., of St. Louis, has secured the contract for furnishing the state house at Jefferson City with coal for the ensuing year. The company owns and operates mines at Lexington, in this state. The contract price is \$2.80 per ton, and it is estimated that about 800 tons will be required. There were five other bidders for the contract.

The Kerens-Donnewald Coal Co., of Illinois, filed articles August sixth at Jefferson City, Mo., to show that it had been incorporated under the laws of Illinois, with a capital stock of \$160,000, of which \$5,000 is to be employed in Missouri, with an office in St. Louis.



Prevailing Wagon Prices at Chicago.

Dealers' Wagons. Per ton.

Grate	\$6.40
Stove	6.65
Chestnut	6.65
Egg	6.65

BITUMINOUS.

ILLINOIS COALS.

Wilmington chunks	\$3.50
New Kentucky lump and egg	3.50
Carterville stove, washed No. 1	3.50
Carterville nut, washed No. 2	3.50
Westville-Danville domestic lump	3.00
Danville lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.

Brazil block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.00
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00

OHIO COALS.

Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00

PENNSYLVANIA COALS.

Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

WEST VIRGINIA COALS.

Black Band	\$5.00
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TENNESSEE COALS.

Waldensia lump	\$5.00
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Western Coal and Coke Notes.

New Western Enterprises.

The Hocking Coal Co. is sinking a new shaft near Selection, Iowa.

Duggan Bros. have commenced work on a new coal shaft which they are sinking at Pekin, Ill. It is expected the shaft will be completed inside of six weeks.

The Frank Coal Co., Frank, British Columbia, is planning an extensive increase in the production of coal at its mines at that point and will install new machinery.

The Modesto Coal & Mining Co. has been incorporated at Modesto, Ill., with an authorized capital of \$2,500. The incorporators are James A. Fletcher, Ellsworth Walkington and G. R. Bradley.

The Clay County Block Coal Co. has been incorporated at Brazil, Ind., with an authorized capital of \$50,000. The incorporators are Charles H. Ehrmann, Clifford Forsythe, Roy M. Clever, W. J. Murdock and Frank P. Hale.

The Minnesota Coal Mining Co. has been incorporated at Duluth, Minn., with an authorized capital of \$50,000. The incorporators of the company are William A. Kaake, F. G. Mathew, John H. Ball, Malcolm A. Thompson and John R. McGinn, all of Duluth.

A. L. Chapman and R. D. Shreffler, of Pekin, Ill., have purchased the Pfanz coal shaft east of that city, and will increase the output by the installation of new machinery. An effort will also be made to secure a switch to the mine, in which event the output will be largely increased.

The Walker Mining Co. has been incorporated at Indianapolis, Ind., with an authorized capital of \$50,000. The directors are Orin L. Walker, John S. Sandy, Ellis Sluss, Benjamin F. Corwin, Herman Walker, George D. Maxfield, James T. Horn, Charles H. Barnaby and John W. Sluss.

General Western Coal and Coke Notes.

Coal drillers are at work near Cory, Ind., and it is claimed will sink a large number of test holes on farms in that field.

The Kettle Creek Coal & Mining Co. has increased its holdings in Sullivan county through the purchase of 755 acres of coal land adjoining that which it formerly owned.

About thirty citizens of Leavenworth, Kan., were recently taken for a trip through the new mine of the Home Coal Co., located near that city and enjoyed the experience very much.

The Union Coal Co., of Anderson, Ind., has sunk its shaft 250 feet to coal and is now planning the completion of its upper works. It is expected it will be producing coal within a short time.

A vein of coal has been struck by means of a drill near Mound City, Kan., at a depth of 400 feet. W. B. Williams, of Mound City, is in charge and it is reported the coal will be developed.

The new shaft of the New Auburn Coal Mining Co., near Bay City, Mich., is being sunk rapidly and is down a distance of over 100 feet. It is expected it will reach coal within a very short time.

The Buckhorn Coal Co., which is pushing development work near Ironton, Ohio, has now reached an output of 250 tons of coal daily, but will continue further work until it has an output of 1,000 tons daily.

The McDonald Coal Co., which has been developing a coal mine near Lewistown, Mont., has completed most of the development work and will be producing coal within a short time. The entry tunnel, 150 feet in length, has been completed.

The Henderson County Oil Co. is reported to have struck a twelve-foot vein of coal at a depth of several hundred feet in the vicinity of Burlington, Iowa. The drillers were sinking for oil, but the discovery is said to be so valuable the coal will be developed.

It is reported that Elmer E. Biddison, former mine inspector of Ohio, has purchased a two-thirds interest in the mines of the McNab Coal Co., near North Lima, Ohio, and West Point. The output of the mines will be considerably increased as a result of the change in ownership.

A number of improvements are being made at the operation of the Princeton Coal & Mining Co., at Princeton, Ill., which will increase the production and result in economy in the cost of producing the coal. The office of the company has been removed from Princeton to the mine.

The Pere Marquette Coal Co. is drilling a number of test holes in Midland county, Michigan, in the vicinity of Smith's Crossing, to determine whether coal exists in that field. It is said that some thin veins of coal have been struck in the drilling operations thus far, but they are not thick enough to be worked.

Efforts are being made to end the strikes now prevailing in the Crooksville and Pomeroy districts of Ohio. It is claimed that the state of the coal trade is so bad that the operators must secure a reduction in the wage scale to meet competition. The miners are unwilling to grant the concessions that have been asked.

It is reported from Elwood, Ind., that the furnaces of the tinhouse in the tin plate factory of the American Steel & Wire Co., near that city, will be equipped with furnaces for burning coal. This will increase the consumption of this class of fuel in that territory materially. Natural gas was formerly used as a fuel.

The Short Creek Valley Railroad Co. has been incorporated at Columbus, Ohio, with an authorized capital of \$100,000, to build from New Athens to Dillonvale, Ohio, where it will traverse a virgin country rich in coal. The incorporators are Charles J. Bronson, E. B. Thomas, Alexander W. Stevenson, Milton I. Baird, George C. Sharp and others.

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, Aug. 11.—(*Special Correspondence*).—There is no longer any doubt but that the general coal situation here is steadily improving. The improvement noted in the domestic sizes of splint coals has spread until it now takes in the smokeless varieties from both the Pocahontas and the New River districts. The Pocahontas people are almost covered up in an avalanche of orders that have been coming in during the past few days, and they have been compelled to tell their customers that they can not fill their orders promptly, and have raised their price to \$1.75 a ton at the mines. New River dealers and shippers are sharing in the harvest of orders for domestic sizes of coal, but with one exception they have not raised their price above \$1.50 for lump and egg at the mines. One New River concern notified its trade early in the week that New River lump would cost \$1.75 after that notice. It can be said, therefore, that the situation in the field of smokeless coal is materially strengthened from what it was even a week ago. Mine run is worth \$1.00 @ \$1.10 at the mines, and nut and slack is in pretty good demand at eighty-five cents a ton at the mines. One of the large distributing concerns for New River coal reports orders for 22,000 tons during the week.

The activity in other grades of coal continues this week, much to the satisfaction of all. Without exception all producers and shippers report better business. Most of the sales made during the week were at \$1.35 for West Virginia splint lump at the mines. The lowest quotation is now \$1.25 and the price ranges from that to \$1.40, at which price a little coal is being sold.

The extensive movement of lump coal to the lakes leaves a large quantity of fine coal to be absorbed, and now and then an apparent surplus is shown, and some of the holders seem to be a little panicky, offering the nut and slack at low prices. Just now, however, the fine coal is being taken up pretty well at prices that range from 60@65 cents a ton at the mines.

There is no change whatever in the river situation. The river is down to a minimum stage, making movement by water impossible, but the large reserve stock of coal is still here in the harbor, and will be sufficient to carry the river people over until the fall rains cause a rise in the river. River lump is quoted at seven and one-half to eight cents for standard Pittsburg and the favorite grades of Kanawha, with some of the off grades being offered as low as seven cents a bushel. Nut and slack ranges from four to five cents a bushel.

The movement of anthracite is very satisfactory, many householders having taken the advice of the dealers to lay in coal now, as there is a well defined movement to raise the price twenty-five cents a ton September first. The ordinary sizes of anthracite sell for \$7.25 a ton, delivered, retail.

The retail trade in soft coal continues to be all that the dealers could ask for at this time. While they are not rushed with orders, they all have enough to keep them reasonably busy, and prices continue unchanged and satisfactory. Pittsburg and West Virginia, and indeed all the best grades of lump are quoted at \$3.00 a ton, delivered; New River, \$3.25; Pocahontas, \$3.50; nut and slack, \$1.65@1.85 and gas coke nine and ten cents a bushel.

The coke situation is about the same as it has been for some time. Many persons have been prophesying better things for the coke trade right along, but the fact is, coke is still in a very bad condition as far as this territory is concerned.

Coal Freight Rates are Reduced

The outcome of the recent meeting of the officials of the coal carrying railroads that enter Cincinnati, exclusive mention of which was made two weeks ago in THE BLACK DIAMOND, has been that the Chesapeake & Ohio, and Norfolk & Western railroads have met the rate the Louisville & Nashville recently made to points adjacent to Cincinnati. In a schedule just issued, the two railroads named have reduced their through freight rates on steam coal to and including Miamisburg on the Cincinnati, Hamilton & Dayton railroad, to and including West Carrollton on the Big Four, and to and including Hamilton on the Pennsylvania lines. The new rate is \$1.10 a ton on Kanawha nut and slack, and \$1.20 on New River nut and slack to the points named. This cut is said to have been made simply to meet the rates recently made by the Louisville & Nashville railroad. Many of the coal producers think they see in this action the beginning of a long and severe struggle for business among the railroads—a struggle in which present rates to many points may be cut very deeply.

The greatest competition ever seen for business in this city was last Friday when eighty-six bids were received by the Board of Public Service for supplying coal to the city buildings during the coming year. No awards have thus far been made, as all the bids have been referred to the city clerk for computation. The business is not always given to the lowest bidder, as a higher priced coal is sometimes more effective in results. As soon as tests can be made of coals not heretofore tested, and the results worked out awards will be made. The amount of coal needed is 17,800 tons.

Pittsburg Company Reduces its Expenses.

The Monongahela River Consolidated Coal & Coke Co. has followed up its recent letter to its branch managers, superintendents, etc., and which enjoined upon them the strictest economy in expenses. It has just been learned that this company laid off, on the first of August, over five hundred of its higher salaried employees. Even steamboat captains who were employed by the year have been paid off and will not be on the payroll again until there is a rise in the river. The company's marine ways at Elizabeth, Pa., where it repairs its steamboats, have been closed down indefinitely. Brown's shops, several of the docks where coal boats and barges are built and repaired have been shut down, and about twenty-five of the company's steamboats have been placed in coal harbors and every man aboard paid off. It has been customary heretofore, to keep the captain, mate, engineer and watchman under pay while the boats have been laid up

on account of low water. As these are all high-class men, they have all been let go, and the laborers on the various coal fleets must now look after the steamboats.

The losses the company sustained due to the ice last winter, and the dullness the company is now experiencing in its business are given as the causes for the recent sweeping reduction in expenses.

Big River Company Branches Out.

The Campbells Creek Coal Co. has just completed arrangements for all-rail shipments from Dana station, W. Va., on the Kanawha & Michigan railroad. This is in addition to the Campbells Creek Co.'s river business, which is not affected. This company has just opened up new mines at Dana, after having extended its railroad fourteen miles up Campbells Creek from the Kanawha river. The Campbells Creek Co. has operated the mines on Campbells Creek continuously for more than thirty-five years, being probably the oldest operating company in the Kanawha valley. It has the most complete river equipment of any independent company in existence, owning its coal properties, tipples, miners' houses, stores, docks, landing at Point Pleasant, landing at Cincinnati, two retail elevators at Cincinnati complete with teams and outfits, two tugs, four steamboats and more than 250 barges. Heretofore it has confined its rail shipments to coal elevated at Cincinnati, but from now on it will load directly on cars at Dana station. The general office of the company is in the Library building, Cincinnati.

Rail Receipts and Shipments for July.

The Chamber of Commerce records show that the receipts of railroad coal at Cincinnati for the month of July, 1904, were 3,789 cars, while the shipments were 2,675 cars. The receipts for July last year were 5,971 cars and the shipments 2,791 cars, showing a slight decrease for this year. The receipts of anthracite for July, 1904, were seventy-two cars, while the shipments were twelve cars, against receipts of seventy cars last July and shipments of twenty-three cars.

Cincinnati Personal and News Notes.

T. R. Morgan, a well known southern coal and coke man, was in the city for a few days last week.

H. R. Mather, manager of the Cincinnati office of Castner, Curran & Bullitt, is back from a trip to the mines.

Fred H. Dunker, manager of the Chicago office of John T. Hesser & Co., is spending his vacation in Cincinnati, his old home.

T. F. Farrell, traffic manager of the New River Consolidated Coal & Coke Co., spent several days this week in Chicago.

Austin M. Smith, formerly vice-president of the Marmet-Smith Co., which is now the Otto Marmet Coal & Coke Co., is engaged in the wholesale whiskey business.

Robert P. Gillham, general manager of the Campbells Creek Coal Co., left a day or two ago for Westminster Park, N. Y., to join Mr. S. F. Dana. He was accompanied by his daughter.

William Montgomery, who has spent his life up to this time in the coal business of this city, has given up coal and will hereafter sell glass. He has just become affiliated with Barron Boyle & Co.

W. H. Warren, secretary of the New River Consolidated Coal & Coke Co., whose headquarters are located at Thurmond, W. Va., came down to Cincinnati during the week to have a conference with Traffic Manager Farrell.

H. C. Whetstone, the East End coal dealer, returned recently from a two months' trip to the Pacific coast. He is a close observer, and he tells many interesting stories of his trip. He went primarily on account of his wife's ill health.

S. F. Dana, of the Campbells Creek Coal Co., is spending the summer at Westminster park, along the Alexandrian bay. He has been there all summer with his wife. Mr. Dana spends most of the winter in the south. He has his business in good hands while he is away.

Joseph Ertel, formerly proprietor of the Economy Coal Co., Norwood, Ohio, has opened up a new coal yard in Avondale. It is located on the Norfolk & Western railroad near the yards of the Hinsch Coal & Coke Co., and has one of the most advantageous locations on the hill.

W. P. Slaughter, manager of the Thacker Co., has just returned from a two or three weeks trip through northern Indiana and Michigan, and he reports business quite satisfactory. He says he believes business is better nearly everywhere than through southern Ohio. All of his mines are running full, and he is getting fair prices for his coal.

Peter R. Budd, formerly president of the Collier & Budd Co., and later of the Standard Coal Co., Cincinnati, but who sold out recently, is here among his old friends for a week or two. While not actively engaged in the coal business on account of a contract with the combine, he takes a deep interest in the A. R. Budd Coal Co., Pittsburg, of which his son is president.

William Ball, an employe of the Campbells Creek Coal Co., was engaged Saturday in sprinkling some coal to keep down the dust from the other laborers when in a spirit of fun he turned the hose on John Coleman, another workman. Coleman became angered and threw a lump of coal at Ball, striking him on the head and knocking him into the river. The shock stunned him and he drowned before assistance could be given him. Coleman escaped.

THE BLACK DIAMOND

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BY THE BLACK DIAMOND COMPANY (INCORPORATED)

OFFICIAL PAPER OF THE ILLINOIS COAL OPERATORS' ASSOCIATION—President, O. L. Garrison, St. Louis; Vice-President, Jos. A. Agee, Chicago; Secretary-Treasurer, E. T. Bent, Oglesby; and Recording Secretary and Secretary of Commission, C. L. Scroggs, Chicago; Herman Justi, Commissioner, Chicago; THE INDIANA COAL OPERATORS' ASSOCIATION—J. C. Kolsem, President, Terre Haute; Secretary, Philip Penna, Terre Haute; THE IOWA COAL OPERATORS' ASSOCIATION—President, C. H. Morris, Des Moines; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa; Treasurer, T. W. Carpenter, Des Moines; Commissioner, John P. Reese, Albia.

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ENTERED AT THE CHICAGO POSTOFFICE AS SECOND CLASS MATTER.

It's AN old adage that a "cold summer makes a cold winter." While this is not consoling to the ice men, it ought to be to the coal men.

DOMESTIC trade in bituminous coal is improving. A month from now some of the complaining coal men will wonder how they ever found time to make complaint.

RUSSIA is said to have bought 200,000 tons of coal at Cardiff, England, to be delivered to the Vladivostok district of Siberia. Russia must evidently intend to make further donations to the Japanese in the shape of a fuel supply.

THE MILWAUKEE *News* says that it costs every consumer of anthracite two dollars a ton to have THEODORE ROOSEVELT in the white house. The *News* may be right, but it will have much difficulty in impressing the 69,999,999 other people in this country of the truth of its assertion.

"THE STRIKE in the anthracite region has been the excuse for keeping up the price of hard coal for two years" says the Omaha (Neb.) *Bee*. We were not aware that any excuses were being made as to the present price of anthracite anywhere. Demand keeps up the price, and if it were not worth the money it would not be sold.

"THE BIGGEST Thieves in America" is the caption over an editorial in the Detroit (Mich.) *Tribune*, referring to producers of coal. Here is a good chance to make a newspaper take back its unwarranted assertions. There ought to be a libel suit of huge proportions against the *Tribune* and it ought to be pushed until that paper treats all business men, whether producers of coal or bologna sausage, with the consideration they merit.

Selling Honest Coal With Honesty.

All coal is honest when it comes out of the ground. It has certain qualities which make it adapted for certain purposes. This is especially true of bituminous coal. The only dishonesty connected with the coal trade is that which originates with the man who sells it. Greed and selfishness are the animus for selling honest coal dishonestly. Both are shortsighted. Greed ought to be portrayed as blind in allegorical pictures, because it is the blindest flaw in the human conscience. It frequently makes the man who is overcome with it out to be worse than a fool. For a bird in hand he sacrifices a whole flock of them in the bushes.

Just now there seems to be a tendency to revive this practice of selling honest coal dishonestly. It is only confined to a few who ought to know better. For instance, we have recently heard of a company selling a coal as a certain "Carterville" which the freight bills, it is alleged, show is shipped from Du Quoin and Hollidaysburg, Ill. Both Du Quoin and Hollidaysburg furnish good coal. They may not supply the best, but they are good enough coals to stand on their own merits. Why is this coal sold under a spurious name?

Because, it is believed, a few more cars can be sold, possibly, or the seller can obtain a nickel or ten cents more per ton for it than he would if he sold it under its rightful name. There would have been no objection if this coal were sold under a name which was not connected with any other field, but when the name of coal produced in another field is perverted in this way for the purpose of securing a slight advantage it is time some attention was paid to it. It is time that those who are selling coal for what it is, honestly and fairly, should receive some protection.

There is a great deal of substitution of Youghiogheny coal in certain quarters. There is much substitution of coals all through the list for what they are not. THE BLACK DIAMOND will use its influence to stop this practice, and wherever a dealer or a steam user of coal has a right to believe that he has been sold some grade of coal inferior to that which he bought, the facts will be given to the public through our columns, if there is any proof of wrong-doing. Publicity of this character will soon put a stop to this practice. Evidence along these lines from reliable sources will be welcomed.

What Is the Matter With Chicago?

Chicago is presenting a pretty spectacle to the country this week. If a retail butcher drives his horse and wagon down to the stock-yards to secure a supply of meat to meet the requirements of his customers he is set upon, his delivery equipment is wrecked and he, himself, may receive more than one broken bone if he escapes with his life. Outside of something like a thousand butcher shops there are pickets who are trying to prevent the delivery of ice to these same retail merchants. Drivers of milk wagons will not deliver milk to the stock-yards, and thugs and arch-criminals abound on every street corner. This is the scene in Chicago today, and, in fact, it is a repetition of what has occurred every day for several years past.

What is the matter with Chicago? These conditions we have described could not occur without a cause. That cause is the absence of law and order. That cause is found in the domination of labor demagogues, who do not stop with the intimidation of defenseless retail dealers, men, women and children, but reach into mighty places in the city government and by the force of bluff intimidate the city authorities. They not only do this, but still with the mighty force of bluff they dominate the public newspapers that ought to be calling for the restoration of law and order.

If there ever was a place where a good, strong vigilance committee could accomplish a change from anarchy to civic virtue that place is Chicago. Such a committee ought to exist. It ought to run out of town the prosecuting attorney of a county who will not punish conspiracy of criminals that does not stop at destruction of property or murder. It ought to stigmatize with the ban of its severest disapproval every county and city official who fails to do his duty.

These intolerable conditions in Chicago would not be so wholly bad if their influence was confined within the corporate limits of the town. But they are not confined here. Innocent capital and labor all through states tributary to Chicago, east, west, north and south, are suffering by the mighty bluff of intimidation which unionists are putting up. Those outside of Chicago are not enabled to market their products, whether they be coal or vegetables, cattle or grain, in this city, because business is partially paralyzed on account of the gigantic bluff of some few heads of labor unions.

What is the matter with Chicago? It needs a competent, energetic, active, careful vigilance committee that will do what the constituted authorities have failed to do—restore law and order.

The Black Diamond and Retailers of Coal.

THE BLACK DIAMOND has long held the dual position of being the foremost paper devoted to the interests of the coal operator and the only one which pretended to cater to the retail coal dealer. Having a subscription list of retail subscribers which equals the combined retail circulation of all the other coal papers in the field, it is still the foremost in that department in every respect. This was evidenced recently when THE BLACK DIAMOND was the only coal paper represented at the fourth annual convention of the Northwestern Retail Coal Dealers' Association at Minneapolis. No other coal paper had a representative present at that meeting, and no other coal paper secured any kind of a report concerning that convention. THE BLACK DIAMOND was represented, and, moreover, gave a report of the convention in detail while the news was fresh in the public mind and of interest.

Do you know why no other coal paper was represented at that convention? Because THE BLACK DIAMOND is the only coal paper in this country that has any circulation in the great coal-consuming territory included in Minnesota, North Dakota, South Dakota and northern and central Iowa. It goes to a large number of the 800 retail yards which are members of the

Northwestern Retail Coal Dealers' Association, while all the other coal papers in existence can not scare up a corporal's guard of subscribers in that territory. The majority of the dealers in the northwest are essentially those of large interests. They want the very best that is to be obtained in the shape of a first-class paper connected with their industry, and for that reason THE BLACK DIAMOND has made surprising gains in its subscription list in that territory ever since the Northwestern Association was organized.

THE BLACK DIAMOND has in view a program for the fall and winter which will still further increase its prestige with its army of retail subscribers. A feature is a series of articles, devoted to dealers, on questions pertaining to an increase of their business. Methods of getting new business will be fully elaborated and any one article of this series will be worth more to the thinking coal merchant than the price of the paper per year. Another feature will be the criticism of coal advertisements of retailers. Dealers are behind the times in the proper methods of advertising and exploiting their business. They have never been obliged to advertise, as have some other merchants, and except in a very few cases they have not made the subject a study. By methods of kindly criticism the true way to advertising success will be pointed out to them. This department will commence in the first issue in September. Plans of yard arrangement will be a feature of note and will be fully illustrated from time to time. In addition to all of these features, which will have a tendency to make the coal dealers of this country better merchants, the Yard Manager will continue his weekly talks on timely subjects, and current news of the retail trade, and all the happenings in connection with retailers, both east and west, will be given abundant space.

At the same time that these many features will be added, the operator and shipper of coal will not be neglected in their respective departments. THE BLACK DIAMOND has furnished more technical information as to the value of coals the past year than any other coal publication; it has market service from every important coal center in the country and gives all the current news of the coal trade accurately and when it is news, not stale rehash. If necessary to meet the growing demands upon its columns it will increase its reading matter to double the space occupied at present. It is needless to add that railroad matters, which have made THE BLACK DIAMOND so important to all engaged in the coal trade, whether operators, shippers or dealers, will continue to receive attention and will be discussed fearlessly, but conscientiously. This menu of good things for the coal trade ought to insure to THE BLACK DIAMOND a continuance of its prestige as the most important and leading coal paper in this country. It is so far ahead of its competitors at every point that there can only be one result—and that is to still further widen the gap.



The Fault of Loose Statements.

Every newspaper in the country, when referring to the changes in the net cost of anthracite during the summer months, makes a serious blunder when it says the price is advanced ten cents a ton from month to month. In mercantile procedure, in the purchase of staple commodities, those who buy for cash get a discount of from two to four per cent; those who pay at the end of ten days receive a discount of two or three per cent; those who pay at the end of thirty days receive a discount of one per cent. Now, no one in referring to a transaction of this character would say that the price of these commodities was advanced if the purchaser failed to take advantage of the discount.

The same thing is true of the purchase of anthracite. If the dealer buys coal in April he receives a discount of fifty cents a ton. If he buys coal in May he receives a discount of forty cents a ton. The price of anthracite remains stationary throughout the year; it is only the discount that changes. And this discount changes the same as it does in connection with any other mercantile transaction—for a purpose. That purpose, instead of being to collect in money on accounts due as early as possible, is to secure as wide a sale of coal when it is not in demand in order that the business may be distributed throughout the year and not bunched in the fall and winter.

It is incorrect to refer to anthracite prices as advancing. They have not advanced in two years. THE BLACK DIAMOND has made this same mistake at times, but will endeavor to maintain a correct attitude on this subject in the future. Others connected with the coal trade should do the same thing. They should understand the truth of the situation and should endeavor to impress it upon others.



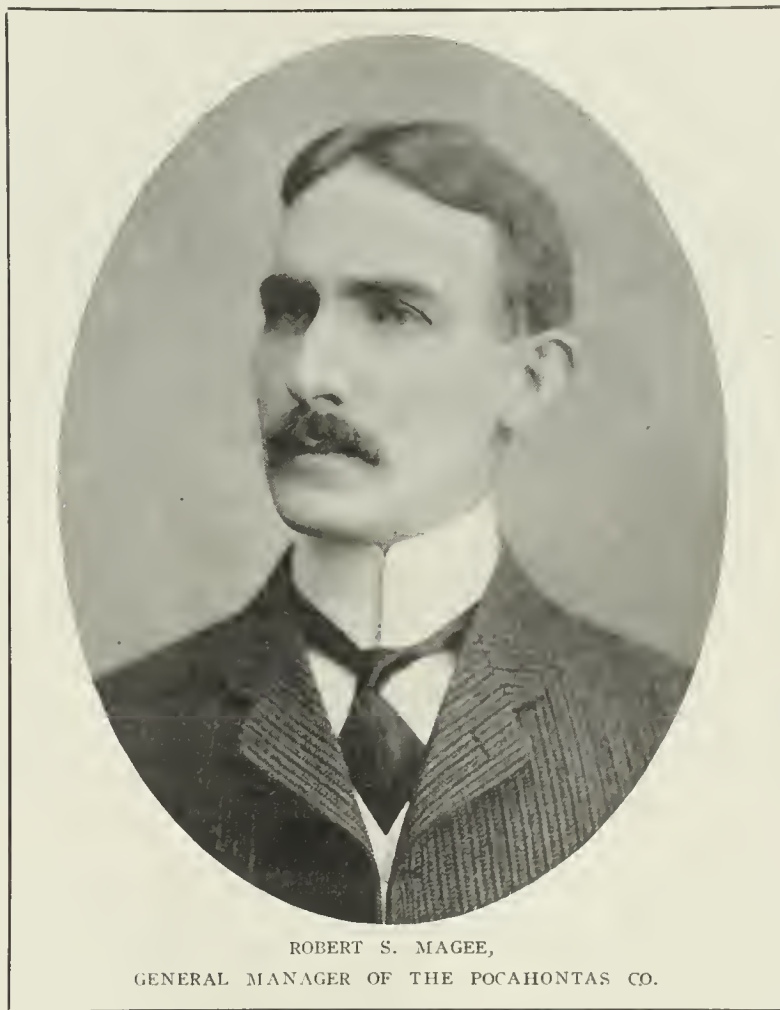
THE TOTAL value of all the coal produced in the United States last year was over \$500,000,000, while the total value of all the pig-iron and other iron and steel products was only \$410,000,000. If there is an efficacy in values, the coal industry ought certainly to be the index to general commercial conditions in the United States.

A Leading Cincinnati Coal Operator.

The Pocahontas Co. is the latest concern to enter the coal business at Cincinnati. This company, which bought its own ground and erected its own hoppers, which are among the most extensive in the city, will probably become an important factor at once in the coal trade of the Queen City.

The Pocahontas Co., of which W. DeL. Walbridge, New York, is president, and Robert S. Magee, of Cincinnati, is general manager, is selling agent for a number of standard productions, among which is the output of several mines in the heart of the Pocahontas district, including the output of coke. "Pulaski anthracite," mined in Virginia, is a new product in this market, and the sale of this fuel will be pushed with vigor. Georges Creek smithing coal and "Pluto" cannel are the other specialties that will be handled. The Pocahontas Co. will bring its products in on the Norfolk & Western railroad, and as noted, will handle them through its own hoppers.

The location of these hoppers, with a capacity of 1,200 tons, twenty-two in number, is ideal. Being directly on Reading road opposite Twelfth street, all coal to be delivered to the downtown part of the city is down hill hauling; while that which goes to the residence part of the city is already half way



ROBERT S. MAGEE,
GENERAL MANAGER OF THE POCAHONTAS CO.

up the hill, and from a quarter of a mile to two miles nearer its destination than the coal of competing companies. These advantages alone are enormous. The company is sparing no expense in the equipment of its plant. All the driveways are paved with either brick or granite. The general office is located on the plant, and is a substantial two story building.

Robert S. Magee, formerly manager of the retail department of the Kanawha Fuel Co., has been chosen general manager of the company. Mr. Magee is a young man of wide experience, and is qualified in every way to acceptably fill this responsible position. Having spent several years on the road, he is familiar with the wholesale as well as the retail business of this territory, and under his management the Pocahontas Co. is expected to prosper from the start and will be ready to do business in ten days.



Jones & Adams Co. Sell Illinois Mines.

The Jones & Adams Co., Ellsworth building, Chicago, has sold its mine at Springfield and also its mine at Catlin, Ill., to the Illinois Collieries Co. No date has been determined yet when these properties will be turned over to the new owners, but no doubt they will eventually be combined with the various mines now owned by the Collieries company. They are both large properties, well located, and will be a valuable addition to those owned by the latter.

The Jones & Adams Co. retains its docks and Chicago business, and its facilities will not be impaired by this sale. The company has other connections which will enable it to meet the various demands of the trade.

The Jones & Adams Co. own large tracts of Hocking, West Virginia and Pittsburg coal on the line of the Wabash railroad, which will likely be developed within the near future. It also holds a large acreage of Illinois coal, which, it is contemplated, will be developed soon.



The Ewen breaker and No. 14 colliery at Wimmers, Pa., were recently idle for several days, due to a wreck on the Erie road at that point.

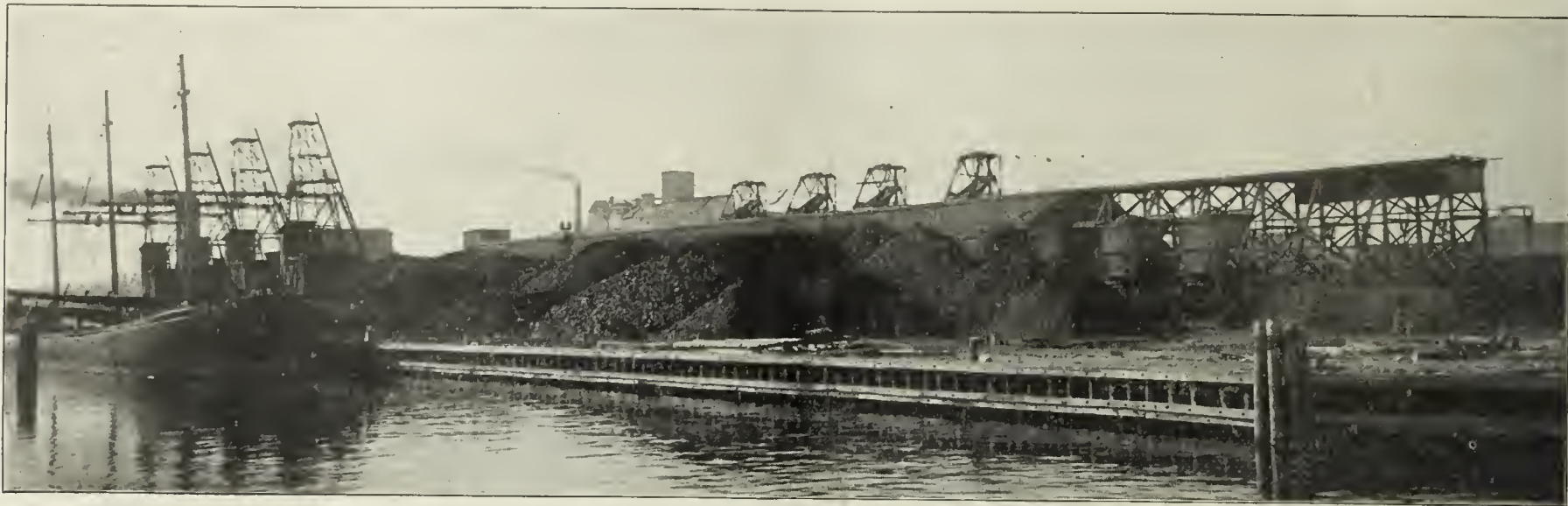
Coal Handling at Docks of the C. Reiss Coal Company

The immense tonnage of coal supplied to the west and northwestern part of the country, through the ports on Lake Michigan, calls for the most rapid handling of this product. A large amount of machinery is therefore employed in unloading from boats and into cars for shipment to western points. The accompanying illustrations—three in number—show the docks of the C. Reiss Coal Co., located at Sheboygan, Wis., Ashland and at Manitowoc. This company is one of the most important engaged in the western shipping trade

which are located at stated intervals. All these valves are operated by wire cables from the dock end of the plant.

Each of the conveyors, which were previously described, delivers coal to an elevator set at an angle of forty degrees, the latter taking the coal to a large revolving screen, which sizes it and delivers it to its respective bins over the car tracks on which it is to be loaded.

The loading capacity of these docks is very large. It is possible to load



DOCK OF THE C. REISS COAL CO., LOCATED AT MANITOWOC, WIS.

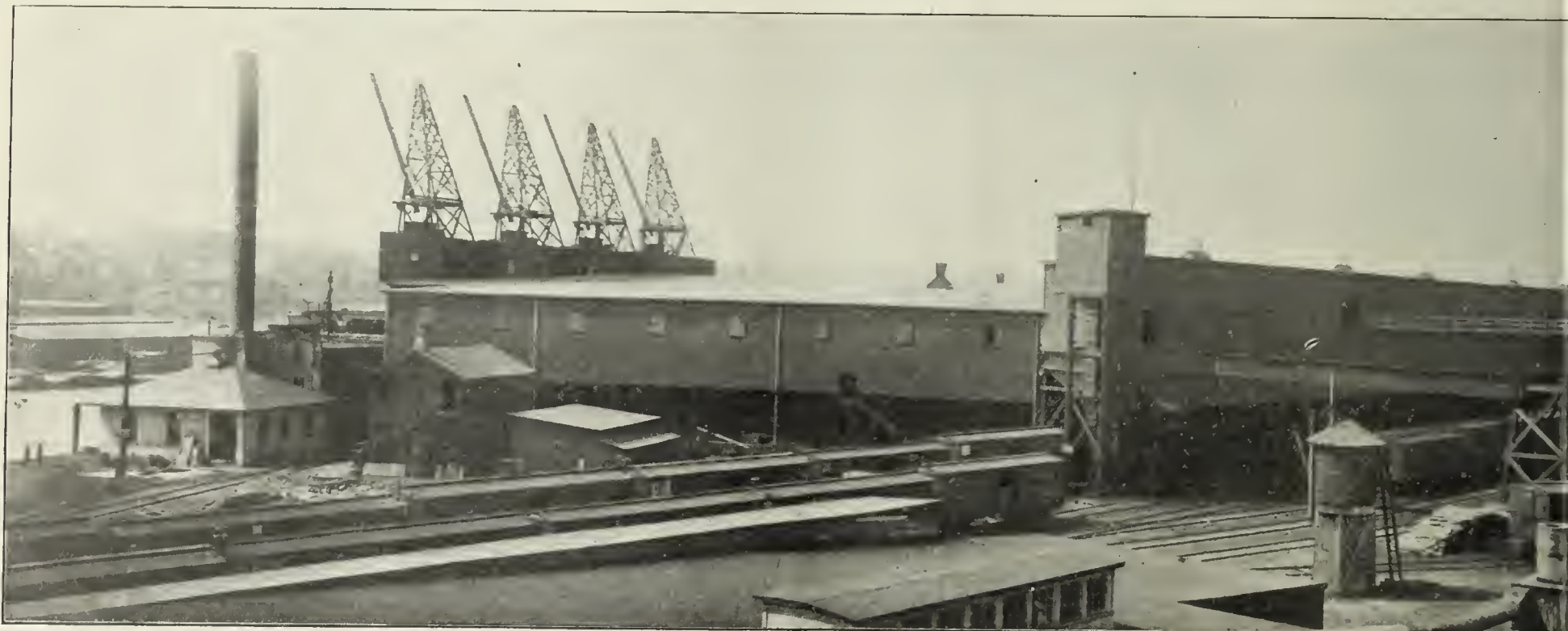
in the aggregate tonnage of hard and soft coal which it handles during the course of a year's business, and has some of the best docks on the great lakes. Capacity to handle coal quickly has always been one of the cardinal principles of the company, and it has therefore installed the most modern and efficient coal-handling machinery to be had.

The large illustration, covering two pages, is the Sheboygan dock of this company, located at Sheboygan, Wis. The anthracite plant of this dock covers an area of 400 by 500 feet. The dock is equipped with four rapid hoist towers and clam shell buckets, with a capacity of 150 tons each per hour. The

twenty-four cars of clean-sized coal at one time at the Sheboygan plant.

All coal that is shipped from this dock passes over these revolving screens, which take out all sizes smaller than those that are desirable for loading purposes. The small sizes run into a sub-hopper from the revolving screen, from which they go to a belt conveyor and are carried to the end of the pockets and re-elevated into another revolving screen, where they are re-sized for shipment.

This dock is entitled to be called an electric dock from the fact that all conveyors, elevators and screens are driven by electricity.



DOCK OF THE C. REISS

coal is distributed at any point on the docks by means of a cable railway and self-dumping cars, so arranged that 100,000 tons of coal can be stored without any trimming whatever.

On the docks this coal is thoroughly sized and is loaded into cars entirely by machinery at the rate of 5,000 tons in an ordinary working day. The dock is equipped with five conveyors, 370 feet long, running through tunnels partly beneath the floor. This coal is fed into the conveyors through valves

The C. Reiss Coal Co. has docks located at Ashland, Escanaba and Manitowoc, in addition to the one at Sheboygan. All of these properties are modern in every respect, their combined shipping capacity being 7,000 tons of coal in an ordinary working day. The two plants at Ashland and Manitowoc are thoroughly modern and are equipped with machinery which is very similar to that described in connection with the Sheboygan plant.

Of the machinery described in connection with this plant, the rapid hoist

at Lake Michigan Ports is Done Rapidly by Machinery.

towers, clam shell buckets and cable railway were installed by the J. A. Mead Co., of Chicago, and the complete conveying, elevator and screening system by the Borden & Selleck Co., of Chicago, who also equipped the other three docks of the company.

In a letter to THE BLACK DIAMOND this week R. A. Jaynes, general

known for a good many years, the expensive railroad proposition has prohibited its development.

"The field contains twelve workable veins, three feet and over in thickness up to ten feet. We are starting our operation on a vein of very high grade domestic coal, three and a half feet thick. Although we have made a careful search we have not been able to find its equal among bituminous



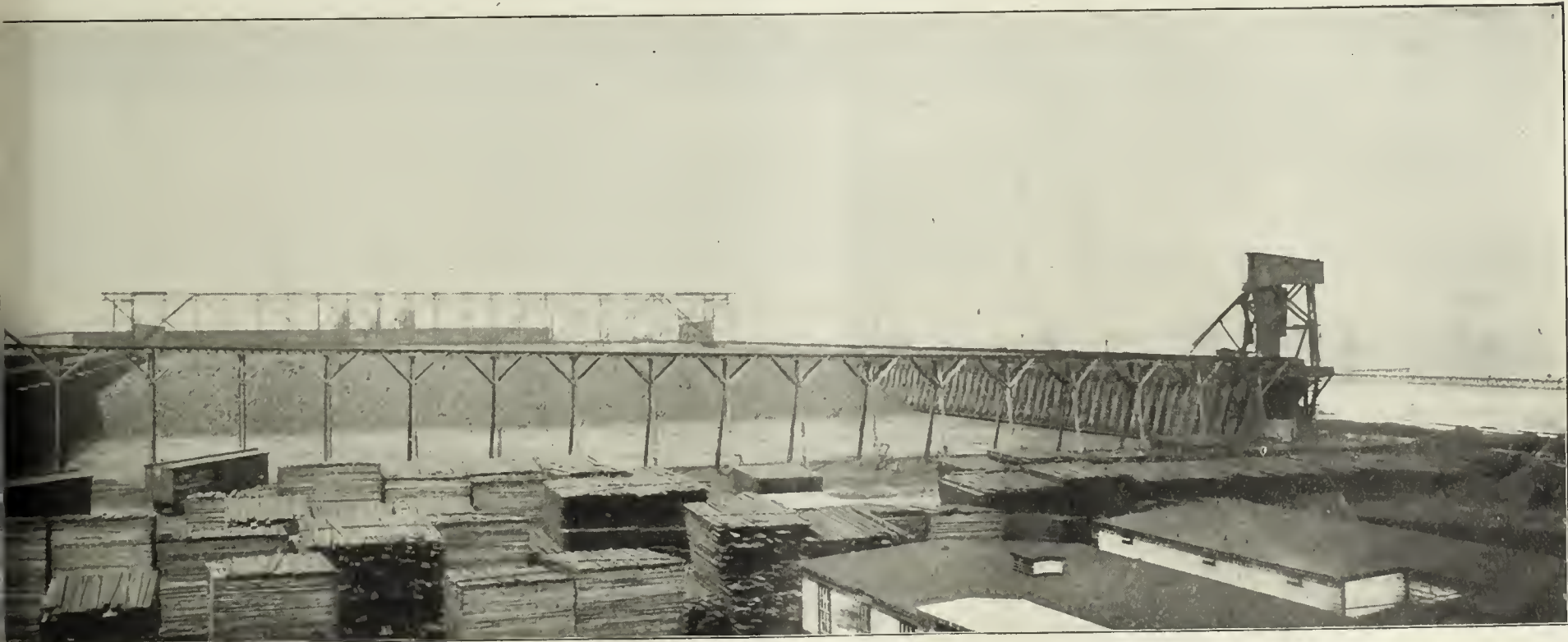
DOCK OF THE C. REISS COAL CO., LOCATED AT ASHLAND, WIS.

manager of the Darby Coal & Coke Co., Pennington Gap, Virginia, says concerning the development going on in that field:

"It occurs to me that your readers might be interested in the coal development in this field, which to us is a marvel in the qualities and quantities of coal. Our people are from Columbus, Ohio. We were brought here after a careful investigation of this most wonderful field. As an instance of its value I want to say that the Louisville & Nashville road is spending upward of \$260,000 to build seven miles of road to reach one plant

coals anywhere. The most careful analysis by prominent chemists gives us only one and a half per cent of ash. It is semi-anthracite in character and mines blocky and bright.

"We are spending a large amount of money in development and will be on the market with our coal October first, when the railroad will be completed. The seven miles of railroad has been under constant work for more than a year, which shows the difficulty which attended building it and to some extent the cost."



D AT SHEBOYGAN, WIS.

and open up the territory. The writer, until a few years ago was general freight agent of the Columbus, Sandusky & Hocking railroad, and I have no record of such an amount per mile—\$40,000, having been spent by any railroad. One of the features of this railroad improvement is tunnel 900 feet in length through Stone mountain (famous at Cumberland and Big Stone Gaps) to reach the field. This represents most emphatically the value of the coal resources of this field. While the value of this coal has been

The new shaft of the United Cities Coal Co., at West Bay City, Mich., is being sunk rapidly and it is expected coal will be reached next week.

It is reported that recently forty Pittsburg miners arrived at Zeigler, Ill., to work in the mines owned by Joseph Leiter and others at that point. The union has been ignored by the owners of this property and the non-union miners engaged are protected by a stockade and a rapid fire gun.

Western General and Personal Notes.

G. S. Blodgett, general sales agent of Dickson & Eddy, New York City, was in Chicago this week on a business trip.

P. C. Richards, resident manager of The Marmet Co., Plymouth building, Chicago, is in the east this week on a business trip.

C. M. Moderwell, president of C. M. Moderwell & Co., Old Colony building, Chicago, is in the east this week on a business trip.

George H. Lill, president of the Metropolitan Fuel Co., Old Colony building, Chicago, is in the east on a two weeks' vacation trip.

J. W. McCole is representing Coxe Bros. & Co., Inc., in eastern Iowa, as traveling sales agent in place of W. F. Farnham, resigned.

George W. Butler, shipper of coal and coke in the Fisher building, Chicago, was in Valparaiso, Ind., this week on a business trip.

George W. Wack recently bought the mine of the Standard Fuel Co. at receiver's sale, paying \$1,050 for the property, which is located in Indiana.

Nat. J. Scott, sales agent of the Illinois & Indiana Coal Co., Ellsworth building, has returned from a trip to the south, which included a visit to his old home in Memphis, Tenn.

Despite the lateness with which the season opened coal receipts at Two Harbors, Minn., have been comparatively heavy thus far this season, amounting to 50,000 tons up to August first.

F. A. Brahm, traveling sales agent for Coxe Bros. & Co., Inc., the Rookery, Chicago, with Mrs. Brahm is spending a few days at Sheboygan Wis., where he is taking his annual vacation.

W. C. Griffith, of W. C. Griffith & Co., Monadnock building, Chicago, who has been ill for several weeks past and has been in northern Michigan recuperating returned to Chicago the latter part of the week.

B. S. Haswell, secretary-manager of the Home Supply Co., Fort Wayne, Ind., was in Chicago the early part of the week on a business trip. Mr. Haswell reports that business at retail is good in Fort Wayne and that prices are being well maintained.

E. H. Nicholls, of the Metropolitan Fuel Co., Old Colony building, Chicago, is on his farm in Michigan, where he has been for several weeks past, taking frequent trips to Chicago for the purpose of looking after his extensive business interests.

A. J. McElhenie, secretary and treasurer of the McElhenie Coal Co., of Pittsburg, Kan., after a short visit at La Salle, Ill., was in Chicago recently on his way to the St. Louis exposition. He was accompanied by Mrs. McElhenie and son Chester.

The record of coal loading at Toledo, Ohio, was established recently when in twenty-two working hours 692 cars, containing 24,365 tons, were loaded into vessel bottoms. Three loading machines accomplished this feat, which is the greatest on record at that point.

Ray Hammond, secretary of the L. M. Hammond Coal Co., Plymouth building, Chicago, was confined to his home the early part of the week with a severe attack of tonsillitis, which developed as a result of the recent cool weather in Chicago. At last accounts Mr. Hammond was slowly improving.

At a meeting of the board of directors of the Bullock Electric Manufacturing Co., held on July thirtieth, W. H. Whiteside, general manager of sales of the Allis-Chalmers Co., was appointed general manager of sales of the Bullock Co., so that he will have entire charge of the sales department of both companies.

W. H. Scott, sales agent and J. H. Harmon, traveling sales agent for the Lehigh Valley Coal Co., the Western Union building, Chicago, have returned from an extended eastern business trip during which they visited the mines in the anthracite region and remained for several days at Buffalo and in New York city.

Mr. and Mrs. G. H. Conn left Chicago the latter part of the week for a vacation trip to northern Lake Michigan points, and will spend the next fortnight at Mackinac Island, Sault Ste. Marie, and other points of interest in the lake region. Mr. Conn is in charge of the bituminous department for Coxe Bros. & Co., Inc., the Rookery, Chicago.

F. O. Wyatt, general manager of the La Salle County Carbon Coal Co., Old Colony building, Chicago, who has been ill at his home on Sheridan drive the greater part of the summer suffered a severe relapse Tuesday evening of this week and his condition is somewhat serious. Many friends of Capt. Wyatt hope for his speedy recovery.

L. T. Dickason, president and J. H. Garaghty, vice-president of the Westville Coal Co., Old Colony building, Chicago, have returned from a business and pleasure trip to northern Lake Michigan points. They spent a considerable portion of their time at the Sault Ste. Marie and on Snow Island, where they recuperated and had a very pleasant time.

F. L. Jewett, treasurer and general manager of the Jewett, Bigelow & Brooks Co., Fisher building, Chicago, left on Sunday morning of this week for a trip to the mines of the company in West Virginia, after which he will go to Connecticut, his old home, where he will take a vacation of a week or ten days, returning to Chicago the latter part of the month.

The Charles R. Price Co. has been formed and has secured a suite of offices at 708 Fisher building, Chicago, where it will engage in the general jobbing trade in bituminous coals. Mr. Price, the head of the new company, is well known in the Chicago and Illinois coal trade. He was identified with the Junction Mining Co. for a number of years and three years ago opened

the Chicago office of the company as general manager. He continued in this position until the company decided to withdraw from the Chicago market. The new firm has already purchased a retail yard at Forty-third street and Stewart avenue, Chicago, formerly owned by the Universal Fuel Co., and will operate it in connection with its jobbing business.

Colonel T. N. Mordue, resident manager of Castner, Curran & Bullitt Old Colony building, Chicago, left the middle of last week on an extensive lake trip to northern Michigan points. The trip is one largely of recuperation, although there will be some business connected with it. Mr. Mordue is expected to return to Chicago the early part of the coming week.

The Trinity Coal Co., Fisher building, has secured the suite of offices in the Hartford building, Chicago, formerly occupied by the Consumers' Coal Co. and will remove to the new location within a few days. This company has recently been incorporated with an authorized capital of \$25,000. It will act as selling agent for a number of eastern and western bituminous mines.

It is asserted by officials of the Lake Superior Corporation, which owns and controls the iron industry at Sault Ste. Marie, Mich., that coke ovens at that point are a necessity and are practically assured. Francis H. Clergue is promoting the company that will build them, and it is believed something like 1,000 tons of coke daily will be produced when the ovens have been built and are in operation.

Arthur E. Lamkey, coal and coke shipper, Old Colony building, Chicago, has returned from swinging around the circle in the northwest, his tour having included a visit to Minneapolis and St. Paul, Sioux Falls, S. D., and Sioux City and Omaha. He reports that threshing demand for coal in that territory is of good proportions, but retailers are not adding materially yet to their stocks of domestic coals.

The Chicago & Wellston Coal Co., Twelfth and Clark streets, Chicago, has opened an Iowa office at Marshalltown, Iowa, to take care of its rapidly increasing western business. Arch Coleman, formerly western sales agent for the Weaver Coal & Coke Co., has been appointed to a similar position with the Wellston company and will be in charge of the Iowa office. He is a practical coal man and has had a wide experience with the Iowa trade.

W. C. Huber, western manager of the Davis Coal & Coke Co., Old Colony building, has returned from a trip to the head of the lakes at Duluth and to the copper country in northern Michigan. He reports that in the copper country business is not as active as it was a year ago at this time, although there is a fairly steady demand for coal. At the head of the lakes much coal has been received, and the docks are fairly well filled at this time.

Capt. T. A. Lemmon, one of the well known figures in the Chicago coal trade, accompanied by Mrs. Lemmon and two sons left Thursday of this week for Boston, Mass., where they will attend the national grand army encampment next week. Capt. Lemmon is a member of Columbia post of Chicago and he has charge of the arrangements at Boston for the care of his comrades. Columbia post is preparing to entertain on an elaborate scale and all of the arrangements will be completed by Capt. Lemmon.

Retail coal dealers from Appleton, and a number of other inland cities in Wisconsin, were recently given an outing at Sheboygan by the C. Reiss Coal Co. The trip was made to the latter city on a special train, and at Sheboygan the dealers were greeted by a committee representing the coal company. They were then taken for a trip on Lake Michigan on board the August B. Wolvin, the leviathan of the great lakes, and were right royally entertained by the coal company on board. The trip was a great success in every possible respect.

William H. Trow, secretary, treasurer and general manager of Paul Wright & Co., Plymouth building, Chicago, has returned from two months spent at his old home in Wales, England. His return trip was one of the quickest on record. He left London a week ago Saturday at 11 o'clock in the morning and was in Chicago last Sunday at 3:30 o'clock, traveling a distance of a little over 4,000 miles in eight days and four hours and a half. Mr. Trow returned by way of the Campanian, which made one of her fastest trips on the return passage, breaking all previous records. During his stay in Wales Mr. Trow spent most of the time near Cardiff with his father and brother. He devoted a great deal of attention to the coal industry at that point and reports that business is more or less dull with the English producers of coal, and is of the opinion that it is even duller than in this country. Mrs. Trow remained in Wales and will not return to America for a month or longer on account of hay fever, with which she is afflicted.

Judge Haney, of the superior court, at Chicago, has entered an order directing an inquiry into the business of the Consumers' Coal Co., of Chicago, by Master in Chancery Ward Sawyer. A thorough investigation of the affairs of the company, it is said, will follow. The minority stockholders of the company have made some ugly charges against President Charles F. Bumann, of the company, and it is claimed that these will be thoroughly gone over during the investigation which has been ordered. More of the methods of the company were revealed this week, when the Chicago newspapers published statements to the effect that a large part of the subscription of \$53,000 in the stock of the company was taken up by local school teachers, who subscribed for the stock at \$1.00 per share. It is alleged that on the sale of this stock \$40,000 was realized which will enter into the accounting that is now in progress. President Bumann will undoubtedly be questioned as to the disposition of this sum of money. It is asserted that a large number of the school teachers of Chicago were subscribers to the stock, and that they will sustain a considerable loss by reason of the present condition of the company. On Thursday of this week application was made in the federal court for the appointment of a receiver.

Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, Aug. 11.

The anthracite coal trade is very quiet and featureless. But little business is being transacted now that the summer dullness is on in full force and the attitude of the average buyer is one of entire indifference. Fortunately, the tonnage arriving at the shipping ports is not heavy as a result of the curtailment in the production last week and the general policy of restriction at this season in anticipation of reduced business. If there were heavy arrivals considerable congestion would likely have occurred and shippers would have been even more unhappy. As the present dullness was looked for by the producing interests during the greater activity earlier in the season, it being realized that the market would not take a full production of coal for the balance of the year, they are now arranging for a plan to diminish the output of the mines to a basis of about four million tons monthly, or such an amount as the market will require for current needs. The Lehigh Valley collieries, which were not closed down last week, with the Reading and those of several of the other companies will close down next week, while the Delaware, Lackawanna & Western will reduce its tonnage by shutting down certain mines.

Quite a Curtailment to Occur Next Week.

This will curtail the daily output to the needs of the trade and will no doubt keep the market steady and avoid any unnecessary accumulation of stocks for which there is no room and which the market will not absorb at present. The coal arriving from the mines continues to move off in a quiet way, and outside of one or two sizes, which have been in small demand for some time there is no accumulation. In some instances it is noticed that some of the larger selling interests are making personal solicitations for orders in the various consuming markets, where business is likely to be had in order to move a cargo or two of coal. This is rather unusual when compared with the great activity in the past. The eastern territory, while more moderate in its demand, is still taking care of a fair amount of business and this will be likely to increase, especially as the inland yards reached by all-rail delivery commence to move off their supplies, which should occur in a few weeks more. Some tonnage is yet going forward to the shoal-water ports and this class of trade will continue to take on an occasional cargo, as stocks are reduced, until ice makes. The lower lake and up state points are not entirely filled up yet and regular shipments are still being made to them. The west is taking all the coal that can be sent in that direction via the lakes which constitutes the bulk of the business at this time. The steam sizes are heavy, though slightly more active than they have been, but prices are unchanged at the reduced figures speculatively.

Seaboard Bituminous Trade Continues to Improve.

The Atlantic seaboard soft coal trade generally is reported in a better condition than it was. Some of the salesmen returning from their trips report a better business, while commission houses are reporting that orders are coming in in larger numbers than for some time. The tonnage shipped by the railroads up to date indicates that the loss in business this year has not been as great as is believed by some. Indeed, in one or two instances the production has exceeded that of last year. Undoubtedly profits are most affected, but it must be remembered that the preceding years were abnormal, and that the average profits are again getting down to the basis of those prevailing before the anthracite strike. Some of the lower grades of coal show very small margins of profit, probably down to ten cents, but as the grades of coal improve the return to producers certainly show to better advantage and in some of the specialties rival last year's profits. Many of the producers were a little indifferent this year in taking trade early, more so than usual, and as the best prices of the season were at the beginning they had to follow this down instead of the reverse as it has been heretofore. A number of factors in the trade believe that fall business has commenced and it is getting close to the time when this is usually the case.

New Prices on Smokeless are Well Maintained.

It is thought that the shippers at the Virginia cape ports in agreeing to maintain a fixed price on that product will have a good influence on the trade generally and tend to keep the market steady in the east. The Coastwise Carriers' Association, it is understood, has had a meeting and agreed to tie up its vessels rather than accept lower figures for charters than the minimum rates. This is to be effective until October first. The meeting had a tendency to strengthen the association and the market also to some extent. There has been a feeling all along that freight rates might be reduced, but now that they are likely to hold, forwarding is likely to become more active.

Fair Tonnage Moving to the Far East.

Trade in the far east seems to be maintaining itself fairly well and the all-rail trade to this territory is taking a fair tonnage. It is understood that for several weeks past there have been more vessels arriving with coal than could be discharged at certain wharves and it is known that vessels have had to be taken to other ports for their discharge after arriving at the blockaded points. Consignees have been hit quite hard, in cases where charters were made on the coastwise association bill of lading basis, which probably was the reason that a meeting of the association was called for the purpose of strengthening the situation among the carriers. It is anticipated that shoal-water orders ought to be coming in the market now, though free shipments comparatively have been made. Along the sound, trade is about normal. Whereas there is no noticeable activity to it, yet the tonnage moving is said to be slightly better than it was. New York harbor shows a little better tone and shippers are inclined to refuse the lower prices that have prevailed here for some time past. All-rail business is showing an improvement and on all the grades an effort is being made to get better prices.

Transportation from mines to tide is very good, while car supply is up to all demands.

In the coastwise vessel market although freights have not advanced any, vessels are scarce and it would not be strange if shipping rates hardened. We quote current rates of freight from Philadelphia as follows: Boston, Salem, Portland and Bath, 75c; Portsmouth, 75@80c; Lynn and Newburyport, 85c; sound ports, 60c; Saco, 90c and towage; Gardiner, 90c and towage; Bangor, 85@90c. New York rates are 55@60c to points around the cape.



Buffalo and the Lakes Trade.

BUFFALO, N. Y., August 11.—(*Special Correspondence*).—Dullness seems to be the keynote of the situation in both the anthracite and bituminous coal markets. The anthracite trade, which has been very quiet for several weeks past, gives no sign of a revival. Last week's encouraging features in the bituminous coal market seem to have disappeared. It was a spurt that did not keep up. The coke market seems to remain as bad as ever, and bottom prices continue to prevail. Sales agents will not sell slack at a sacrifice, preferring rather to store it.

Shipments of anthracite by lake continue to be the only active feature of anthracite business through this distributing point. The line orders for anthracite are coming in, few and far between now, and the retail trade is still very quiet. When the talk of a strike began to grow strong there was a scare with some people and they again saw visions of winter, with no coal in their cellars, as was the case during the anthracite strike of 1902. So there was a little activity for a few days in the retail trade, but it was of short duration. Chestnut continues to be the favorite coal in the line orders, as is to be expected when the people who use coal stoves are buying, as they are now.

The closing down of some of the mines did not have much effect except on the receipts of the Philadelphia & Reading. The collieries of that company were nearly all closed down last week, and that shortened the amount of coal forwarded by the company. With the coal that was on the road and here the Reading took care of the immediate demands. The effect was felt principally in the company's lake shipments, as the vessel brokers complained of poor demand for boats, because the Reading docks were not shipping much.

Lake Movement Last Week Was Light.

The shipments of anthracite by lake last week showed an increase over the previous week of only 2,000 tons, one small cargo. The lake situation can be said, therefore, to be holding steady. Last week's shipments amounted to 111,859 tons, as compared with 109,850 tons for the preceding week. This coal was consigned as follows:

	Tons.		Tons.
Superior	33,000	Sheboygan	2,100
Chicago	28,800	Gladstone	2,000
Duluth	7,603	Kenosha	1,250
Waukegan	4,850	Menominee	846
Green Bay	2,750	Bay City	560
Toledo	2,100		

The feature of this list is that the port of Superior spurted ahead of Chicago and heads the list for taking the most coal. This is probably due to the ending of the blockade of coal boats there. Vessel owners are complaining of poor dispatch for the coal boats at the other end. The coal, it is understood, is not moving away from the docks and consequently is filling them up with stock piles.

The improvement in the bituminous trade which was noticed has not held up generally this week. Some of the sales agents report that it is still holding up well with them, while all agree that it is not as bad as it was before the spurt came. If these spurts come often and leave the market better than it was before there will soon be a brighter aspect to the bituminous demand. The surplus in this market was wiped out and consequently it does not take much to give prices an impetus. Several coal men have expressed the opinion this week that the month of August will be about the poorest month which they will have during the present slump.

Many of the River Mines Are Idle.

Not many of the river mines are working at the present time. One coal man remarked that only one in five of his mines were being operated, and another said that he was getting only two cars a day here from his mines.

There have been reports that the river companies were to consolidate. An official of one of them, however, says that his company knows nothing concerning it and that it can be denied.

Within a year, according to C. W. Goodyear, the Buffalo & Susquehanna railroad, which Mr. Goodyear and his brother, F. H. Goodyear, are building, will be running into Buffalo. The new road will run from the extensive coal and timber lands in Pennsylvania owned by the Goodyears to this city, where the steel and iron plant of the Buffalo & Susquehanna Coal & Iron Co. is located. The ship canal, which will connect the steel plant with the lake and harbor, will also be ready for use about the same time. This will allow ore boats to unload at the furnaces, as is done at the Lackawanna steel plant. The new railroad will have switches to both of the large steel plants and will carry much business of both plants, particularly of coal and coke. Parts of the road are in operation now near the southern terminus of the proposed line. It enters New York state in Allegheny county and will be almost an air line from the coal lands to this city.

The Lackawanna steel plant is now receiving about fifty-five cars of slack daily from the Buffalo, Rochester & Pittsburg railroad. About one-half of the amount is from its own mines in Indiana county, Pennsylvania, to which

the B., R. & P. road has recently built lines. This slack is being used in coke ovens for coke for the company's use. These new coke ovens are fast nearing completion. The company has erected eleven coke stacks and ten batteries, each battery consisting of forty-seven ovens. It is planned to have twice this number of batteries in the complete equipment. The output of the coke plant, as far as it is completed, has, it is understood, reached as high as 800 tons for one day. When the plant is in complete operation it is expected that each of the twenty batteries will average 140 tons per day, making the total output 2,800 tons daily. With the plant complete it is expected that all of the by-products will be saved and utilized. There has been some doubt among coal men whether this would be practicable, but the company officials are sure of the success of the plan.

The reconstruction of the Buffalo division of the Wabash railroad, which is used jointly with the Grand Trunk, has now been completed. The work has involved an expenditure of about half a million dollars. The chief work, which has been going on for over a year, consisted in the reconstruction of the bridges on the division, so that the heaviest motive power on the road could be run over it. The part of the division from Buffalo to St. Thomas was completed last summer, and the remainder from St. Thomas to Detroit was finished last week. Besides that work all the passing tracks on the division have this summer been lengthened so as to accommodate 100 cars each. Also several new passing tracks were put in of this standard length. This will greatly increase the facilities of the Wabash. The joint yards of the Grand Trunk and Wabash at Fort Erie will, by the end of this month or the middle of September, have their capacity increased from 900 cars to about 3,000 cars. The need for better terminal facilities for these roads at Fort Erie has been felt for some time and the work was commenced last fall. The work has just been taken up again and will be completed in about six weeks.

J. B. Irish, of Irish Bros., of Philadelphia, was in the city this week. He did not announce any successor to their sales agent here, H. E. Smith, who resigned recently. Other visitors here were Noel Marshall, president of the Standard Fuel Co., of Toronto, and W. H. Scott, sales agent of the Lehigh Valley at Chicago.



Boston and the New England States.

BOSTON, MASS., August 12.—(*Special Correspondence*).—Anthracite coal is in somewhat less demand throughout this territory than it has been for some months past. The decrease, however, has not been so severe as that which has developed in some of the other districts, and the trade is still taking a fair amount of coal. Indeed, New England trade is acting as a safety valve to coal at tidewater shipping points or in cars on the main lines, for which there are no orders, as it generally finds a market here somewhere. Yards are not overfilled with coal, and it is going into consumers' bins daily, which is making holes in the stock piles and a call for additional tonnage so long as rebates on circular prices are in force. This is resulting in a steady movement of the product as it arrives at the receiving ports. As yet there is no accumulation of any amount. Some stocks, of course, will be stored at available points from this on for distribution during the winter months in anticipation of storms interfering with transportation, but little has been accumulated so far because of its steady absorption by the trade. There is also a fair demand for all-rail shipments. Many of the yards which are limited as to facilities find themselves short of coal as stocks are diminished and continue to put in orders for future shipments. This business, while generally of a small character, is very desirable at this time and shippers are competing keenly for it, frequently offering inducements of one sort or another to facilitate delivery. They extend the "free" time for unloading cars, or even make orders of past months that were cancelled at that time by the monthly advance in price good for shipment now. Prices generally are well maintained. There is little complaint in regard to them, both at wholesale and retail. The retail circular remains unchanged, but an advance in price is likely to occur shortly. At Worcester prices at retail have gone up fifty cents a ton, and at Pawtucket and Providence the advance has been twenty-five cents a ton.

A Slight Improvement in the Bituminous Trade.

There are indications of slight improvements in the soft coal trade, and the outlook at the moment is somewhat more encouraging for a better demand. The advance in price on New River and Pocahontas coals, made effective a week ago, is said to be well maintained and is having a good influence on the market, preventing the accumulation of cargoes offering through the absence of lower speculative figures. The vessel situation is also a feature worthy of the buyers' attention, in that if the latter do not take advantage of the low rates now offering coal will be likely to cost more money later from the fact that the carriers' association decided, at a recent meeting, to enforce the full schedule rates and if necessary to lay up any vessel tonnage until it was needed in the trade. The all-rail demand is comparatively more active and shows a fair increase in business. Sound ports, too, are calling for more coal, and this, it is thought, will further improve as the season advances. Vessel rates are unchanged, though firm, and craft of all kinds is scarce. New York quotes to points around the Cape, 55@60c; Philadelphia and the further lower ports, 75@80c.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., August 12.—(*Special Correspondence*).—With the quieter conditions now prevailing in the anthracite trade, which is natural at this season of the year, a restrictive policy in regard to output will be followed by all the producing interests until such time as the demand improves to warrant an increase. Shipments to market since the opening of the season have been large, and if anything a little in excess of previous years, making it necessary to reduce the tonnage in order to average up on the total requirements for the year. Some orders continue to come in, and for the special grades there seems to be enough business to take all of this

coal that can be supplied at present. The principal demand is for steam sizes to apply on regular contracts. While it is not urgent, there is enough business to keep things moving steadily and to prevent any excess accumulation of such coals. Shipments coastwise, beyond the Capes, are fairly regular, and it is thought this business will continue on this basis until it is improved by colder weather. Shoal-water ports are still in need of some tonnage and are calling for occasional cargoes in such quantities as will meet their requirements to carry them over the winter months. At retail the demand from householders has slackened off to a point where dealers have not enough orders to keep them busy. If it were not for the steam trade they would not be able to keep their trucks employed. In another week or two, however, with the return of people from their summer homes, an improvement is looked for, many not having put in their supplies before leaving for the summer.

Bituminous Prices Show a Little More Strength.

There is little change to note in the bituminous coal market, though business is slightly better and a stronger tone prevails, due to the fact that producers now expect the fall demand to commence and are less desirous of selling at a sacrifice. Spot coal has not been so plentiful lately in this market, and in consequence speculative buying and shopping for low-priced coal has not been so prevalent as it was. This is having its effect on the regular grades by making prices firmer and in some cases resulting in advances. Everybody looks for an increased demand from the tidewater points, which should develop some business, now that ocean freights are at a minimum for the summer season, vessels plentiful and weather is most favorable. It is practically known that freights will later advance, and vessels are likely to be short, as already the carriers' association has held meetings agreeing to lay off such vessels as are not needed until the market improves and association rates and terms can be obtained. This, when one considers that stocks in consumers' hands are light, is a most opportune time to get some coal ahead, as later orders may be delayed by a rush or interference by poor transportation. Car supply is up to all requirements and coal is making good dispatch en route to all points of delivery. In the vessel market there is a slight shortage of craft, but rates are unchanged. Quotations from here are 75 cents to Boston, Salem, Portland and Bath; Sound ports, 60c; Lynn and Newburyport, 85c; Portsmouth, 75@80c; Bangor, 85@90c; Saco and Gardiner, 90c and tonnage.



Baltimore Coal Conditions.

BALTIMORE, MD., Aug. 11.—(*Special Correspondence*).—The Associated Merchants of western Maryland are making insistent demands that the Baltimore & Ohio railroad shall remove what they characterize as discrimination in freight rates against small vein coal mined by independent operators in the Georges Creek region. A delegation representing the association met First Vice-President Randolph of the railroad a few days ago and laid their grievances before him. The operators claim that small vein coal farther removed from tidewater is delivered there by this railroad at a less rate than is charged that class of mines in the Georges Creek region. In asking for what they claim is a proper rate the members of the association say that such rate would greatly improve general conditions in the mining districts of western Maryland. It would, they claim, give employment to hundreds of additional miners, besides saving operators who have invested capital from ruin. The association claims the existence of a differential rate whereby Georges Creek coal suffers fifteen cents per ton as compared with the Meyersdale region of Pennsylvania, and Austen, Kingwood and other West Virginia districts.

How Production of Small Operators Has Fallen Off.

Last year, the Association declares, the output by the small vein operators of Georges Creek region was about 250,000 tons. This year, they say, it will be under 125,000 tons and they blame the differential, or rather the lack of a proper differential. It is claimed that the excessive freight rate has driven much capital from the small vein field and that unless relief is given the industry must come to a standstill. The statement of State Geologist William Bullock Clarke, that the areal extent of the small vein coals is greater than that of the big veins, and that the volume of coals in the former is far greater than in the latter, is also presented by the association. The Baltimore & Ohio has taken the matter under consideration.

Another coal situation in which the railroad is conspicuous is outlined in a suit brought by the Pennsylvania Coal & Mining Co., of Belington, W. Va., this week, asking that the railroad company be compelled to handle the output of its mines. The petition sets forth that the plaintiff owns 4,000 acres of coal land and has opened mines thereon and that now being ready to commence active operations the railroad company positively refuses to haul the coal unless the mining company gives it an absolute deed to the side tracks and binds itself to ship all its output, both coal and coke, over the Baltimore & Ohio lines. The officials of the road say that the mines are a half mile from the tracks of the company and that therefore they have no coal to haul. The company, however, had offered to run in a siding under usual contract conditions.

A league of the independent soft coal mine operators of Maryland and Pennsylvania is contemplated and a meeting of those interested is to be held at Altoona, Pa., in September. Judge J. B. McEnally, representing about 100 of this class of operators, is the leading spirit in the movement. It is proposed to call the organization the Bituminous Coal Trade League. The object is to make it strong enough to protect the small operators in all their claimed rights. It is said the Pennsylvania and Baltimore & Ohio railroads are actively opposing the formation of the league.

Coal business in both kinds is extremely dull in Baltimore. There should be a great vessel movement, but the number of charters is discouragingly small. Freight rates are quoted by the vessel agents as follows: Bath, Maine, 95 cents; Boston and Portland, 85 cents; Galveston, \$1.35; Jacksonville and Charleston, 90 cents; Savannah, 75 cents; Port Royal, \$1.00; Velasco, Tex., \$1.50; Tampico and Vera Cruz, \$2.00; Key West, \$1.80.

Eastern General and Personal Notes.

William H. Sayre, first vice-president of the Lehigh Valley Coal Co., went to the Adirondack mountains last week to enjoy a month's vacation.

Lester H. Monks, of the Warren & Monks Co., Boston, was in New York the early part of the week and spent several days at their office here in the interest of the company.

E. E. Loomis, vice-president of the Delaware, Lackawanna & Western railroad, accompanied by his wife, sailed for Europe on Tuesday of this week to enjoy a rest of about six weeks.

Coal shipments to Toledo docks, via the Hoeking Valley, Toledo & Ohio Central for July break all previous records. The total was 415,000 tons, which is 56,000 more than the largest month last year.

Vice-President Theodore Voorhees, of the Philadelphia & Reading Railroad, who has been abroad for several months enjoying a rest, will sail for home from Cherbourg on Wednesday, August tenth.

James T. Russell, of the Maryland Coal Co., New York, has gone to his cottage at Atlantic City, to enjoy a well earned rest. He will remain there for several weeks in order to recover his usual physical vigor.

Daniel Anthony, shipper of all-rail consignments of the Lehigh & Wilkesbarre Coal Co., left the first of the week for Lake Placid in the Adirondacks, where he will remain for about ten days on a vacation.

C. R. Ellicott, resident manager of the Andersen Coal Mining Co., has been spending a good deal of his time in New York lately, in the interest of "Peerless coal," and it is not unlikely that the company may open offices here in the near future.

W. G. Sharp, general manager of sales, of the Consolidation, Fairmont and Somerset coal companies, returned from abroad on Wednesday of this week, via the steamship Kaiser Wilhelm der Grosse. Mr. Sharp was away for two months and is in excellent shape physically.

Joseph Dickson of the firm of Dickson & Eddy, who went to the mountains several weeks ago for his health, is reported as improving and the last week has been the best he has yet had. Mr. Dickson will remain in camp all summer to fully recover his physical condition.

Louis P. Miller, of Corning, N. Y., sales agent for the Beech Creek Coal & Coke Co., was in New York last week for several days in the interest of the company. He reports business about normal for this season of the year and looks for the usual increase in fall orders.

R. I. Middleton, for several years identified with Thomas Stokes, in the coal business in New York City has gone into business on his own account, under the name of R. I. Middleton & Co. He has identified with him in the company, Charles W. Hall and George B. Hall. They have opened a yard and offices at 27 east Seventeenth street, New York.

The firm of Weber & Bunke are showing a progressive spirit in the development and growth of their business and are increasing their facilities for handling coal. They are now erecting new coal pockets at the foot of west Ninety-sixth street, New York, which will be equipped with the most modern appliances and have sufficient capacity to give the trade good service.

Owing to the numerous complaints lately of the emission of smoke from the locomotives of the New York, New Haven & Hartford railroad entering New York, the company has appointed two travelling engineers to study the problem. The company orders the inspectors to watch the firemen to see that the latter do not cause more smoke than is necessary.

A meeting of the Bituminous Coal Trade League, for the purpose of formally organizing and perfecting that organization, will be held at Altoona, in September. The call for the meeting will be issued by ex-Judge J. B. McEnally, of Clearfield, Pa., who will act under instructions from about one hundred operators and shippers, who have signified their readiness to proceed on the lines recently designated by the committee.

General Manager W. J. Richards, of the Philadelphia & Reading Coal & Iron Co., last week announced the following appointments of superintendents and engineers of the company's mines: Edward E. Kaereher, assistant division superintendent at Pottsville; Michael Doyle, assistant mining engineer, at Tremont; William Tiley, outside superintendent, Minersville and St. Clair districts; William Rubright, outside foreman, Silver Creek colliery; Dr. J. C. Newhardt, chief veterinarian.

The Lenape is the name of another seagoing tug which was launched last week from the plant of John H. Dialogue & Son, Camden, N. J., for the Philadelphia & Reading Coal & Iron Co. Miss Edith Tull, daughter of Richard Tull, treasurer of the Reading companies, acted as sponser. The tug is the tenth of a fleet built to handle coal shipments between Port Richmond and the New England ports and is said to be one of the best and most powerful in the fleet. It will be ready for service next month.

L. J. Daft, of the Ingersoll-Sergeant Drill Co., in charge of the mining machinery, left last week for the mountains to take a short rest. Mr. Daft has not been in good health lately, owing to malarial troubles, and believes the change to a higher altitude for a period of time will restore him physically. Mr. Daft is well and popularly known throughout the coal regions, having devoted many years of his life to equipping mines with machinery of the most modern type. He has a wide knowledge of mining and mechanical engineering which ably qualifies him in this line of service.

The Lytle colliery, recently owned by the Susquehanna Coal Co., and a subsidiary corporation of the Pennsylvania railroad was sold last week to the Manor Real Estate & Trust Co., of Philadelphia for the sum of \$350,000. The purchasers also assumed the payment of mortgages on the property. The product in the future from this colliery, which is one of

the largest in the lower anthracite fields, will in part continue to be shipped over the Pennsylvania railroad, but connections will also be made with adjoining lands of the Philadelphia & Reading Coal & Iron Co., which will give the Reading railway a proportion of the shipments.

The Boston Chamber of Commerce reports receipts of domestic anthracite and bituminous coal at Boston, Mass., the past month, and since January first this year, compared with the same period the previous year as follows:

	1904.		1903.	
	Month.	Year.	Month.	Year.
Anthracite	199,057	1,254,828	240,011	1,286,435
Bituminous	222,487	1,393,296	243,423	1,325,463
Receipts of provincial soft coal for the year to August first, 1904, were 320,991 tons.				

After much time and labor have been spent by the citizens of Philadelphia in an effort to eliminate the smoke nuisance by securing ordinances to govern it it has at last accomplished the results which were sought after. Fifty-one hundred letters containing a copy of the smoke ordinances were sent out to manufacturers and heads of industrial establishments by the Bureau of Boiler Inspection, notifying them to comply with the ordinance designed to abate the smoke nuisance. The ordinance which goes into effect on October first, imposes a fine of \$20.00 for each violation and reads as follows: "An ordinance to regulate the emission of smoke from chimneys, stacks, flues or open spaces within the city of Philadelphia; providing a color scale for the measurement of the degree and darkness of such smoke; making it unlawful to permit the escape of smoke of certain degrees of darkness, and providing a penalty for the violation of this ordinance.

The Delaware & Hudson Co. has issued orders to the coal department, for the repair of the long abandoned coal docks at Honesdale, to be ready for receiving coal by October first. When the canal was in operation the Delaware & Hudson Co. generally carried about half a million tons of coal on these docks in order to supply the boats promptly as they arrived. Coal was also stored on the docks at Seeleyville at that time, and was conveyed by chutes into D. & H. cars and taken to the Erie pockets where it was loaded into Erie cars. Since the canal was abandoned and the gravity system has been changed to a steam road, no coal has been handled or stored near Honesdale. Prior to the recent strike of the miners a trestle several miles long was erected and the docks arranged for the storing of coal. These facilities were never used. The purpose of the company is to carry a certain proportion of its surplus stock for winter distribution at that point. In the event of trouble at the mines at any time a large tonnage could be stored there to provide for the needs of the trade.

The Bureau of Statistics of the Department of Commerce and Labor reports the exports of coal and coke from the United States for the six months ending June thirtieth, as follows: Anthracite 1,124,295 tons, an increase of 39,297 over the same period in 1903; bituminous 2,788,417 tons, exceeding the same period last year by 131,472 tons. Coke amounted to 268,968 tons, an increase of 63,046 tons. The coke product went chiefly to Mexico. Canada is still the largest user of anthracite, taking 2,296,870 tons of the total shipments. Mexico is next with 500,542 tons; Cuba received 235,332 tons and the other West Indies 139,887 tons. The balance went in smaller amounts to other countries. The imports of coal for the six months reported by the Bureau are 820,150 tons, a decrease of 1,469,306 tons from the corresponding period of last year. Imports were chiefly along the Pacific coast, Canada sending the largest tonnage, amounting to 639,947 tons. Australia was next with 108,558 tons, while Great Britain sent only 40,997 tons as against 1,211,524 tons for the corresponding period in 1903.

Freight Rates to Foreign Ports.

Reported by W. W. Battie & Son, ship and steamship brokers, Produce Exchange, New York.

As is usual in August, there is very little demand for steamers for the export coal trade, and the past week has been no exception to the rule. Three or four boats have been chartered to Cuban, West Indian and Mexican ports at rates recently quoted, and there is little, if any, change in freight quotations. There is no demand for tonnage for South American or far east ports, and few steamers are offering for Mediterranean coals.

We would quote freight rates by steamer as follows: \$1.25@1.30 to Havana or Matanzas; \$1.75 to Cardenas or Sagua; \$1.50 to Cienfuegos; \$1.35 to Port of Spain, Trinidad; \$1.50 to St. Lucia; \$1.45 to St. Thomas; \$1.50 to Barbadoes; \$1.35 to Kingston; \$1.25 and port charges to Curacao; \$1.85@1.95 to Demerara; \$1.70@1.75 to Bermuda; \$1.40@1.45 to Tampico; \$1.40@1.45 to Vera Cruz; 10s@11s to Rio or Santos; 8s@8s 6d to a direct port in the Mediterranean, not east of the west coast of Italy, Spain excluded; \$5.00@5.12½ to Manila.

The breaker of the Reliance Coal Co., near Junction, Pa., is rapidly nearing completion and it is believed that coal will be shipped from it the early part of next month. It is the intention to mine the coal from Morgan's slope, which adjoins that of the Erie company.

It is reported the Buffalo, Rochester & Pittsburg railroad has made a contract by which it agrees to supply the Lackawanna Steel Co. plant at Buffalo, with 300 cars of coal daily. About half that number of cars are being handled now over the Indiana branch of the road.

Retail Coal Associations of the United States:
Retail Coal Dealers' Association of the New England States.
Retail Coal Dealers' Association of Illinois and Wisconsin.
Mid-State Retail Coal Dealers' Association.
Northwestern Retail Coal Dealers' Association.
Wholesale and Retail Coal Dealers' Association of Ohio.
Michigan and Indiana Retail Coal Association.
Coal Dealers' Association of Iowa and Nebraska.
Ontario Coal Association.
New York and Pennsylvania Retail Coal Dealers' Association.

A DEPARTMENT

For the

RETAIL TRADE

CURRENT NEWS AND COMMENT IN THE
RETAIL COAL TRADE—SUGGESTIONS AS TO
ADVANCED BUSINESS METHODS THAT
HAVE BEEN TRIED AND HAVE PROVED
SUCCESSFUL—PERSONAL NOTES OF CHANGES
IN THE TRADE—HINTS CONCERNING
PROPER ADVERTISING. :: :: :: :: :: ::

The Western Ontario Retail Coal Association has been organized in the western part of the province of Ontario and has elected officers. The new organization starts out under very favorable terms. It has a fair membership to begin with and although it is only two months old has added many members recently. An effort will be made to enlist the larger proportion of the legitimate retail dealers in Ontario in the organization as speedily as possible. At the first meeting of the organization, held the latter part of June, the following officers were elected: President, J. C. Hay, Listowell, Ontario; vice-president, William Heaman, London; secretary-treasurer, W. A. Martin, London. Executive board—F. M. Griffin, St. Thomas; A. J. McIntosh, Woodstock; R. Wilson, Seaforth; F. Mann, Brantford, and John McDonnell, Hensall. In a letter to THE BLACK DIAMOND, Secretary Martin this week says: "I beg to inform you that this association was formed last month and that the attached letter was sent out to the dealers of western Ontario. Our membership is growing rapidly and we would be obliged if you would kindly announce the forming of the association in your columns."

Western Ontario Retail Coal Association Organized.

A. Martin, London. Executive board—F. M. Griffin, St. Thomas; A. J. McIntosh, Woodstock; R. Wilson, Seaforth; F. Mann, Brantford, and John McDonnell, Hensall. In a letter to THE BLACK DIAMOND, Secretary Martin this week says: "I beg to inform you that this association was formed last month and that the attached letter was sent out to the dealers of western Ontario. Our membership is growing rapidly and we would be obliged if you would kindly announce the forming of the association in your columns."

Letter Explains Scope of the Association.

The letter which has been sent out for the purpose of enlisting dealers in the association is as follows:

"At a meeting of about seventy retail coal dealers of western Ontario, held at London, Ont., on June twenty-ninth, it was unanimously decided to form this association, and the above officers were elected for the ensuing year.

"It is the intention to conduct the affairs of this association in the same manner as some of the more successful associations in the United States, which have been a great help to their members in correcting abuses which could not have been remedied had they been working as individuals instead of in a body.

"The encouragement we have already received from operators, shippers and retailers is proof of the value this association can be made to the coal trade in general.

"We want every retail coal dealer in the province, west of Toronto, to give us his support and assistance—the larger our membership the greater our strength. The fee has been placed at \$3.00 for this year, and we would be pleased to receive your application at once, as a list of the members is being prepared for the shippers.

"We would also be obliged if you will kindly send the secretary a list of the regular coal dealers in your vicinity, as we wish to be careful and not invite anyone to join us who is not fair and honorable to his fellow-dealers and who has not the facilities for doing a legitimate coal business, such as an office, scales and storage for at least five cars of coal.

"Please sign the enclosed application for membership and return it with \$3.00, and when accepted you will be advised by the secretary.

"After becoming a member you are requested, should trouble of any kind arise in your market, to correspond with the secretary, who will use all the power of the association to settle the matter satisfactorily.

"Our purpose is to keep trade in legitimate channels and to make the association useful and influential every retail coal dealer should join."



Iowa Production of Coal for Year.

Iowa's coal production for the fiscal year ending July first was 7,800,000 tons, as against 6,852,686 for the preceding year, showing an increase of 947,920 tons in the year. Detailed reports will show that over eighty per cent of this increase comes from Polk, Marion and Monroe counties, while Mahaska and Keokuk counties will show a falling off.

The value of the coal produced in the state is put at \$13,948,989, an increase of \$2,644,351 over the preceding year.

Two years ago Iowa stood ninth in coal production. The states leading it were Alabama, Colorado, Illinois, Indiana, Kentucky, Ohio, Pennsylvania and West Virginia. It now stands eighth, having passed Colorado in the number of tons mined.

In relation to the value of the product Iowa stood seventh two years ago, its smaller tonnage being worth more at that time than the larger tonnage of Colorado and Kentucky.

In the value of the increased output last year, Iowa stands sixth. Illinois, Indiana, Ohio, Pennsylvania and West Virginia showing a greater value in dollars and cents.

The percentage of increase was greater in Iowa than in any other states excepting only Illinois, Pennsylvania and Ohio.



J. W. Williams, of Hazleton, Pa., has been appointed superintendent of the Kaska William colliery near Hazleton, Pa., in place of Thomas Reese, who has resigned to take charge of a bituminous property in the south.

New Secretary of Northwestern Retail Coal Association.

G. H. Reeves, who has been elected secretary of the Northwestern Retail Coal Dealers' Association is well equipped for the position which he has been selected to fill. He has been identified with the coal trade for the past twelve years and previous to that was connected with the railway industry for twelve years in various important capacities. The coal business and railroad interests are so closely linked together that a man who has had training in each is thoroughly competent to master conditions in the former. In the position of secretary of this association Mr. Reeves will have a large fund of experience in both lines which ought to be of immense benefit to the members of the Northwestern Association, and which should make him a valuable man to that organization. Undoubtedly he will meet with much success in his new work, and he certainly will have a wide interest on the part of the members of the association to sustain him in it.

Mr. Reeves was born in Bradford, Penobscot county, Maine, in 1863. When thirteen years of age he removed west with his parents, who settled at



G. H. REEVES,
NEW SECRETARY OF THE NORTHWESTERN RETAIL COAL DEALERS'
ASSOCIATION.

Zumbrota, Minn., in 1876. In the early years of his life he worked on a farm and obtained a knowledge of what manual labor is. At Zumbrota he attended school until he was eighteen years old, but at that age left home and took a position as night telegraph operator in St. Paul on the old St. Paul & Duluth railroad, which is now a part of the Northern Pacific system, having mastered telegraphy in spare moments in the railroad depot at his home in Zumbrota.

For twelve years Mr. Reeves was connected with this railroad at different points—St. Paul, Stillwater, Taylors Falls, White Bear lake and Duluth—in various capacities, as telegraph operator, billing clerk, cashier, station agent, and lastly as traveling freight and passenger agent.

Mr. Reeves resigned his position with the railroad to engage in the retail coal and commission business at Duluth, where he was very successful and where he remained until he was offered and accepted a position with the Lehigh Valley Coal Co. as traveling sales agent in 1897. He continued with this company up to the time of his election as secretary of the association. His thorough knowledge of the retail business attained in Duluth, and his wide acquaintance among the coal dealers of the northwest, most of whom he knows personally, will be of great advantage to him in his new work.

In The Field of The Retail Dealer.

Written for The Black Diamond.

Last week I referred to some of the plans that can be employed to make the coal office the center of attention and to advertise the retail coal business.

There is a new method being employed in some lines of business which is meeting with great success.

It originated with "Tom" Murray, a retail dealer in gents' furnishing goods in Chicago. He called himself to the crowds "Tom" and pasted the front windows of his place of business full of bulletins concerning his business and what he had to sell.

Ordinarily such bulletins as these would not attract much attention. They did in this case because they were written in a crisp style, which had in it the element of novelty and aroused the curiosity of the passing pedestrian to such an extent that he paused to read one of them, and then stopped to read the next one and so on, until if he passed that corner it became an every day occurrence with him.

These bulletins were written with a heavy pencil on ordinary wrapping or manila paper and were pasted on the window glass of the store, which happens to be on a conspicuous corner down-town, where everyone could see them.

The expense involved in preparing them was the value of Tom's time, and a few pennies which he invested in blue and black lead pencils and manila paper.

Outside of this there was no expense whatever, and the cheapest kind of advertising was made the most effective in this case.

If I was in the retail coal business—and I sometimes long to be back in it, just to try my hand—I would utilize Tom's idea.

I have an itching to try it and I believe if I did it would be about the best trade winner I ever adopted.

I would prepare a dozen or more signs or placards, whatever you want to call them each morning before I attended to my other work and would post them in a conspicuous place outside of the office. If I had only a small window, I think I should erect a fairly large bulletin board on a post in front of the office and I would talk to the world at large through this medium.

There are a whole lot of bright things that can be said in connection with the coal trade in this way which will attract attention to a retail coal business.

It has been rather chilly in Chicago this week. If my office was here I would ring in the changes on the weather for a starter:

FROST IN MANITOBA THIS MORNING—
THEY ARE BUYING COAL UP THERE.
HAVE YOU STOCKED UP YET? BETTER
TRY A FEW TONS OF MY BEST AN-
THRACITE.
JAMES.

Then if you want to lapse into poetry you might spring another one which reads something like this:

"THE FROST IS ON THE PUMPKIN"
THIS MORNING. DOES IT MAKE YOU
THINK OF HARD COAL? IF IT DOES I
HAVE GOT IT—TO BURN—ONLY EIGHT
DOLLARS THE TON, DELIVERED.
JIM.

Of course, it may not be advisable always to refer to the weather in putting out your bulletins. You might try a little different line. How would one like this do:

PHEW! 103 IN THE SHADE. DOES NOT
SEEM LIKE COAL WEATHER, DOES IT?
NEVER MIND, THERE ARE ONLY 69
DAYS TILL WINTER. BETTER GET
YOUR COAL NOW WHILE IT IS CHEAP.
TRUTHFUL JAMES.

This plan might be followed up by putting out a placard of this character every day, changing the number of days till winter actually comes. People who read it would become interested and would drop around to see this one sign frequently with a view to ascertaining how long it would be before cold weather. They might walk a dozen blocks out of their way for this purpose, whereas, a moment's thought would reveal to them how many

days it was till winter. But such is human nature. It is thoughtlessness and carelessness that causes us a large amount of extra work.

For a week before the end of the month if there is to be a change in the retail price of anthracite, the dealer ought to ring in the changes on this subject. Here is an idea along that line:

I DON'T WANT TO DO IT—BUT I MUST.
UP GOES THE PRICE OF COAL ON THE
FIRST—BUY IT NOW AND PUT THE
MONEY YOU SAVE IN THE BANK. THIS
IS GOOD ADVICE.
JOLLY JIM.

And then there is still another way of looking at the same subject:

A FRIEND OF MINE SAVED \$10.00 BY
BUYING HIS HARD COAL—TWENTY
TONS—IN APRIL, AND IS GOING TO BUY
AN AUTOMOBILE. YOU CAN SAVE \$2.00
BY BUYING IT NOW—AND RIDE IN THE
STREET CAR.
JUMPING JIM.

But all of this advertising should not be devoted to anthracite. In fact there is a grave question in my mind if a large part of the advertising of this character should not be devoted to soft coal. It depends almost wholly upon the locality. In the eastern states, especially in some of them, so little soft coal is burned for domestic purposes that it might be a waste of time to attempt to push it. On the other hand, in the extreme west it would scarcely pay to give much attention to anthracite oftener than once a week, but the whole energy of the dealer should be devoted to increasing his bituminous trade. He can accomplish this by calling attention to it in such a way that consumers will get interested in it. Here are a few samples of what may be done along that line:

THIS IS NOT A TESTIMONIAL, IT'S
THE TRUTH. A LADY FRIEND OF MINE
WRITES: "YOUR SOFT COAL IS GOOD
FOR THE COMPLEXION — IT'S NOT
SOOTY."
SOFT COAL JIM.

Then here is another idea that may do when you lack a better one.

DID YOU EVER HAVE COLD FEET? IF
YOU HAVE HAD USE MY EXTRA FINE
SOFT COAL. IT WILL KEEP YOUR FEET
WARM AS WELL AS YOUR WIFE'S.
ISN'T THAT WORTH SOMETHING?
SLANGY JAMES.

These may do for placards of a general character, although at the best they are only suggestive. Where one is describing a special coal with a large number of talking points, many bright ideas can be brought out. For instance, with a smokeless coal one might use this:

THERE IS A LAW REQUIRING SMOKE
CONSUMERS — WITH OUR PEERLESS
SMOKELESS SOFT COAL IT IS A DEAD
LETTER. YOU DON'T NEED ANY SMOKE
CONSUMER. IT'S ALL COAL AND NOT
ALL SMOKE.
JUST JIM.

I know that coal would have to be pretty good in the bituminous line to come up to those specifications. But at the best I am only attempting to

suggest ideas to you. I am not a sign writer. If I was I would not be so prolific of advice as I am, but would confine myself to my trade, when I was not on a strike. The strong point to bring out in advocating the purchase of soft coal by consumers is its heating value. For instance, here is an idea:

ALL ENGINES ON THE X. Y. Z. RAILROAD
MAKE SIXTY MILES PER HOUR. THEY
BURN NOTHING BUT PETULAMA SOFT
COAL. I SELL IT IN THIS TOWN. IT
HAS THE HEATING POWER AND WILL
MAKE YOUR RANGE TURN OUT BREAD
BETTER THAN SIXTY LOAVES PER
HOUR. PETULAMA JAMES.

I have just one more of these in mind at present and after it is dis-

lodged and transferred to this page I will drop the subject to take it up in a little different form next week:

ACTUALLY I AM ASHAMED TO DO IT—
THE HARD COAL TRUST WILL GET
AFTER ME. I AM SELLING PETULAMA
BLOCK COAL, WILL WARM A BARN, AT
\$3.75 FOR TWO THOUSAND POUNDS—A
SIXTH OF A CENT PER POUND.
BARGAIN JIM.

The same principle that held true concerning the matter of making your office a center of attraction holds true in regard to these signs, only to a greater extent. They make the office and your business a center of interest and at the same time you can get advertising that pays—because it talks directly at a man when he is ready to hear you. THE YARD MANAGER.

Interesting Exhibit at the World's Fair.

Probably one of the most interesting displays at the world's fair is the wire rope exhibit of the Broderick & Bascom Rope Company in the Manufactures building. This exhibit is of peculiar importance to people of St. Louis, as the firm practically represents a phase of local pride in its home product display. The goods were all manufactured in St. Louis and are used in almost every civilized country on earth. Mr. E. P. Frederick, general superintendent and mechanical engineer of the company, designed and erected the booth. It is exceedingly ornate and artistic.

The center piece is an eye-catcher. It is a cable spool, on which is wound a bronze-colored steel cable, a facsimile of which was made for the Metropolitan Steel Railway of New York. The cable is about seven miles long, weighs 137,000 pounds and has a breaking strain of 175,000 pounds.

as some people would think, and that 1,800 years ago the Romans knew something about the art so highly perfected by Broderick & Bascom.

There are thousands of admirable features represented in this exhibit, every one of which reflects credit on the enterprisc, skill and business judgment of the firm of Broderick & Bascom Rope Company. The display is well worth seeing.

Biggest Atlantic Coal Cargo.

Twelve thousand tons of coal will be shipped from the Greenwich coal piers to the Pacific coast on the new steamship Minnesota, which will leave



DISPLAY OF THE BRODERICK & BASCOM ROPE CO. AT ST. LOUIS FAIR.

This immense steel rope rests on a jumbo steel wagon, elegantly finished and artistically decorated. It requires fifty-six horses to haul it. On the ends of the spool are two eight-foot disks, which revolve constantly. Ropes of various designs from the small one-fourth inch to the large three inch diameter are artistically arranged at the disks and give the visitor a good idea of the numerous kinds of superior rope manufactured by the firm.

The whole booth is in keeping with the stupendous cable exhibit. There is a sense of immensity present. A fence made of artistically designed three-inch steel rope incloses the exhibit. The designs are circular, thus giving the prettiest lines in architecture. At intervals the fence design is made very artistic by paper weight columns of steel rope colored in bronze.

In front of the large spool is a miniature model one-sixth in size, to which are attached twenty-four horses with drivers. This shows the method employed in moving the cable to the power house. Other very pretty designs are the columns of 250 paper weights, which are designed to represent steel rope containing strands of 250 wires. A very dainty office is arranged near the aisle fronting the exhibit. Here may be seen a picture of ancient wire rope found in Pompeii. This is the first photograph ever shown in America and was secured at considerable labor and cost by the firm some years ago. The rope indicates that the steel cable manufacture of today is not as modern

New London in about two weeks for Philadelphia. The Pennsylvania railroad has already begun making preparations for the loading of the vessel. It will be the largest cargo of the kind ever shipped from an American port, but it will not by any means fill the vessel's hold, as the steamer, which is the largest vessel under the American flag, would take twice as much were it not for the great draft necessary to float her to sea when loaded to her full capacity.

The Minnesota is of 24,000 gross tons capacity, and her maximum draft will be twenty-seven feet when she shall leave Philadelphia, which, it is considered, will allow her to pass over the shoals in safety. It will require 240 cars of fifty tons capacity each and fifteen locomotives to draw the cars to seaboard. The Minnesota was built for the Great Northern Steamship Company to ply between Tacoma and Seattle and the Orient.

The New Grand Mesa Coal Co. has been incorporated at Denver, Colo., with an authorized capital of \$8,000. The incorporators are Christian Rowland, L. H. Sprecher, David Wolf, F. A. Geenawalt, George Rebman, all of Mesa county, Colorado. The company will maintain offices at Lanark, Ill., and Palisade, Colo.

Western Retail Notes.

T. J. Warner is a new coal dealer, who has recently engaged in business at Metz, Indiana.

The Lewiston Fuel & Ice Co. has opened a retail coal and wood yard at Asotin, Washington.

The Wheeler Grain & Coal Co. is erecting a new elevator and storage plant at Pocahontas, Iowa.

The Streator Ice & Coal Co., of Streator, Ill., has increased its capital stock from \$30,000 to \$60,000.

J. W. Caldwell has sold out his coal yards and business at Souris, N. D., to the Imperial Elevator Co.

H. T. Folsom, secretary and treasurer of the Union Fuel Co., at Lincoln, Neb., was recently in Chicago on a business trip.

The coal business at Bloomington, Ill., is reported to be abnormally dull, demand having been much less than a year ago.

The Interstate Elevator Co. is building coal storage sheds at Danvers, Minn., and will handle coal at that point in the future.

The Osborne-McMillan Elevator Co. is constructing a coal shed at Fessenden, N. D., and will sell coal at retail in the future.

Chapin & Lambert are adding a pair of scales at their retail lumber yard at Lamberton, Minn., and will hereafter handle coal.

Keith and Showalter have erected a large addition to their coal sheds at Wayland, Iowa, and are preparing to stock coal for winter.

C. S. Johnstone & Sons are building additional coal sheds in their retail yard at Ashley, N. D., and will provide for a large storage.

W. B. Allen & Son are building coal sheds near Conway, Iowa, and will engage in the retail coal business as soon as they are completed.

E. H. Eggert, a leading coal dealer at Union, Ill., was recently in Chicago purchasing machinery for a mill in which he is interested at that point.

The Salzer Lumber Co. is planning to build extensive additions to its coal sheds at Eden Valley, Minn. It will carry a larger stock of coal.

John Daussman has been appointed manager of the Evansville-Ohio River Coal Co., at Evansville, Ind., to assume his new duties on January first, 1905.

The Rust-Owen Lumber Co. has been awarded the contract to supply forty-five tons of anthracite to the county buildings at Pierre, S. D., at \$11.70 per ton.

It is reported that anthracite is selling at Council Bluffs, Iowa, at \$10.00 per ton, which is fifty cents lower than it sold for on the corresponding date a year ago.

The Brown Fuel & Lime Co., of Marshalltown, Iowa, has closed a contract to supply the city of Eldora, Iowa, with coal the coming year for the city waterworks and the public schools.

The Savoy Grain & Coal Co. has taken over the buildings and business of the Murray Grain Elevator Coal & Lumber Co., at Savoy, Ill. N. M. Burt will be the agent of the latter company.

H. H. Cober has sold out his interest in the retail firm of Cober & Sprague, at Quincy, Ill., to his partner, W. T. Sprague. Mr. Cober has been obliged to retire from business owing to ill-health.

The coal dealers of Fairmont, Minn., have held a meeting and have decided to sell only for cash. The new rule became effective August first, and is being closely adhered to by all the dealers at that point.

J. H. Woolley has been awarded the contract to supply ninety tons of screened lump Hocking coal to the public schools of Lamberton, Minn., at \$5.90 per ton, delivered at the school house. He was the lowest bidder.

The Hayes-Lucas Lumber Co. is building a large storage house for coal at Rochester, Minn. It will have a capacity of 700 tons and the buildings are so located that much of the coal will be handled by chutes through gravity.

Fire was recently discovered during the night in the coal sheds of the Farmers' Elevator Co., at Galva, Iowa, but was quickly extinguished before a large amount of damage was done. It is believed the fire originated in spontaneous combustion.

The Creston (Iowa) board of education has awarded a contract to supply lump coal to the public schools of that city to Jackson & Sherry at \$2.97 for Smoky Hollow coal. The contract calls for the delivery of 500 tons during the coming year.

Expert safe-breakers recently blew open the safe in the coal office of D. B. Raymond & Son at North Dixon, Ill. Nitro-glycerine was used and the safe was wrecked. They secured fifteen cents in coins and stamps. At last accounts the burglars had not been captured.

The firm of E. J. Burke & Co. has been formed at Ottawa, Ill., to take over the business of the late John T. Burke. E. J. Burke, the head of the new firm, is a son of the late proprietor and has been engaged in operating a gas plant at Marquette, Mich. He is an experienced coal man and will undoubtedly meet with success.

E. O. Fellows, owner of a retail yard, with offices on Fourth street north, this week removed his office to 409 Hennepin avenue, Minneapolis, where he will have a more central location and will have better facilities for the transaction of business. Mr. Fellows now owns one yard and will shortly acquire several others in Minneapolis.

William Fleed, engaged in the coal business with J. A. Vale, at 2470 Lincoln avenue, Chicago, is missing. He left home a week ago last Thurs-

day to keep several business engagements down town and has not been seen since. As he generally carried between \$200 and \$300 in money, it is feared that he was the victim of robbers and met with foul play. Chicago police are looking for the missing man with a view to ascertaining his present whereabouts if possible.

There is keen competition on the part of the coal firms of Detroit, Mich., to secure the contract for furnishing \$50,000 worth of coal to the public schools of that city. At a recent meeting of the committee on supplies and janitors it was recommended that three of the local companies be awarded the contract on coals of different quality, but the committee was so badly split as to which was the most desirable that the matter was put over until a later meeting.



Eastern Retail Notes.

During August anthracite is being sold at Trenton, N. J., at \$6.40 per ton at retail. The advance is made effective each month in that city.

Robert M. Hutchison has secured a site at Oxford, Pa., and will establish a retail coal yard in that city. He will sell both anthracite and bituminous coal.

The Pennsylvania Coal Co. is a new retail coal concern at Montreal, Canada. It is capitalized at \$20,000 and Senator Mitchell is one of the incorporators.

The Lloyd coal yard on South Juniata street at Altoona, Pa., has been purchased by the Pennsylvania railroad and leased to James Rodgers, who will operate it.

Retail coal dealers in the Kennebec valley of Maine, on August first advanced the price of anthracite twenty-five cents a ton, making the retail price there \$7.50 per ton.

The Hafer-Lipps Coal & Wood Co., Baltimore, Md., has surrendered its charter. The company has no assets or liabilities and at a meeting on July twenty-fifth decided to discontinue business.

The Peat Coal Co. has been incorporated at New Rochelle, New York, with an authorized capital of \$100,000 to manufacture fuel. The incorporators are H. H. Witherspoon, New York; James M. Charles, F. Mullaly and Pelham Manor.

H. H. Lineaweaver has purchased the interest of H. O. Nutting in the retail coal business of Nutting & Lineaweaver at Lebanon, Pa., and also the Brandywine coal yard. The firm was in business for eight years and was very successful.

The Brooklyn Union Coal Co. has been incorporated at Brooklyn, N. Y., to engage in the retail coal and wood business with an authorized capital of \$100,000. The incorporators are H. H. Baker, H. H. Craag, and R. E. Hemtact, all of Brooklyn, N. Y.

The Marston Coal Co. has been awarded the contract for supplying the public buildings of Boston with coal for the three months ending November first, at the following prices: Broken, \$5.95; egg, \$6.20; stove, \$6.45; bituminous coal, \$4.20.

The coal teamsters' union of Boston has signed a new agreement with the team owners providing for a Saturday half-holiday from April first to October first without loss of pay and thirty cents per hour additional pay when they are obliged to work Saturday afternoon.

The Jefferson Coal Co. has been incorporated at Baltimore, Md., to engage in the retail coal and wood business. It has a capital stock of \$1,000. The incorporators are Andrew J. Clark, James Lawson, George J. Schedel, Raymond W. Lampher and William F. Spies, all of Baltimore.

Retail coal dealers at Newark, N. J., increase the price of anthracite twice during the season. The first increase amounting to twenty-five cents a ton occurred on July first and the next increase will become effective September first. The present retail price of anthracite is \$6.00 per ton.

Coal dealers at Providence, R. I., advance the price of anthracite twice during the summer. The first advance this year occurred August first. Coal is sold in that city at \$6.75 per ton, with twenty-five cents a ton off for cash with the order. It is said that this plan works very satisfactorily.

B. M. Holden, attorney for K. Goldberg, at Hartford, Conn., is threatening to secure a writ of mandamus compelling the city buildings committee to award the contract for coal this year in compliance with the city ordinance. This committee has awarded the contract to the Tunnel Coal Co.

L. A. Sackett, a coal dealer at Yonkers, N. Y., recently announced his marriage on May twenty-seventh to Miss Bertha Kornbluth, daughter of a Harlem fur importer. The romance which terminated in this way began in a telephone conversation and ended with the estrangement of the bride's parents after her marriage to Sackett.

Lewis Leonard Briggs, a prominent coal dealer on the east side at Buffalo, N. Y., died recently. Mr. Briggs was born at East Hamburg in 1838 and lived in that locality for thirty years as a farmer. In 1860 he was married and removed to Buffalo. He engaged in the retail coal business about ten years ago at 1879 Bailey avenue. The funeral was held from the late residence last Sunday.

The Delaware, Lackawanna & Western has erected large coal pockets at Bloomfield, New Jersey, from which it will supply the wagon trade in that city in the future. No retailing will be done at these pockets, but practically all the coal sold at that point will pass through them. The pockets cost \$100,000 and thirty-six wagons can be loaded at once from the chutes. Local wagon dealers regard the new pocket as a decided improvement.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Goodloc Coal & Coke Co. is opening a new operation five miles from Richlands, W. Va.

The American-Cardiff Coal & Coke Co. has been incorporated at Philadelphia, with an authorized capital of \$5,000.

The Pennsylvania Coal Co. is planning to rebuild its No. 2 tippie at Westland, Pa., which was destroyed by fire some months ago.

Peter Gordon, formerly of West Brownsville, Pa., has removed to Stewartsville, Ohio, near which point he has purchased 200 acres of coal land. He is forming the Gordon Coal Mining Co. to commence the development of the property.

C. J. White of Danville, Edward H. Coxie of Springfield, and Harry C. Adams of Chicago were recently in Morgan county, West Virginia, inspecting the property of the Morgan County Coal Co. with a view to forming a company to operate it.

Coxie Bros. & Co., Inc., have struck a rich vein of coal near Eckley, Pa. A force of men is engaged in sinking a shaft to the vein and it is expected that within two months' time coal will be produced and will be shipped to the Eckley breaker for preparation.

M. P. Cain and M. I. Cain, of Pottsville, Pa., have leased the Arbist coal tract at Coal Castle. The tract is quite extensive and is rich in mineral resources. The work of developing it will be commenced at once, and it is expected that coal will be brought out by early next spring.

The Central Coal & Coke Co., of Uniontown, Pa., is preparing to develop 500 acres of coal land on Dunlap's creek, Fayette county, and will erect 200 coke ovens, which will possibly be fired this fall. W. A. Hogg, of Uniontown, is one of the large stockholders in the company.

Pittsburg capitalists have purchased 200 acres of coal land near Thornburg, Pa., on the Pittsburg, McKeesport & Youghiogheny railroad and will proceed to develop it. The coal is of the Pittsburg vein and will be mined by drift. The property was sold by W. B. Rath of the Land Title & Trust Co. at Pittsburg.

Thomas Barnes has acquired all the extensive mining interests of the Barnes & Tucker Co., at Barnesboro, Pa., and is planning to make extensive improvements in his operations at that point. He recently has placed orders for electrical equipment for these mines and will largely increase the output of the properties.

The Wheeling-Chicago Coal & Coke Co. has been granted a charter at Wheeling, West Virginia. The authorized capital of the company is \$1,000,000. The incorporators are Andrew A. Thompson and William M. Thompson, of Uniontown, Pa.; George W. Newcomer, of Connellsville; J. T. Noble, of Pittsburg; John M. Birch and R. E. Gilchrist, of Wheeling.

The New River & New England Coal Co. has been chartered at Mac-

Donald, W. Va., with an authorized capital of \$2,000,000 to own and operate coal mines in Fayette county, West Virginia. The incorporators are Sam Dixon, J. W. Smiley and Fred Dixon of MacDonald; S. L. Walker and J. W. St. Clair of Fayetteville, W. Va.

The Jersey Central railroad has become the owner of a number of acres of farm land adjoining its coal storage plant west of Junction, New Jersey, and will erect an addition to its present plant at that point. The present plant has a capacity of 200,000 tons of coal annually, and it is expected the addition will have a capacity of double this, making the total storage capacity 600,000 tons of coal. This will be one of the largest coal storage plants in the country when it is completed.

The Westmoreland Coal Co. is opening an important new operation at Rilton, Pa., and expects to have it in readiness to produce coal within a short time. The shafts are now down to a depth of 240 feet. Two shafts are being sunk. One of them will be utilized for hoisting coal, and will be equipped with the necessary machinery, while the other will be utilized for lowering the men and the mules into the mine. The new operation will be modern in every respect, will be equipped with box car loaders and will have a five track tippie. It will be a large producer when in full operation.

General Eastern Coal and Coke Notes.

Mine Inspector Martin Kelly recently died at his home at Mt. Carmel, Pa., at the age of fifty years. His death was sudden, resulting from pneumonia. He had served as a mining inspector in the fifteenth district of Pennsylvania since 1902.

The Mineral Spring colliery of the Lehigh Valley Coal Co., between Miner's Mills and Parsons, Pa., was recently closed down for an indefinite period. The light demand for coal is said to be the reason for the closing down of this operation.

The No. 3 colliery of the Delaware & Hudson Co. at Plymouth, Pa., has resumed operations, after an idleness of six weeks. The shaft has been retimbered from the coal to the surface and a number of repairs have been made in and about the breaker.

Miners employed in working the Lance vein at Edwardsville, Pa., operated by the Kingston Coal Co., recently went on strike. The trouble originated over the discharge of a repair man and was trivial. In all probability the officials of the miners' organization will order the men to return to work.

It is said that the syndicate which controls coal lands along the State Line & Sullivan railroad in Pennsylvania has decided not to dispose of this property to Boston capitalists. It is under lease to the Connell Coal Co. and is returning such good dividends that the present owners desire to retain it.

Officials of the Glen Easton Coal & Coke Co. deny that the company is controlled by the Seger Coal & Coke Co., now the Colonial Coal & Coke Co. They say that the Glen Easton will be reorganized, after which it will

Delaware, Lackawanna & Western Railroad Co.

MINES AND CARRIES TO MARKET

SCRANTON COAL

S. C. SCHENCK, Agt.

Shipments "All Rail," and from yards and docks at Chicago and Toledo.

Soft Coal Department: BLACK BAND
Mined in West Virginia.

NOTE! Not genuine unless invoice is accompanied by certificate from this office.

C. L. DERING,
Manager Chicago Office,
1000-10 Old Colony.

When you buy "SCRANTON"
be sure you get the GENUINE
D. L. & W. Scranton.



EMPIRE MINE, SPRINGFIELD, ILL.

THRESHERS

will soon want coal. Make your selection early and write us for delivered prices.

Springfield, Wilmington, Carterville, Hocking, Splint,
Pittsburg No. 8, West Virginia, Kanawha,
Old Hickory, Low Vein Block.

JONES & ADAMS CO.,

Miners and Shippers,

GENERAL OFFICE, 355 Dearborn St., CHICAGO, ILL.

resume development work in West Virginia, where it has extensive coal land holdings.

All the producing companies in the anthracite region have closed down their collieries this week and during August it is expected that production will be at the minimum point. Eastern demand is reported as very light and likely to continue so until cold weather commences, while the west is much better supplied with coal.

Captain I. W. Grubbs, for a number of years a coal operator in the Pittsburg district and later manager at Cincinnati, Ohio, for the Consolidated Coal & Coke Co., died recently in the latter city at sixty years of age. He was a prominent figure in the coal traffic and was well known among the leading factors in the trade.

The Kingston Coal Co. has commenced an action in ejectment at Wilkes-barre, Pa., against Rissinger Bros., who own and operate a washery in the borough of Plymouth, Pa. It is alleged in the petition that the defendants have not lived up to their agreement concerning the payment of royalties for the use of the Gaylord culm piles.

The steamer Augustus B. Wolvin recently cleared from Erie, Pa., with a cargo of 11,000 tons of bituminous coal consigned to Sheboygan, Wis., the largest cargo that has yet been carried. She was loaded with a draught of eighteen and a half feet and had no difficulty in clearing, as Erie harbor has a depth of twenty-two feet.

I. W. Semans and others, who recently purchased the old Atlas plant, formerly owned by the Atlas Coke Co., near Hopwood, Pa., are planning to resume operations at that point and are getting in readiness for it. The ovens are said to be in fairly good shape, but will need some repairing. It is probable a few additional ovens will also be built.

The new barge of the Philadelphia & Reading Coal & Iron Co., Mingo, was launched the latter part of last week at Noank, Conn. It will have a carrying capacity of 1,500 tons and is expected to be ready for service inside of ten days. The company has three more barges under construction. Two will have a carrying capacity of 1,500 tons and the third 3,000 tons.

The Consolidation Coal Co., of Baltimore, Md., has authorized an issue of \$7,500,000 four and a half per cent refunding mortgage bonds. Of the amount realized from the bond issue, \$4,050,000 will be used to pay the Baltimore & Ohio railroad, \$3,300,000 for interest in coal lands purchased from it, and \$750,000 in paying for stock of the Metropolitan Coal Co., of Boston, which it absorbed. The new bond issue does not increase the liabilities of the company except as to \$1,700,000 held in reserve.

Southern Coal and Coke Notes.

New Southern Enterprises.

C. Pardee, of Philadelphia, Pa., has purchased 3,000 acres of coal land on the Roaring Fork Creek in Wise county, Va., and it is said the property will shortly be developed.

The Wallsend Coal & Coke Co. has been incorporated at Frankfort, Ky., with an authorized capital of \$50,000 to operate in Bell county. The names of the incorporators are not given.

The Anderson Coal Co. has been incorporated at Nashville, Tenn., with a capital stock of \$30,000 to operate in Knox county. The incorporators are M. O. French, F. E. Holliday, W. J. Fleming and D. W. King.

The Burke's Creek Land & Coal Co. has been incorporated at Nashville, Tenn., to operate in Cumberland county. The capital stock is \$20,000 and the incorporators are J. B. Johnson, G. B. Johnson, L. D. Smith, F. G. Haggard and T. A. Wright.

The Barker Creek Land & Coal Co. has been incorporated at Chattanooga, Tenn., to operate in Cumberland county, with an authorized capital of \$20,000. The incorporators are given as J. B. Johnson, L. D. Smith, F. G. Haggard and T. A. Wright.

It is reported in a press dispatch from Madisonville, Ky., that the Gordon Land Co. has purchased 2,600 acres of land adjacent to Rose creek, near Manitou, for the Reinecke Coal Co. It is reported that a new shaft will be sunk on the land.

The Empire Coal Co. has been incorporated at Birmingham, Ala., with an authorized capital of \$50,000. The incorporators are W. C. Hamilton, W. H. Duran and B. Manley. The company has already partly completed development work on land which it owns.

The Water Front Coal Co. has been incorporated at Norfolk, Va., with an authorized capital of \$50,000. The officers of the new corporation are as follows: President, W. De L. Walbridge, New York; vice-president and general manager, Hugh M. Page; secretary-treasurer, O. W. Guy, both of Norfolk, Va.

The Pounds Coal Mining & Development Co. has been organized for the development of 5,000 acres of coal land in the vicinity of Hartshorne, Indian Territory. The company will locate a new townsite on its land to be known as Colburton. Mr. Kendricks of Hartshorne is in charge of the development work.

The Greene Consolidated Coal Co., recently incorporated in West Virginia with an authorized capital of \$5,000,000, has acquired 6,320 acres of coal land along the San Domingo river near Sonora, Mexico, and is preparing to develop the property. The headquarters of the company will be at Cananea, Mexico.



DICKSON & EDDY,

General Sales Agents,

No. 17 BATTERY PLACE, NEW YORK.

SCRANTON COAL COMPANY,

SCRANTON, PA.

Operating Capouse and Pine Brook Collieries, Located in
the City of Scranton.

Yearly Capacity, - 800,000 Tons.

Now shipped over the New York, Ontario & Western Railway.

G. C. BOWMAN

MINER and SHIPPER

SOLE SHIPPER

ANTHRACITE — COKE — BITUMINOUS

"Avoca" (Pittston District). "Lopez" (Bernice District).

MINE AGENT

"Buck Mountain"

"Big Vein Lehigh"

"Wilkes Barre"

And other grades Anthracite

"Perfection" Smithing

"Best" Gas

"White Oak Steam"

And other grades Bituminous

Connellsville, Latrobe, Gallitzin and West Virginia Coke.

ADDRESS ALL COMMUNICATIONS TO 119 WILLIAM ST., PITTSBURGH, PA.

Anthracite Shipments made by Rail or Water via P. R. R., P. & R. R., L. V. R. R., Erie R. R., and their connections.

**THE ST. LOUIS AND
BIG MUDDY COAL CO.**

PRINCIPAL OFFICE,
CARBONDALE, ILL.



**MINES NEAR
CARTERVILLE,
Williamson County,
Illinois.**

**SOLE
PROPRIETORS
HURRICANE
COAL**

**A 600 ton daily capacity
Luhrig Coal Washing
Plant operated in con-
nection with mine.**

CAPACITY

**2,500
TONS
DAILY.**

HURRICANE

COAL

Trade Mark.

General Southern Coal and Coke Notes.

Coal operators in eastern Tennessee are reported to have advanced the price of bituminous coal ten cents a ton on August first.

Bids have been received at Washington, D. C., for the erection of a new cold storage shed at Fort Screven near Savannah, Ga.

Burglars recently wrecked the safe in the coal office of Ruffin, Fourqurean & Co., at Richmond, Va., securing a small sum of money.

O. H. Schultz has been appointed auditor of the Alabama Consolidated Coal & Iron Co. succeeding G. M. Bowers, who has resigned. He will have his headquarters at Birmingham, Ala.

The Pittsburg Coal Co. has established a floating dock in the river at Paducah, Ky., and has engaged in the coal business at that point. James J. O'Donnell has been appointed manager.

In anticipation of a probable strike among the miners in Texas, it is reported that the cotton ginner and other manufacturers at Taylor, Tex., are laying in a stock of coal for future requirements.

The Nicholson Coal Co., of Middlesboro, Ky., has elected J. L. Manning, superintendent. Mr. Manning is one of the leading coal men of that section, and controls an interest in this company.

The Darby Coal Co. is about ready to produce coal at its mines near Pennington Gap, Tenn. The Pennington Gap branch from the Louisville & Nashville has been completed and there will be a good outlet for the production at the mines.

Coal prices at Huntsville, Ala., have advanced ten to fifteen cents a ton over the July prices, and it is estimated that they will be much higher before the end of the winter. Possibly the recent advances were due to the strike in the southern fields.

The work of installing new machinery in mine No. 3 at Pratt City, Ala., is progressing satisfactorily, and it will be ready with an increased output within a short time. Electrical equipment has been added making it one of the best mines in the south.

On July twenty-fifth the united mine workers in northern Alabama promulgated an official strike order, ordering 6,000 men not to work in the mines. Owing to failure to reach an agreement on July first they had quit work before the order was issued.

At last accounts the mountain mine of the Poplar Creek Coal Co., near

Oliver Springs, Tenn., was on fire and although efforts had been made to subdue the flames they were unsuccessful. The fire was started from a powder blast and had been raging for a week.

A peculiar accident recently occurred at Mobile, Ala. An immense stack of coal piled over the flume to the river fell into the flume choking it up to such an extent as to dam it. Water overflowed into the territory back of the flume for two blocks, causing much damage to property.

The coal imports into Mexico during 1902-3, according to the treasury statistics of that country were 975,844 tons, an increase of seventeen and a half per cent over the previous year. The average cost of this coal upon its entry to Mexico was \$6.00 gold, or \$13.00 to \$14.00 in Mexican currency.

A. Stiewell, of Little Rock, Ark., has closed a deal closing out his Spadra anthracite coal mines to the Consolidated Anthracite Coal Co., of St. Louis, for which it is claimed he received \$434,000 in cash. The mining property included 5,200 acres of coal land and operating properties, which are said to be the best investment in the state.

During the fiscal year ending July first coal shipments from Lambert's Point, Va., amounted to 493,579 tons, which went into foreign consumption. Coastwise and bunker shipments are not included in these figures. Every month during the year showed an increase over the preceding one, showing a steady advance in the foreign movement.

At the annual meeting of the Northern Alabama Coal Co., held recently at Syracuse, N. Y., officers were elected as follows: President, Dr. F. D. Pierce; vice-president, M. S. Greene; secretary, E. J. Greene; treasurer, M. A. Pierce, all of Syracuse. The company has acquired 1,516 acres of coal land the past year and will produce coal within a short time.

It is expected the system of locks through the Warrior river, which will enable Alabama mines to ship coal south by this route and through Lake Borgne canal will be completed in the early fall. The Southern Transportation Co. is planning to do a large business by this route and will erect a coal-ing station accessible to the largest ocean-going craft on Lake Borgne at an expenditure of \$100,000.

In the southern strike situation in Alabama, there have been no recent changes. Everything is very quiet at the mines and there are no disturbances, believed to be due to the fact that no attempt has yet been made by any of the large operating companies to operate their mines with non-union labor. It is said that some of the miners are leaving that field and are seeking work in mines farther west, which are under union domination.

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General Review of the Markets.

There has been only slight change during the past seven days in the general market conditions pertaining to coal. At some points there has been an increase in the demand for domestic bituminous coals, while at others this trade is stationary. Reports from all quarters indicate that the anthracite trade is inactive and dull, but that there will be a revival of business with the coming month and every indication that it will be active until the close of the year after this revival occurs. In the bituminous steam trade the continuance of strikes is having a bad effect at most points, and consumption is very light at present, with buying demand inactive and only a small amount of coal going into storage.

In the eastern anthracite trade demand is stagnant at present. Stocks in consumers' hands are probably not as heavy as they were a year ago, but with dealers they are fully as heavy, and in some instances it is believed they are in excess of what they were at that time. There is talk of further curtailment the latter part of the month on the part of some of the operating interests as a result of these conditions. It is probable there will be a suspension which will be quite general next week, and if the month of September does not open with a more active demand it is more than likely that some of the companies will curtail their production next month. The eastern all-rail trade seems to be taking more coal at present than the Atlantic coastwise trade. This is easily accounted for. During the summer the all-rail buyers were apparently reluctant to take in coal, but now that the season of active consumption is approaching they need supplies and will be more or less of a factor during the next few months. What their requirements will be will depend almost entirely upon the severity of the winter. Should it be as severe as a year ago, it seems assured that they will be large purchasers of coal and that this business will be of considerable importance in the situation. Small sizes of anthracite for steam purposes are on a steady, but not very active basis in the east. There is little pressure to sell at present, which probably originates in the fact that the reduced production during this month has not increased stocks in producers' hands so materially as during the period when it was large.

In the western anthracite trade there has been little change, except an increase in the movement, lake and rail, to western dock points. Most of the large western shipping interests this week reported that trade had been quieter than in some time, with few orders coming forward from the dealers. As all discount will be removed the first of September and coal will be sold on the full circular basis, it is probable there will be more activity next week. Some dealers who have storage room which has not been filled up realize that they might as well save the ten cents a ton discount which they will obtain under the August circular basis and will place orders. This little spurt undoubtedly will be the forerunner of the fall activity. Possibly the first week in September will show some inactivity, but after that dealers who handle coal in a small way will be obliged to take in stock to meet the demands of the consuming trade. Buying at retail this year has been comparatively light, but with the approach of the time when coal must go into consumption it will be a feature of importance and one which will have a tendency to give the whole trade a better tone.

In the movement of coal by way of the great lakes the resumption of production in the region has been felt. With the east fairly well supplied with coal and with fall near at hand, producers have increased their west-bound tonnage. The total tonnage moving out of Buffalo last week was about normal as compared with a year ago, amounting to 150,000 tons. This week reports indicate that about the same amount of coal or more will be moved. Docks are well supplied at present, but owing to the lateness with which the season opened they are taking all that can be moved to them. The movement of anthracite, all-rail, to the west is also reported to be fairly active. The tonnage has been increased somewhat since the east became

better supplied, and there is every indication there will be sufficient coal to go around during the fall and winter.

In bituminous circles the most active production now going on is in the Pittsburg, Fairmont and smokeless fields of West Virginia. Reports from all those sources indicate that the mines are working on nearly full time and that production is heavy. Pittsburg and Fairmont coal is moving in large quantities to the lake docks. One of the large producing companies in the former district during the month of July increased its production over the same period a year ago and materially increased it over the month of June the present year. In the Pittsburg correspondence of THE BLACK DIAMOND, figures are given showing about what the increase was. In the Fairmont district, where a large tonnage of steam bituminous coal originates, conditions are very similar. Statistics are lacking as to the amount of the increase last month, but production is very heavy and it is now the common impression that the total tonnage which will be moved up the lakes from these two fields will be fully as heavy as a year ago when the lake season ends. In the Clearfield district of Pennsylvania there is some revival of activity, but it is not as great as in the two districts mentioned. The activity in smokeless coal is due to the large movement in the Atlantic coastwise trade. This coal has met with more popular favor than ever in the New England states the present year, and the tonnage required has been heavy. In July the New River operators broke all records in production, the total tonnage which they produced being over 450,000 tons as compared with slightly over 400,000 tons during the next best month. Of this large production it is reported that about eighty per cent was shipped to tidewater for movement coastwise and in the foreign trade. In the Ohio, Indiana and Illinois fields the production of coal is not quite as heavy proportionately as in the Pittsburg district, owing to the fact that a large part of this production must move to destination all-rail. A slight increase in domestic production has been recorded and by the middle of next month it is expected it will be about up to normal. Much will depend upon pending strikes. If they are settled and general business is resumed in some of the plants which are now idle, the resumption will be greater.

The weakest feature of the western trade is the position of steam coal. In addition to the packing houses a large number of other industries are taking only small quantities. The International Harvester Co., the steel and iron furnaces and other large consumers are practically out of the market, and until they resume business demand will be light and prices will be weak. Screenings continue to be the weakest feature of western markets, but when the present period of stagnation is over are likely to recover and hold steady. They were one of the firmest items on the list a year ago.

In the eastern bituminous trade, with but one exception—at Buffalo—the improvement noted a week ago has held. In tidewater business demand is some better and there is a tendency on the part of consumers to take in some of the cheaper grades of coal, which up to this time have been neglected. Shoal-water ports are well supplied with coal at present, but will undoubtedly take in more with the approach of winter. At Buffalo, according to report, conditions are bad again this week. One of the worst features is the cancellation of contracts by consumers who are enabled to buy in the open market cheaper than they can under their obligations. Possibly these same contract buyers will wish two or three months later they could purchase coal under the old arrangement, but at present there is no way of convincing them of this fact.

The first car shortage of the season was reported this week from the Pocahontas-New River district. It is not of serious proportions, but may serve as a warning to those who have not taken in supplies and expect to obtain them all through the next six months with the same facility as they have during the last period of similar duration. Prepared sizes of smokeless coal are in very short supply and prices are held at a premium, with many of the companies refusing to accept this business.

Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,

CHICAGO, ILL., Aug. 19.

The most significant feature of the situation within the past week has been the increase in the demand for bituminous coals required by the domestic trade. While the volume of this business is probably less than it was a year ago, it is so much improved over what it was two months ago that the change is worthy of note. Not only are orders coming from dealers much more freely than they were in July, but the indications for the immediate future hold out some encouragement of a still better business during the latter part of the present month and during September. While this improvement has been occurring in domestic soft coals, in steam coals the situation continues very bad and is such that some of the factors are almost losing hope that there ever will be any improvement. The continued strikes, and especially the one which involves the packing houses, have so curtailed the consumption of steam coal that demand is very dull. Prices, too, continue on a very weak basis and there is little profit in any of the tonnage that is moving at present. This dullness extending into the latter part of August is so unusual, that any feeling of despair which exists at present is due to that fact, but, notwithstanding it, there is every reason to believe that the winter will be fairly active, especially after the national campaign has been disposed of, and business of all descriptions again resumes its normal channels. There may be some features which will bring about an improvement before the presidential election. A car shortage would suddenly bring consumers, many of whom have been buying on a hand-to-mouth basis, to a realizing sense of some of the necessities of the situation, and would speedily cause a marked change in both prices and in the sentiment which has existed all through the summer among larger buyers of steam coals.

Anthracite Trade Is Very Dull This Week.

In the western anthracite trade all reports agree that the volume of orders received by shipping agents this week has been unusually light—much lighter than during the first week in August. Some of the shipping agents have characterized it as the dullest week in the year thus far, while others claim that although there has been a falling off in business they are not prepared to say it has been as bad as this. There is a feeling, however, that about the last of the dullness and inactivity have been seen this fall, and that from now on demand will increase quite materially. It is expected that the last week in the month will be active, due to the fact that all discounts from the circular basis cease on September first, and dealers will desire to secure a little coal to fill in with at the present discount price. There always is a large run of orders the latter part of the month, and August generally is no exception to this general rule. In September returning householders will be coming back from their vacations and will begin to place orders for their fall and winter coal. In the larger western cities, it is expected this will be a feature of some importance. It is quite generally agreed that the city trade in the west has been much more backward than it was a year ago, and when the active consuming season commences there will be a rush for coal. In Chicago, it is estimated by conservative interests that not over fifty per cent of the coal is in householders' bins that was there a year ago at this time. This means that the facilities of shippers and retailers will both be taxed in order to move this coal within the required time, as fires are generally a necessity the latter part of the coming month, at least, for a brief interval.

In the forwarding of coal from the east during the week there has been very little change. Lake movement is believed to have been fully as large as it was the previous week, if not slightly in excess of what it was at that time. Production at the collieries has been nearly full again and this has given the shipping interests at lake forwarding ports about all the tonnage they have required.

Retail Trade In The West On Steady Basis.

The retail trade in anthracite throughout the west is generally on a steady basis and without important feature. At two or three points recently there has been price-cutting, but this will shortly be overcome when winter demand commences. Des Moines, Iowa, and Detroit, Mich., have been the worst in this respect, but efforts are now being made to get the dealers together at both of these points and end the price war.

The first important car shortage was reported this week in connection with the bituminous trade. In the Pocahontas field of West Virginia, it is reported that cars have been short for western all-rail shipment, owing to the heavy movement of coal to lake ports and to tide-water. In the New River district of West Virginia, there have been some similar complaints and this is believed to have held back the movement of coal. Of course, these car shortages are not serious now, because the coal in very few instances is absolutely needed. They are only significant as indicating what may be expected when the coal is required and should be a warning to dealers and consumers, who have not yet accumulated any stock, to take in coal as early as possible and in sufficient quantities to guard against any contingencies which may arise later in the season.

As a result of the packing house strike in the west, and the closing down of other industries, either due to strikes or a light demand for manufactured articles, demand for steam coal is very weak and there is little profit for producers in the situation. In Chicago, the leading packing houses are embargoed, and no coal of any important tonnage is moving to them. Run of mine coal, screenings and inch and a quarter lump are suffering the worst from these conditions, and undoubtedly the influence of the latter is felt more or less in the domestic grades, which are not on as satisfactory a price basis as they should be at this season of the year, for the reason that any positive increase in values in the latter would speedily result in an increased production.

In eastern bituminous coals there is little demand for run of mine smokeless at present, but the outlook is encouraging in view of the car shortage which exists and the almost total inability of the operators to produce enough lump and egg to meet the requirements of the trade. There is no question but that lump and egg smokeless of all descriptions are by far the firmest items on the bituminous list. Not a shipper of these coals in Chicago is taking any business for immediate delivery. The production has been materially reduced as a result of the light production of coke during the summer, and as there is very little hope of a revival in the demand for coke from these fields before the latter part of the year, there is not much prospect of an increased production of these sizes of domestic coal. Any spot coal of this description on track will probably bring a premium over the circular amounting at least to twenty-five cents a ton. Standard run of mine smokeless coals from both the Pocahontas and New River districts are fairly well held by the leading interests, owing to the restrictive shipping policy which is being enforced. This is helping the situation to a marked extent and is one of the best moves ever made by the coal producers of those two fields. A year ago there was a marked demoralization of mine run coal in the Chicago market, while today it is under good control. Occasional lots are offered under the circular basis, down as low as \$2.80 f. o. b. Chicago, but in general in the movement to the retail trade outside of Chicago, prices are well maintained.

West Virginia splint coal continues to rule fairly steady, but the demand thus far from retailers has not been as large as a year ago. Inquiries for coal in box-cars indicate that dealers are beginning to take in this coal and the outlook is regarded as encouraging. Prices range at \$3.25@3.55 f. o. b. Chicago for the standard grades. Fairmont three-quarter coal is not over plentiful in Chicago, prices showing a range of \$3.75@3.85, according to the urgency with which the shipper must dispose of any coal on track. Leading interests are maintaining prices by restricting movement to orders in hand and by not accumulating any of this coal.

Youghiogheny three-quarter coal has been a trifle weak during the past few days, principally because demand is light, and not because there is a very large amount on track. Some pressure has been exerted to move a few cars which were nearly up to car service charges. Prevailing quotations, owing to these conditions, show a somewhat wide range and are \$2.90@3.15 f. o. b. Chicago. Pittsburg No. 8 coal has been somewhat weak at times with quotations on a basis of \$2.50@2.75 f. o. b. Chicago.

There has been some interest in the question whether prices on Hocking coal would be likely to advance on the first of the coming month. It is not thought there will be any important advance in dock prices which are on the basis of \$3.35 f. o. b. docks in lakes Superior and Michigan. The all-rail price f. o. b. Chicago is some lower, but the volume of this business has been so light during the present year thus far it is not believed values will be increased until there is some tendency toward a better demand than at present.

The Situation In Western Bituminous Coals.

In western bituminous coals the most active on the list are those which are in demand for domestic consumption. The best Linton domestic lump is held at \$1.95@2.10 on the Chicago f. o. b. basis for three inch lump and better. Domestic grades of Sullivan and Greene county lump coal are held on a corresponding basis. Demand for Cartersville lump outside of Chicago is reported to be active and circular basis is said to be well maintained on the present movement. Cartersville egg is also in better request, in spite of the fact that the production is large. It is held at circular for country movement. In the Chicago trade there has been a slightly better tendency on this description during the week and prices are five to fifteen cents higher per ton than they were. Other descriptions of domestic coal hold to the same basis as last week.

In steam grades of coal a wider range is noted in some prices than last week. Inch and a quarter Sullivan and Greene county coals are quoted at \$1.70@1.85 f. o. b. Chicago, the small lot movement ranging close to the maximum prices. Springfield inch and a quarter lump is held at \$1.65@1.85 on the Chicago f. o. b. basis, while Clinton coal of the same description runs around \$1.65@1.85 in the general movement of "free" coal. Western run of mine coal is barely steady at about the same range of quotations as last week. Sullivan and Greene county is held at \$1.50@1.65 f. o. b. Chicago; Clinton run of mine \$1.35@1.50 on the f. o. b. basis at Chicago, with Springfield bringing about the same figures. Cartersville run of mine is held at \$1.65@1.75 on the Chicago f. o. b. basis.

The demand for screenings continues to be more or less demoralized, owing to the light consumption, and prices are generally weak. Some grades of screenings which are little known in the Chicago market are offered for about what they will bring, while the general range of prices on the descriptions better known is about the same as last week. Du Quoin screenings have been offered as low as \$1.05@1.15 f. o. b. Chicago during the week; the prevailing price for Brazil block screenings has been twenty-five to forty cents at the mine or \$1.05@1.20 f. o. b. Chicago. Springfield screenings have shown a range of \$1.15@1.35 at Chicago; Sullivan and Greene county, \$1.30@1.40 f. o. b. Chicago. Clinton are on about the same basis and Cartersville \$1.40@1.50 for inch and a quarter and \$1.60@1.75 for three inch. Demand is very light and it is only with the greatest pressure that movement can be forced. An instance is indicated. A jobber was offered screenings for \$1.20 f. o. b. Chicago and when he made an offer of \$1.05 for them it was accepted. The market is variable and shows a wide range, so that quotations are given with a view to suggesting rather than indicating real conditions.

In the coke trade there has been little change. Foundries at Chicago and throughout the west are taking in only a small tonnage, and if there was any pressure to sell prices would be demoralized. The reduction in production, however, is giving the market a steadier tone. Connellsville

seventy-two hour is held at \$4.65@4.75 f. o. b. Chicago; furnace coke is held at \$4.05@4.15. Southern cokes are inactive with prices showing a range of \$3.70@4.15 on the Chicago f. o. b. basis. Gas-house coke continues to be firmly held and is quoted at \$3.50@3.85 f. o. b. Chicago.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Aug. 18.—(*Special Correspondence.*)—Coal operators are faring better perhaps than any other class of business men in the Pittsburg district. This condition undoubtedly prevails because soft coal producers are not depending on domestic trade, but are shipping much fuel to the northwest. One or two daily newspapers here have been publishing glowing reports concerning the betterment in the iron and steel industry and ascribing this reason to the improvement in the coal demand, but such is not the case. It is true that a better sentiment dominates the coal interests, but business has not been stimulated by any notable resumption of idle mills. The depression still exists in the iron industry with no signs of immediate relief in sight.

An official statement was made today in the office of the general superintendent of freight transportation of the Pennsylvania lines west, that never in the history of that division has so much coal been moved to the lakes by the Panhandle and the Pittsburg, Fort Wayne & Chicago railroads from points in Ohio and Indiana as during the last ten days. This unusual movement of coal is expected to continue until fall by freight officials. Contrary to conditions during former busy seasons, there is no threatened congestion of freight traffic. The cars are moving with an alacrity that can not help but restore confidence to shippers. Heretofore inadequate transportation facilities checked the heavy movement of coal to the lakes, but this season is devoid of traffic obstacles and large shippers are now hopeful that the record of last year will be equaled.

Believed Shipments Will Reach Last Year's Total.

Early in the season officials of the Pittsburg Coal Co. practically abandoned all hope of forwarding to the lake ports as heavy a tonnage as during 1903, but now there are good prospects of outstripping the record, according to the producers.

Official announcement has been made of the Pittsburg Coal Company's output for the past month. Although the exact figures are retained, the portion that has been divulged gives those interested a fair idea of the business the corporation is transacting. The company mined and shipped in July a tonnage of over twelve and one-half per cent in excess of the corresponding month last year, when trade was booming. This record movement has expanded the firm's July expenditures for wages of its Pittsburg employes and railroad freights to over \$2,150,000, an increase of nearly thirteen per cent. Of this vast amount, the bulk has gone to the company's miners and employes in the Pittsburg district, the July payroll for these amounting to about \$1,300,000. Railroad freights in July were swelled to \$850,000. The expenditure does not include the lake carrier freights, which add about \$425,000 to the freight charges before the coal reached the upper lake docks. The increase in business is due, it is pointed out, to the company's enterprise. A great outlet has been assured to the company through its purchases at a cost of several millions of dollars, of established docks on the lakes. In the instance of one such purchase, at an upper lake port, a distributing interest was secured which had over 10,000 customers on its books.

Peculiar Conditions Along the Ohio River.

The Ohio river is now at such a low stage opposite Coraopolis that residents of the town along the river bank are not only supplying themselves with coal from the sunken barges which were dynamited last spring, but are selling it to other residents. It is said that there are over 200,000 bushels of coal in the river at this point. River mines are doing very little owing to the lack of water in the local harbor.

The boiler, engine room and part of the tipples of the Creighton Coal Co., near Tarentum, Pa., was destroyed by fire recently. The loss entailed amounts to about \$5,000.

There has been no notable change in the coke situation since last week. The industry is virtually stagnant with no prospects for an early improvement. Many of the cokers are leaving for their native homes in Europe.

William T. Rainey, aged thirty-eight years, and head of the extensive coke interests of the late W. J. Rainey in the Connellsville region, died Saturday afternoon in New York city after a lingering illness. He was prominent in business circles throughout western Pennsylvania. He will be succeeded by his uncle, T. J. Mitchell, of Connellsville, who has been general manager of the operating department.



The St. Louis Coal Market.

ST. LOUIS, Mo., Aug. 18.—(*Special Correspondence.*)—A summer quietness still exists in the coal market here and conditions remain the same as they have been for some time. Mr. Kuhn, secretary of the Devoy & Feuerborn Coal Co., said, when asked about the coal conditions: "Copy the conditions as given in last week's St. Louis letter and you will have the situation this week." Prices have not changed. Mine run is quoted at \$1.05@1.10 per ton in car load lots on the East Side, shaker screen coal, \$1.35 per ton and high grade coal, \$1.75. These prices and the conditions are caused by the small demand for coal and the amount that is coming in every day, without any demand for it. The dealers still seem to think that it will only be a short time before the demand will begin.

A big coal deal in which a number of St. Louis capitalists as well as several capitalists from New York are interested was consummated a few days ago at Higbee, Mo. It is, perhaps, one of the biggest deals in the

coal history of Missouri. Monday of this week a large force of men was put to work sinking shafts a mile east of Yates, on the Chicago & Alton railroad. The land lies in one body, extending nine miles east and west, and ranging from three to five miles north and south. It embraces 20,000 acres. The price paid was in the neighborhood of \$600,000. Three railroads, the Chicago & Alton, the Missouri, Kansas & Texas, and the Wabash, traverse the territory. The work of securing options from the farmers was begun last March. More than 200 land owners had to be seen and contracted with for their coal rights. The owners have incorporated under the name of "The Randolph County Coal & Mining Co.," as mentioned in THE BLACK DIAMOND a few weeks ago. The St. Louis capitalist most heavily interested in the company is George J. Kobusch, president of the St. Louis Car Co.

New Company Will Develop Mines on Large Scale.

The company will proceed to sink hoisting shafts and erect operating works on all three of the roads mentioned above. Electricity will be used for drilling, hauling the cars, and lighting the entries. The prospects show the coal veins will run from three and one-half to four and one-half feet in thickness, and that the coal is of excellent quality. Higbee, Mo., will be the headquarters for the new company.

The deal was consummated by W. E. Murlin, president of the Black Diamond Coal Company of Bevier, Mo. Previous to his transaction, the largest coal land sale in Missouri was that of Thomas E. Wardell of Macon, Mo., to the Kansas & Texas Coal Co. This deal embraced 10,000 acres of coal lands in Macon and north Randolph counties, and was made in 1890. The Kansas & Texas' development of this land immediately put Macon far ahead of all other counties in the state as a coal producer, a position it has ever since held, but will probably lose when the new company in Randolph county gets fairly under way.

The St. Louis Terminal Railway Co.'s coal chutes in East St. Louis just north of the Relay depot were destroyed one morning last week by a fire which was caused by a spark from a locomotive. A number of cars, which were standing on tracks near the chutes, were also destroyed. The structure burned was one of the largest of its kind in East St. Louis, and from it all the terminal switching and bridge engines were supplied with coal. The damage done by the fire to the chutes, cars and coal stored in the chutes was estimated at about \$15,000.

General Notes of Interest From St. Louis.

A coal elevator for the coaling of road and switch engines is being constructed by the T. St. L. & W. Ry. at the western terminus of the yards in East Madison, Ill. A two hundred foot wide strip of land adjoining the company's yards has been purchased and on this newly acquired territory the road will enlarge its yards and make the new improvements.

The Builders' Supply & Coal Co., of East St. Louis, filed incorporation papers a few days ago. The incorporators are Harold Behrens, Loretto A. Irwin and W. Horner. The capital stock is \$10,000.

Articles of incorporation of the East Side Coal & Mining Co., East St. Louis, were filed last week. The capital stock is \$30,000. L. C. Haynes, J. M. Bramlette and T. W. Gregory are the board of directors.

The Spring Lake Coal Mining Co., of Lexington, Mo., with a capital stock of \$20,000, all paid, filed papers of incorporation a few days ago. The incorporators are: Joseph A. Edmonds, Edwin M. Taubman, Noble E. Baskett and George M. Vaughan.

The excitement that has existed near Labelle, Mo., for some time over the discovery of coal was intensified a few days ago by the discovery of a new five-foot vein of excellent coal. A mining company has been formed and several hundred acres of land have been leased.

O. L. Garrison, president of the Big Muddy Coal & Iron Co., who has been east for the past few weeks on pleasure, returned Tuesday, looking brown and tanned. He says that he enjoyed his trip and will return east before the summer is over for another short stay.



Kansas City and Missouri River Trade.

KANSAS CITY, Mo., August 18.—(*Special Correspondence.*)—There will be no strike in the southwestern coal fields. The bituminous and semi-anthracite miners have agreed by a majority of more than 4,000 to accept the proposition of the Southwestern Interstate Coal Operators' Association, which calls for a reduction of 5.55 per cent in the day wage scale. The proposition voted on was to renew the contract of last year, except that the scale for day work, dead work, yardage, and deficient coal work should be reduced and placed on a parity with the new scales in Iowa and Illinois. The contract is to run through two winters, or until March thirty-first, 1906. At present the contracts run one year and expire on August thirty-first. The proposition was rejected in district No. 14, but received big majorities in districts 21 and 25. The following is the result of the vote which was counted at Pittsburg, Kan., last Saturday:

	For	Against
District 14	3,408	5,897
District 21	6,577	1,889
District 25	4,607	2,512
	14,592	10,298

District fourteen includes Kansas and southwestern Missouri; District twenty-one is Arkansas, Indian Territory and Texas. District twenty-five is Missouri, except the southwest corner and the mines in and near Leavenworth, Kan.

The proposition voted on last week was not the unanimous action of the scale committee, but a majority of both sides agreed to submit it to the operators and miners, and it went to the miners first. They voted in their "locals," as they call the unions in the different camps and towns, and the

ballots and tally sheets were sent to Pittsburg, Kan., where they were canvassed by a board of three men from the districts.

There Will Be No Strike In the Southwest.

As stated, there will be no general strike in the southwest, but small strikes growing out of local conditions are possible but not probable.

The miners and operators are in session again in Pittsburg, this week, to ratify the new agreement. The miners are represented by their district officials and the conference committee of twelve men. The conference committees representing both sides will go into joint session to close the agreement. Some of the miners and some of the operators want the next conference to be held in conjunction with the conference at Indianapolis, Ind., in the central competitive district. This means a merger of the Southwestern Interstate district into the Central Interstate district. Others believe the southwest should remain separate, and there will be a fight on the plan.

The operators announce that although the new agreement calls for a reduction in miners' wages, there will be no cut in the price of coal to the ordinary consumer this fall and winter. It is possible that the wholesale price may be shaded a little. Operators point out that the new scale will save only two cents a ton in the cost of coal production, while the cost of mining and running machinery and freight rates have advanced during the last year. Retail prices will be as high as last winter, when they reached the highest figures in many years, the best grades of soft coal bringing \$4.75 a ton, and semi-anthracite \$6.50 a ton. As soon as the new agreement is signed a revival in the coal trade here, which is now very dull, is expected. Dealers then are confident that contracts with big consumers, which have been held off, will be closed at once. The coal market is lifeless, and needs some such stimulus.

A Clash at the Joint Conference of Operators and Miners.

There was a clash in the meeting of operators in Pittsburg this week. The operators' representatives of northern Missouri, bolted, and declared against the proposition of the operators. They said they could not pay the proposed scale and conduct their mines at a profit, and so would be compelled to shut down. They threatened to withdraw from the association. They were told they could withdraw, if they so wished. The northern Missouri district is much in the minority in the association, and its action will not seriously affect conditions.

The largest coal land deal in the history of Missouri was closed last week, and a force of men is at work sinking shafts near Yates, on the Chicago & Alton railroad. The land lies in one tract in Randolph county, extending nine miles east and west, and from three to five miles north and south. It was bought by New York and St. Louis capitalists for \$600,000. Three railroads: The Chicago & Alton, Wabash, and Missouri, Kansas & Texas run through the property. The work of securing options on the coal lands was started last March.

The operators will incorporate under the name of the Randolph County Coal & Mining Co., and immediately proceed to sink hoisting shafts and erect operating works on all three of the roads mentioned. Electricity will be used for drilling, hauling the coal cars and lighting the entries. The prospects show the coal veins will run from three and a half to four and a half feet in thickness, and that the coal is of excellent quality.

The deal was conducted by W. E. Murlin, president of the Black Diamond Coal Co., of Bevier. Previous to this transaction, the largest coal land sale in Missouri was that of Thomas Wardell, of Macon, to the Kansas & Texas Coal Co. This deal embraced 10,000 acres of coal land in Macon and northern Randolph counties, and was made in 1890.

The West Virginia Mining Field.

WHEELING, W. VA., August 18.—(Special Correspondence.)—Probably on the principle that an end must come to everything, the flatness that has generally prevailed in the West Virginia coal fields for six months or more is beginning to be dissipated slowly. In coke nothing particularly better is shown, but in coal the tendency is upward. This refers to demand rather than to prices, which continue the same, which is that they are low.

Like an echo of the former good old days comes the tidings from Fairmont that the car supply is short. For a week almost the Baltimore & Ohio railroad has not furnished enough transportation in that section and about one-third of the mines were forced to shut down in consequence last Saturday. Since that time the daily shipments have been running from 200 to 300 cars, as against an average of 650 for the previous three or four weeks.

The New River operations, which started a surprising spurt in May, have been sending out heavy shipments lately. That part of the district of which Thurmond is the center has been the beneficiary, but there is no improvement in the mines that border on the Kanawha district.

Some little coal is being taken down the Kanawha river to Point Pleasant, there to await a rise on the Ohio river, whence it will be shipped to Cincinnati and lower points. During the wait the operators are expecting the coal in storage at Cincinnati will be sufficiently drafted on to create a stiffer demand. Otherwise in the situation there is nothing striking to record.

Striking Miners Suspected of Dynamite Outrage.

Striking miners are suspected of dynamite outrages at Austen, Preston county. The home of Superintendent F. M. Horchler, of the Austen Coal & Coke Co., was shattered by a charge of dynamite placed under his doorsill early last Sunday morning. Another charge placed at the home of one of the working miners failed to explode.

A strike has been on at this plant since January, and a month ago the labor agitators were served with injunctions. The mine is being operated with men willing to work and the strikers became incensed at orders to vacate the company houses and also at the return to work of several of their number.

This is the only labor trouble in the state, and it is a purely local affair. The dynamiting outrage has stirred up the community and given unionism a black eye. Bloodhounds and all possible methods to ferret out the criminals have been used, but they have not been apprehended at this writing.

Operators Would Like To See Freight Rates Reduced.

The rate cut in steam coal made in the Cincinnati district by the Norfolk & Western and Chesapeake & Ohio to meet the fifteen-cent cut made by the Louisville & Nashville, while effective only in the Miami valley, suggests possibilities that the West Virginia shippers along the two former roads would like to see ensue in their own territory.

The suit instituted by the Hughes Coal & Coke Co., based on alleged railroad discrimination in the Kanawha district, is the first definite outcome of a persistent agitation in that district, especially against the Kanawha & Michigan railroad. The complaints have been voiced for nearly two years, and on the outcome hinges other like suits, with the probability of the situation being cleared up by the courts for the future.

George Clinton Gardner died at his home in Boston this week. He was a noted railroad engineer and former general manager of the Ohio River railroad and president of the Flemington Coal & Coke Co., of Flemington, W. Va., in the Fairmont field.

Connellsville and Coke Production.

CONNELLSVILLE, PA., Aug. 18.—The *Courier*, reviewing the coke trade, says: "The coke trade is drifting with business in general. It must of necessity follow in the wake of the iron and steel industries. If they are bad so is coke making, or rather the profit and activity there should be in it. There are many idle furnaces which use coke as a fuel, and the idle ovens in the Connellsville district reflect the state of the pig iron business.

"As stated below there was in the neighborhood of 100,000 tons of coke contracted for from this region in the past ten days. Some of it sold for less than \$1.50 a ton, while other operators were more fortunate and landed contracts for standard furnace at \$1.50. This price was refused up to a few days ago, and there are coke men in the district who refuse to sell at that price. They want not less than \$1.75 for their coke and say it is cheap at that figure with the present wage scale in force.

"While there are reports of higher prices on coke at Pittsburg and in the valleys, actual business continues to be done at prices somewhat lower than what have been prevailing. One furnace in the Youngstown district closed for its requirements of Connellsville coke for the last half of the year at a slightly lower price than \$1.35. Another contract for furnace coke for delivery to July first next year was placed at a little better than \$1.50, a low price when deliveries are considered. Many of the operators refuse to sell their furnace coke below \$1.40, while others are asking \$1.45 for delivery the remainder of the year. On foundry coke \$1.80 is the minimum for strictly high grade Connellsville product, and a few operators are securing \$2.00 and over.

"There is a scarcity of foundry coke on track in the western market, and sellers who can give spot delivery are getting premiums of twenty-five cents and fifty cents a ton. On contract coke \$2.00 a ton at the ovens is asked by both Connellsville and southern makers.

Active and Idle Furnaces On the List.

"Following is a complete list of active and idle furnaces in the Mahoning and Shenango valleys: Active, Steel Corporation, two in Youngstown, two in New Castle, one in South Sharon; Republic Iron & Steel Co., Girard; Brier Hill Iron & Steel Co., Youngstown; Ohio Iron & Steel Co., Lowellville; Andrews & Hitchcock Iron Co., Hubbard; Stewart Iron Co., Sharon; Shenango Furnace Co., two, and Youngstown Iron & Sheet Tube Co., Sharpsville; Cherry Valley Iron Co., West Middlesex. Idle, Steel Corporation, one in Youngstown, one in Niles, one in South Sharon, two in New Castle; Republic Iron & Steel Co., Hannah and Laura in Youngstown and Atlantic in New Castle; Cherry Valley Iron Co. and Salem Iron Co., Leetonia; Youngstown Steel Co., Struthers Furnace Co., Andrews & Hitchcock Iron Co., Shenango Furnace Co., Perkins & Co., Sharpsville Furnace Co., M. A. Hanna & Co., Sharpsville, Pickands, Mather & Co., West Middlesex.

Collectively the active and idle furnaces of the valleys are divided as follows: Active, independents, nine; Steel Corporation, five; Republic Iron & Steel Co., one; total, fifteen. Idle, independents, ten; Steel Corporation, six; Republic Iron & Steel Co., three; total, nineteen.

Detailed Report of Operation and Output.

"The detailed report of the operation and output of the Connellsville region for the week ending on Saturday, August sixth, shows a total of 23,127 ovens, of which 13,440 were active and 9,687 were idle. The estimated production was 155,079 tons, compared with 154,984 tons the previous week. There was very little gain in the active list of ovens, the firing of small numbers here and there through the region bringing the total put in blast up to less than 100 during the week.

"Shipments last week aggregated 8,359 cars. They were distributed as follows:

To Pittsburg	3,263 cars.
To points west of Pittsburg	3,914 cars.
To points east of Connellsville	1,182 cars.

"This was a small gain compared with the shipments of the previous week.

"In the Lower Connellsville region there are 5,783 ovens, of which 4,643 were active and 1,140 were idle last week. The estimated production was 55,338 tons, compared with 54,098 the week before. There was a gain of about 100 in the active number of ovens."

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, Aug. 18.—(*Special Correspondence*).—It can not be said this week that there is a further improvement in this market. On the other hand, it must not be inferred that there is a slump of any kind. The market continues in a very healthy condition, as noted during the past two or three weeks, and the tendency is toward a betterment rather than the opposite. The greatest demand is for domestic sizes of smokeless coal, both New River and Pocahontas, and for these fuels there is really more than an active demand—the demand is almost greater than the supply, and while prices have been materially raised, there is a constant further upward tendency.

Castner, Curran & Bullitt, the greatest factors in the Pocahontas trade here, have issued a circular to their customers in which they say: "We regret to announce that owing to the depression in the coke trade, in the manufacture of which we consume the slack made in screening our egg and lump grades, we are at the present time unable to produce our usual output of these sizes, and as we now have a large number of unfilled orders on our books, it will be impossible for us to take on any additional business for egg or lump until these orders are filled, which probably will take the next sixty days. We will ship our unfilled orders as promptly as conditions will permit, and it is to enable us to do this that we are now declining additional business for screened coal. We can ship our run of mine coal with our usual promptness, etc." While none of the other handlers of either New River or Pocahontas coal has gone quite so far as the company just mentioned, they have all materially strengthened their grip on their output, and they have determined to get as much for it as possible. Most of the dealers are still quoting \$1.50 as the price of smokeless lump and egg at the mines; "C. C. B." Pocahontas is practically out of the market for the next few weeks, and several of the other companies are quoting \$1.75 at the mines for both lump and egg.

Demand for Ordinary Bituminous Coal Quite Moderate.

The exception to the general rule has been noted first. The demand for the ordinary grades of bituminous coals is quite moderate. Not a single office reported a large tonnage sold during the week, yet nobody complained very much about things being dull, and there is no more coal in this district that has to be sold below quotations. West Virginia splint, both Kanawha and Fairmont, lump from the Thacker district, the best grades of Kentucky lump and Luhrig (Ohio) lump are quoted at \$1.35@1.50 at the mines. Nut and slack is still quite plentiful, on account of the continued great movement of lump to the lakes, and the increased demand for domestic sizes, yet there is no glut in the market, and there is not much likelihood of the quantity of nut and slack becoming so great it will cause sacrificing to get rid of it. West Virginia nut and slack is worth from sixty to sixty-five cents a ton at the mines, while New River and Pocahontas are worth eighty-five cents. New River and Pocahontas mine run is worth \$1.00@1.10 at the mines.

Coke is practically unchanged. Dealers constantly report inquiries more numerous, but business is still at a very low ebb for foundry and furnace, with prices ranging \$1.75@2.00 a ton at the ovens for standard grades.

The demand for gas coke is really excellent, both for local consumption and for shipment. The fact that the company which handles the output of the gas works here has but three hundred thousand bushels stored at present with the recent enormously increased output, while last year at this time there were over a million bushels stored, speaks for itself.

There are no changes in local retail prices. Pittsburg, Kanawha, Thacker and Fairmont lump sell for \$3.00 a ton delivered; Luhrig, \$2.75; smokeless, both New River and Pocahontas, \$3.50; anthracite, \$7.25; nut and slack, \$1.65@1.85, and gas coke nine and ten cents a bushel.

New Coal Terminals are Projected.

The Louisville & Nashville and the Cincinnati Southern railroads have been acquiring large tracts of property in the old business part of the city of Cincinnati for additional terminals. The former has secured all the river front from Main street to Plum, and nearly all the property from the river to Second street. After the hundreds of buildings that are now upon the property have been torn down and removed, the railroad company will fill the space with tracks, warehouses and coal hoppers. Brent Arnold, who has charge of the company's terminals here, said yesterday that while this company expects to erect commodious hoppers for the accommodation of its increasing coal trade, no definite plans have yet been made for their erection. When asked if the Louisville & Nashville had taken over the immense coal property of the W. H. Brown's Son Co., which extends from the Louisville & Nashville bridge down to the foot of Lawrence street, Mr. Arnold said that it had not only not taken the property, but had not even contemplated taking it. He admitted, however, that a proposition is now pending by which the road will have a right of way through the Brown property, which is owned by the Monongahela River Consolidated Coal & Coke Co., to its lately acquired property below the public wharf. Whether another track will be laid across the wharf, or an elevated track from the bridge down through the Brown property and along the wharf, is among the things yet to be decided. At any rate the railroad is determined to give its coal shippers greatly increased facilities for doing business when it gets its new terminals finished.

New Coal Bridge for Cincinnati.

The daily papers have just published extended accounts to the effect that the Pennsylvania railroad will at once erect another bridge across the Ohio river at this point. The location of the new structure is to be at Columbia, the extreme upper end of the city, and the object of building the bridge is to connect the Chesapeake & Ohio railroad with the Pennsylvania lines direct without any switching. It is said that the vast coal traffic of the Chesapeake & Ohio will be diverted over the new bridge to the Penn-

sylvania lines for shipment westward and northward, thus avoiding hauling so great a tonnage through the congested parts of the city. Engineers of the company are now at work making soundings of the river bed.

The Otto Marmet Mining Co., which is the producing end of the Marmet-Halm Coal & Coke Co., is erecting an immense new rail tippie at its Kanawha mines. Heretofore the company has shipped entirely by water, but in a few weeks it will be ready for all-rail business as well. The mine is located at Raymond City, W. Va., on the Kanawha river and the Kanawha & Michigan railroad. The general office of the company is in the Neave building, Cincinnati.

Big Hill Coal Company Is Spreading Out.

The Big Hill Coal Co., one of the late entries for public favor in the coal business of this territory, is branching out at a great gait. After putting the Cincinnati office on a firm basis by taking the city water works contract of about 70,000 tons and a number of smaller contracts, Harry P. Jones, general manager, has opened up an office in the Columbia Building, Louisville, and has started a retail yard at Richmond, Ky. The company has just succeeded in getting the output of another mine, that of the Four Mile Coal & Coke Co., at Four Mile, Ky. This was necessary because the Big Hill Co. has been selling more coal than it could produce. C. J. Krauss is the manager of the Cincinnati office of the concern.

The Marmet Co. is pushing for more business at Cincinnati. It has just established a new coal yard at its coal harbor in the East End, at the foot of McCullough street. The Marmet Co. owns the property there, and all that was necessary was to place a float at the river, haul out the coal from the company's harbor, pile up the coal on the bank, and build a small office with scales. This saves the company from hauling coal from its downtown plant, and puts it close to the center of a large residence district.

Cincinnati Personal Notes.

The Rex Fuel Co., with headquarters in the Union Trust building, reports the recent sale of 15,000 tons of Thacker coal at Sandusky.

W. L. Gordon has succeeded H. H. Keys in the management of the Phoenix Coal Co. Mr. Keys is now located in Ironton, Ohio.

Harry Nielson, general sales agent of the Winifrede Coal Co., is just back from a three weeks' trip and reports having secured some nice orders.

The Cincinnati Coal Co., one of the comparatively young coal companies of this city, recently sold 40,000 tons of Fairmont coal in Sandusky and 6,000 tons of Pocahontas in Detroit.

Sol Kernohan, for many years connected with Sol P. Kineon in the coal trade, has taken a position with the new Pocahontas Co., which is about to open up a retail business here.

C. D. Martin is a young man who is rapidly making a good name for himself as an all-round coal salesman. He is now with George M. Halm & Co., Neave building, Cincinnati, and is a valuable man to Mr. Halm.

William H. Hackman was arrested the other day upon complaint of the Cincinnati Gas, Coke, Coal & Mining Co., which claims that Hackman was short in his accounts. The amount of the shortage was not given out, but the information, it is said, was made upon an admitted embezzlement of a small amount.

Fred D. Buskirk, well known in the Cincinnati coal trade, is taking a general survey of the best coal fields, and writes home that he has just examined some new operations in the Flat Top regions, and finds them among the best he has ever seen. He will probably establish agencies with some of the best companies.

Sol P. Kineon has filed an action in the Campbell county (Kentucky) courts against the Independent Coal Co. and the A. R. Budd Coal Co. for the use of a coal digger and the ruination of a 300-foot manila rope, amounting in value to \$78.90. The suit is the outcome of a disagreement last winter while the fleets of the respective parties were caught in the ice.

J. T. Hatfield, general manager of the Hatfield Coal Co., one of the largest and most progressive coal companies of Covington, Ky., has just returned from Point Pleasant, W. Va., where he is repairing his towboat, the Henry DeBus. Mr. Hatfield has the output of the Plymouth mine on the Kanawha river. Plymouth is a very high grade coal and always commands the highest price.



Southern Coal News and Markets.

MEMPHIS, TENN., August 18.—(*Special Correspondence*).—The coal trade is still unusually quiet and the firms seen by THE BLACK DIAMOND's representative seem to think the state of trade somewhat reactionary from last year, when business was so good in Memphis and the Memphis territory at the corresponding time. There seem to be plenty of cars this year to handle the business. Last year it was just to the contrary. There are more mines, too.

The Southern Coal Co., in the Illinois Central building, at the corner of Main and Madison, is getting some good inquiries from all through the south where it sells coal and hopes for a considerable improvement when the fall manufacturers, especially from the cotton district, start up.

John R. Collins, president and general manager of the Southern Coal Co., is at some of the northern summer resorts taking his vacation. He has been spending a few days in Chicago while enroute to the lake country.

T. J. Hunt, of Hunt & Bro., Porter building, also reported a continuation of the summer quiet spell. This firm act as sales agents and have

quite a good business when there is any to be had. Mr. Hunt attributed the dullness to the reactionary influences. He thought too many mines had opened up and regarded the situation as essentially different from last season, when these mines could not secure cars to ship out the coal produced.

T. J. Hunt, of Hunt & Bro., leaves next week on a summer vacation trip east.

The Memphis board of education this week awarded to Hunt & Bro. and to the Southern Coal Co. the city contract for the schools, quite a nice local contract. The award is a conditional one, as the company furnishing the best coal will receive the whole contract after a thorough test. The prices were twenty-three and a half and twenty-four cents per bushel respectively, and the approximate amount of the contract will be \$5,000.

News Notes From Other Points.

R. O. Campbell, of Atlanta, Ga., the owner and operator of the famous Battle Creek coal mines at Orme, Marion county, Tenn., and the splint mines in Campbell county, Tenn., has been spending some time at Nashville recently. Mr. Campbell developed the Clear Creek coal mines at Idalene, Cumberland county, but sold this property out some years ago. He is one of the largest producers and shippers of steam coal in the south, and much of the success of the Brushy Mountain mines, owned by this state, is due to him. He was the first man to introduce the coal of the state mines on an extensive basis in the southern market.

The Clifton Coal & Coke Co. has just been organized at Vicksburg, Miss., with a paid-in capital of \$100,000. The officers elected are: George Clinton, of Greenville, president; T. R. Foster, of Vicksburg, vice-president and manager; W. H. Clements, of Greenville, secretary and treasurer. The company has acquired wharfage privileges and will begin business at once, operating at Greenville, Vicksburg, Natchez and Baton Rouge. The new corporation will handle Alabama coal and coke to sugar plantations below Greenville, Miss., where the company has tipples and whence it will operate a barge line southward, carrying the coal as far as the New Orleans market. This business has been done the past seven years, the Southern railroad carrying the coal to the river at Greenville. The new company proposes to make the business more extensive. It has heretofore amounted to as much as 250,000 tons during the sugar grinding season. This company will go after the coal furnishing on the sugar plantations.

At Knoxville, Tenn., the city school coal furnishing contract was awarded this week to the Southern Coal & Coke Co., of Knoxville. This company controls a large output of Blue Gem and Jellico coal and has secured a large share of Knoxville business since entering the retail field. E. C. Mahan looks after the general office in Knoxville and is located in the Empire building. W. E. Cooper looks after the yards.

Water Stage On the Mississippi Favors Handling Coal.

The stage of the water on the Mississippi river has been very favorable this summer for handling coal. Never before have any of the coal companies had such stages of water for moving a large tonnage as in 1904. The southern markets have been better stocked with coal from Pennsylvania and other northern fields that send coal down the Mississippi than since the days of the old Mississippi Valley Transportation Co. It is estimated that upward of 5,000,000 bushels of coal have passed Memphis since the first rise in the spring. Almost as much more has been dropped above this city.

A charter has been granted to the Diamond Coal Co., of Chattanooga, Tenn., within the past few days. The company is capitalized at \$10,000. The incorporators are G. H. Garmany, W. K. Garmany, I. A. Roberts and others.

It is stated that large shipments of coke are being made these days to Old Mexico from the plant of the United States Cast Iron & Pipe Co. in the Birmingham, Ala., district. It is used for reduction in the silver plants, having been found good for that purpose.

Western Coal and Coke Notes.

New Western Enterprises.

John Brazelle and others of Coalburg, Ohio, have leased a large farm near that city and are preparing to develop coal mines on an extensive scale. That territory was worked many years ago and was then abandoned.

The Elbridge Coal Co. has incorporated at Paris, Ill., with a capital of \$100,000. The incorporators are George W. Myers, William A. Halloren and Charles H. Lamb. A vein of coal six feet in thickness will be developed.

The White Rose Coal Co., of Greene county, has been incorporated at Indianapolis, Ind., with an authorized capital of \$50,000. The first board of directors consists of Francis M. Dugger, Cyrus E. Davis, John A. W. Miller, Nathan G. Dixon and William E. Baughman.

The Excelsior Coal Co. has been incorporated at Sullivan, Indiana, with an authorized capital of \$50,000. The company has purchased 244 acres of land near Sullivan. Officers of the company are: President, W. H. Mansfield; vice-president, L. W. Beasley; secretary, L. W. Beasley; treasurer, Elmer Yeoman. The company will commence sinking a mine at once.

The Western Anthracite Coal & Coke Co., which owns 7,000 acres of coal land along the Pueblo & Beulah Valley railroad, in Colorado, and has headquarters at Pueblo, is preparing to develop its property as soon as the railroad is completed. President W. E. Pedric of the Company was recently in Pueblo for the purpose of arranging for the development work.

General Western Coal and Coke Notes.

The large new electric motor for the Moweaqua coal mine at Moweaqua, Ill., has arrived and haulage by mules will be replaced by electricity.

Charles Handwerk has disposed of his interest in the Espley & Handwerk coal mine near Morris, Ill., to Charles Hatcher and Frank Hatcher.

A four-foot vein of bituminous coal has been struck near La Cygne, Kan., and it is expected it will be developed. It was discovered while drilling for oil.

Hoisting coal from the new shaft of the Star Coal Co., west of Kangley, Ill., has been commenced. The top vein will be worked at the outset, but later other veins may be developed.

Robert Gammell and associates have discovered what they believe is a fine bed of coking coal at the head of the Wood river near Kirwin, Wyo. The property will be developed at once.

The will of the late John Zeller, one of the oldest coal operators in Indiana, has been probated at Brazil, Ind. He left to each of his four children and to his widow property valued at \$22,000.

A survey has been made for a coal carrying branch of the Chicago, Hamilton & Dayton railroad that will connect Ironton, Ohio, with the Chicago, Cincinnati & Louisville at Dayton, thus opening up a large new coal territory.

At a meeting of the stockholders of the Saline County Coal Co. recently held at Harrisburg, Ill., it was decided to change the name to the Gas Coal Co. The officers of the company say that the product of this company is obtaining a reputation as a gas coal and that it is appropriate the name of this company should indicate this fact.

Business men at Sault Ste. Marie, Mich., are preparing to bore for coal and oil in the vicinity of that town and believe that coal deposits will be discovered which will be valuable. At Le Tour, near the Sault, while boring a well recently traces of coal were discovered which led the promoters to believe that it exists in large quantities at a lower depth.

N. Poston, assistant general manager of the Pacific Coast Co., the corporation recently formed to merge Pacific coal mining properties, was in Seattle, Wash., recently on a trip of inspection. He reports that thus far this year the company has shipped 10,000 tons of Wellington lump coal to Nome, Alaska, and that the trade in that country is developing remarkably fast.

The Youngstown & Southern railroad has been completed and was recently inspected by some of the leading stockholders. It extends to the coal fields in the vicinity of Youngstown, Ohio, and transportation of this commodity will be commenced the present fall with steam facilities. Next spring the road will be equipped with electricity, which will be used as a motive power.

The Arizona & Colorado railroad has been incorporated at Durango, Colo., to build a line from the coal fields at that point, which are quite extensive, to the Southern Pacific, giving this coal a wide distribution among the low grade ore mines in that territory. The company is capitalized at \$2,000,000 and it is expected a large amount of coal development will follow its construction. It is expected that work on the railroad will be commenced this fall.

Prevailing Wagon Prices at Chicago.

	Dealers' Wagons. Per ton.
Grate	\$6.40
Stove	6.65
Chestnut	6.65
Egg	6.65

BITUMINOUS.

ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg	3.50
Carterville stove, washed No. 1	3.50
Carterville nut, washed No. 2	3.50
Westville-Danville domestic lump	3.00
Danville lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.	
Brazil block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.00
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00

OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00

PENNSYLVANIA COALS.	
Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

WEST VIRGINIA COALS.	
Black Band	\$5.00

TENNESSEE COALS.	
Waldensia lump	\$5.00

Western General and Personal Notes.

C. J. Milton, president of the Smokeless Fuel Co., Cincinnati, Ohio, was in Chicago this week on a business trip.

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T. J. Hunt, of Hunt & Bro., leaves next week on a summer vacation trip east.

The Memphis board of education this week awarded to Hunt & Bro. and to the Southern Coal Co. the city contract for the schools, quite a nice local contract. The award is a conditional one, as the company furnishing the best coal will receive the whole contract after a thorough test. The prices were twenty three and a half and twenty-four cents per bushel respectively, and the approximate amount of the contract will be \$5,000.

News Notes From Other Points.

R. O. Campbell, of Atlanta, Ga., the owner and operator of the famous Battle Creek coal mines at Orme, Marion county, Tenn., and the splint mines in Campbell county, Tenn., has been spending some time at Nashville recently. Mr. Campbell developed the Clear Creek coal mines at Idalene, Cumberland county, but sold this property out some years ago. He is one of the largest producers and shippers of steam coal in the south, and much of the success of the Brushy Mountain mines, owned by this state, is due to him. He was the first man to introduce the coal of the state mines on an extensive basis in the southern market.

The Clifton Coal & Coke Co. has just been organized at Vicksburg, Miss., with a paid-in capital of \$100,000. The officers elected are: George Clinton, of Greenville, president; T. R. Foster, of Vicksburg, vice-president and manager; W. H. Clements, of Greenville, secretary and treasurer. The company has acquired wharfage privileges and will begin business at once, operating at Greenville, Vicksburg, Natchez and Baton Rouge. The new corporation will handle Alabama coal and coke to sugar plantations below Greenville, Miss., where the company has tipples and whence it will operate a barge line southward, carrying the coal as far as the New Orleans market. This business has been done the past seven years, the Southern railroad carrying the coal to the river at Greenville. The new company proposes to make the business more extensive. It has heretofore amounted to as much as 250,000 tons during the sugar grinding season. This company will go after the coal furnishing on the sugar plantations.

At Knoxville, Tenn., the city school coal furnishing contract was awarded this week to the Southern Coal & Coke Co., of Knoxville. This company controls a large output of Blue Gem and Jellico coal and has secured a large share of Knoxville business since entering the retail field. E. C. Mahan looks after the general office in Knoxville and is located in the Empire building. W. E. Cooper looks after the yards.

Water Stage On the Mississippi Favors Handling Coal.

The stage of the water on the Mississippi river has been very favorable this summer for handling coal. Never before have any of the coal companies had such stages of water for moving a large tonnage as in 1904. The southern markets have been better stocked with coal from Pennsylvania and other northern fields that send coal down the Mississippi than since the days of the old Mississippi Valley Transportation Co. It is estimated that upward of 5,000,000 bushels of coal have passed Memphis since the first rise in the spring. Almost as much more has been dropped above this city.

A charter has been granted to the Diamond Coal Co., of Chattanooga, Tenn., within the past few days. The company is capitalized at \$10,000. The incorporators are G. H. Garmany, W. K. Garmany, I. A. Roberts and others.

It is stated that large shipments of coke are being made these days to Old Mexico from the plant of the United States Cast Iron & Pipe Co. in the Birmingham, Ala., district. It is used for reduction in the silver plants, having been found good for that purpose.

Western Coal and Coke Notes.

New Western Enterprises.

John Brazelle and others of Coalburg, Ohio, have leased a large farm near that city and are preparing to develop coal mines on an extensive scale. That territory was worked many years ago and was then abandoned.

The Elbridge Coal Co. has incorporated at Paris, Ill., with a capital of \$100,000. The incorporators are George W. Myers, William A. Halloren and Charles H. Lamb. A vein of coal six feet in thickness will be developed.

The White Rose Coal Co., of Greene county, has been incorporated at Indianapolis, Ind., with an authorized capital of \$50,000. The first board of directors consists of Francis M. Dugger, Cyrus E. Davis, John A. W. Miller, Nathan G. Dixon and William E. Baughman.

The Excelsior Coal Co. has been incorporated at Sullivan, Indiana, with an authorized capital of \$50,000. The company has purchased 244 acres of land near Sullivan. Officers of the company are: President, W. H. Mansfield; vice-president, L. W. Beasley; secretary, L. W. Beasley; treasurer, Elmer Yeoman. The company will commence sinking a mine at once.

The Western Anthracite Coal & Coke Co., which owns 7,000 acres of coal land along the Pueblo & Beulah Valley railroad, in Colorado, and has headquarters at Pueblo, is preparing to develop its property as soon as the railroad is completed. President W. E. Pedric of the Company was recently in Pueblo for the purpose of arranging for the development work.

General Western Coal and Coke Notes.

The large new electric motor for the Moweaqua coal mine at Moweaqua, Ill., has arrived and haulage by mules will be replaced by electricity.

Charles Handwerk has disposed of his interest in the Espley & Handwerk coal mine near Morris, Ill., to Charles Hatcher and Frank Hatcher.

A four-foot vein of bituminous coal has been struck near La Cygne, Kan., and it is expected it will be developed. It was discovered while drilling for oil.

Hoisting coal from the new shaft of the Star Coal Co., west of Kangley, Ill., has been commenced. The top vein will be worked at the outset, but later other veins may be developed.

Robert Gammell and associates have discovered what they believe is a fine bed of coking coal at the head of the Wood river near Kirwin, Wyo. The property will be developed at once.

The will of the late John Zeller, one of the oldest coal operators in Indiana, has been probated at Brazil, Ind. He left to each of his four children and to his widow property valued at \$22,000.

A survey has been made for a coal carrying branch of the Chicago, Hamilton & Dayton railroad that will connect Ironton, Ohio, with the Chicago, Cincinnati & Louisville at Dayton, thus opening up a large new coal territory.

At a meeting of the stockholders of the Saline County Coal Co. recently held at Harrisburg, Ill., it was decided to change the name to the Gas Coal Co. The officers of the company say that the product of this company is obtaining a reputation as a gas coal and that it is appropriate the name of this company should indicate this fact.

Business men at Sault Ste. Marie, Mich., are preparing to bore for coal and oil in the vicinity of that town and believe that coal deposits will be discovered which will be valuable. At Le Tour, near the Sault, while boring a well recently traces of coal were discovered which led the promoters to believe that it exists in large quantities at a lower depth.

N. Poston, assistant general manager of the Pacific Coast Co., the corporation recently formed to merge Pacific coal mining properties, was in Seattle, Wash., recently on a trip of inspection. He reports that thus far this year the company has shipped 10,000 tons of Wellington lump coal to Nome, Alaska, and that the trade in that country is developing remarkably fast.

The Youngstown & Southern railroad has been completed and was recently inspected by some of the leading stockholders. It extends to the coal fields in the vicinity of Youngstown, Ohio, and transportation of this commodity will be commenced the present fall with steam facilities. Next spring the road will be equipped with electricity, which will be used as a motive power.

The Arizona & Colorado railroad has been incorporated at Durango, Colo., to build a line from the coal fields at that point, which are quite extensive, to the Southern Pacific, giving this coal a wide distribution among the low grade ore mines in that territory. The company is capitalized at \$2,000,000 and it is expected a large amount of coal development will follow its construction. It is expected that work on the railroad will be commenced this fall.

Prevailing Wagon Prices at Chicago.

Dealers' Wagons.
Per ton.

Grate	\$6.40
Stove	6.65
Chestnut	6.65
Egg	6.65

BITUMINOUS.

ILLINOIS COALS.

Wilmington chunks	\$3.50
New Kentucky lump and egg.....	3.50
Carterville stove, washed No. 1.....	3.50
Carterville nut, washed No. 2.....	3.50
Westville-Danville domestic lump.....	3.00
Danville lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.

Brazil block	\$3.75
Greene County lump and egg.....	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.00
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00

OHIO COALS.

Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00

PENNSYLVANIA COALS.

Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

WEST VIRGINIA COALS.

Black Band	\$5.00
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TENNESSEE COALS.

Waldensia lump	\$5.00
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ENTERED AT THE CHICAGO POSTOFFICE AS SECOND CLASS MATTER.

THE BLACK DIAMOND MARKET REPORTS ARE ACCURATE.

"I am a sincere reader of THE BLACK DIAMOND, and have been anxiously reading the weekly reports concerning the bituminous coal market. It has, indeed, been very dull, and should all the operators have taken your advice in May, the trade and price would have been considerably better.

"W. C."

Spanliding, Ill., August 10.

THE FIRST car shortage of the season is reported from the West Virginia smokeless fields. It begins to look like winter, doesn't it?

THE MINERS in the southwest have decided not to go on strike, but will accept the reduction of 5.55 per cent in the wage scale proposed by the operators. The miners in the southwest adopted a very sensible course.

ENGLISHMEN ARE boasting because their exports of coal for the five months ending May thirteenth of this year were 18,360,879 tons. That is nothing to boast about. The United States has one company which alone produces nearly this amount in a single year—the Pittsburg Coal Co.—and it never does much bragging about it either.

ALABAMA is complaining against West Virginia, because coal from the latter state was recently used in fueling Uncle Sam's naval boats at Pensacola and says that West Virginia is a mean old thing. It has been our observation that calling names never does accomplish much good in securing the introduction of coal for naval or any other purposes. The most essential thing is to have the right kind of coal.

Great is the Coal Trade.

Coal men are so accustomed to talk in large figures that they seldom appreciate the greatness of the industry with which they are identified. The production of millions of tons of coal in a single year by a large producing corporation is not an uncommon thing, but the figures which are used contain so many numerals that the common understanding of the average person fails to appreciate their full significance. We are going to make a comparison, which we think will bring out this point. The total tonnage of all kinds of freight carried last year over the great Grand Trunk System from the east to the west and the west to the east was a trifle over four million tons. This great railroad contains something like 4,000 miles of main track which reaches from the Atlantic ocean, with two main arteries, to Chicago, the metropolis of the great central west.

The natural supposition is that it is one of the great freight-carrying roads of North America. Four million tons of freight is a very large amount, yet one single coal-producing company produces a greater tonnage of coal than this large railroad system can carry in a year, when the latter is directing all its facilities to the handling of freight traffic. It would require a railroad

having one and one-half times the equipment and employing one and one-half times the number of men on the Grand Trunk system to absorb the coal which is produced by the Fairmont Coal Co. of West Virginia. This great coal corporation produced last year 5,400,000 tons of coal. If we were to make a comparison of the Pittsburg Coal Co., with its gigantic output, it would be still more enlightening. This latter corporation produced over 18,000,000 tons of bituminous coal last year.

It would require nearly five railroad systems the size of the Grand Trunk to absorb the coal which was produced from the mines of this company. Here is another comparison. The Santa Fe, reaching from the Pacific ocean to Chicago, with something like 6,000 miles of track, carried slightly less than 5,000,000 tons of all kinds of freight from the east to the west and from the west to the east. It would require four railroad systems like the Santa Fe to take the coal produced in the mines of the Pittsburg Coal Co., even though it should confine itself wholly to this business in order to transport it to consumers. We are merely referring to these matters for the reason that the public at large, and even some of the factors in the coal trade, do not appreciate the extent of our producing companies and what they are doing for the development of our country. It is fair to say that the Pittsburg Coal Co. is doing four times as much to increase commerce, to promote manufacturing, to increase the demand for labor, to help our general development, as is the Santa Fe railroad. It is doing a public good and on this account is entitled to the same consideration and the same commendation as a railroad system with its thousands of miles of track and immense equipment. The same is true, to a lesser extent, of the Fairmont Coal Co., the Pennsylvania Coal & Coke Co. and a number of other coal corporations in this country. We believe the coal trade ought to awaken to its greatness; it ought to stand on its dignity as one of the most important factors in the furtherance of the good of this country. Its members ought to take pride in the fact that they are allied with an industry which has in it factors so great.

Strikers and the Coal Trade.

It was conservatively estimated on Monday of last week that throughout the United States there were 600,000 workmen on strike out of a total of 2,000,000 men who are enrolled in the ranks of organized labor. The student of economic conditions should ponder well these figures. They are an explanation of some of the causes of the present business depression in this country, and to a very large extent account for it. When mills and factories are idle, the earning power of labor is reduced. When the earning power of labor is reduced, the consuming power of this branch of our citizenship is materially decreased and we have the first stages of a further depression. Without consumption there can be no business prosperity. There can be, and generally is, an over-production, which results in tumbling prices, reduced profits or increased losses, the wiping out of capital, and a further reduction in the wages which can be paid those laborers who are at work or who are willing to work, because business will not sustain the wages formerly paid them. These things work in a cycle. We may think we are independent of each other, but we are not, and a strike which hurts one man or ten thousand men must be felt in proportion to its extent all through the industrial and commercial world.

Of all the industries which suffer, probably that engaged in the production of coal does so to the greatest extent. Coal is the most important staple and the one most generally used everywhere of any commodity in the country.

Every factory which closes down reduces the consumption of coal. If thirty per cent of the manufacturing interests of this country are idle because of unwarranted and ill-advised strikes the demand for coal is reduced in proportion, and possibly it may be reduced to a greater extent. In illustration of this point we have a good example in the way the packing house strike has affected the Chicago market. Fine bituminous coals which are used by these interests for steam-making purposes have been a drug on the market for three or four weeks. Prices have tumbled from a fairly profitable basis until much of the coal which is being sacrificed at present sells for less than the cost of digging it—in one or two instances it has sold for the freight rate and the producer gave it away.

If the union labor of this country is desirous that its members shall be employed at the highest remuneration that can be paid them it should use its utmost endeavors to preserve peace everywhere, for at every point where there is a strike union labor suffers along with capital, those who are not eligible to the ranks of organized labor, and the citizens of the country generally. If this strike fever continues among the labor organizations of the United States, the present business depression will be nothing to what will happen later. Instead of there being one man out of every ten out of work, as there is at present, union labor can soon bring about a condition of affairs which will result in only one out of three or four men being able to secure work. The solution of present business problems rests more largely with labor leaders than most of us imagine. It is too bad they do

not realize their responsibilities to a greater extent; it is too bad they do not appreciate to what an extent they can make or unmake prosperity in this country.

The lack of an active demand at present is being attributed very largely to the pending presidential election. This always exerts more or less of an influence, but it is safe to say that it is a far less important factor in the business situation today than the continued turmoil which organized labor is creating. It is safe to say that the demand for coal, for railroad transportation, for iron and steel, for other staple commodities would be considerably improved if capital had the hearty support of labor in its attempts to improve present conditions.

There is only one thing more that can be said. If conditions grow from bad to worse, if labor continues to call strikes everywhere, for those things which follow place the blame where it belongs—on organized labor.



The Marked Capacity of Cars.

Commissioner B. F. Sipp, of the Coal Shippers' Association of Chicago, has sent a letter to the executive officials of the railroads centered in this city, calling their attention to the origin of some of the short weight coal which has troubled consumers and dealers during the past year. He brings up in this letter a very important point. This is that the marked capacity of open cars is greatly in excess of the tonnage that actually can be loaded in them without the danger of the coal being spilled off in transit. In other words, in order to reach the minimum of marked capacity it is frequently necessary to load the car several feet above the top of the body, and when the engine takes up slack in the train or stops suddenly the jar and jolt of the car throws this coal to the ground and it is lost. It is an old custom of the railroads to base the marked capacity of open cars on the carrying capacity of the trucks. Mr. Sipp suggests that it should be based on the cubical capacity of the car body, and as a practical railroad man he believes if this is done the operator and shipper will not be obliged to overload the car in order to reach the minimum marked capacity. This is a matter which concerns the railroads as deeply as it does coal shippers. There is a tendency on the part of dealers and consumers of coal to present claims to railroads when a shortage of coal occurs in transit. The common law liability of the railroads compels them to pay these claims, if they are legitimate, and the trade is becoming more exacting in its demands along these lines till the number of claims presented to the railroads from this cause is increasing. We believe these claims are becoming an important feature with the railroads, and that it is to their interest to curtail them as much as possible by being reasonable in designating the marked capacity of the cars. At present, in loading some coals which are light weight in bulk in open cars it is impossible to load to the marked capacity. The marked capacity is so very much in excess of what actually can be loaded in other cars that it is necessary to overload the body in order to avoid paying freight on coal that is not transported. If the cubical capacity is the basis for the marked capacity, shippers will be obliged to load only what the car body can reasonably contain. This is a better basis both for the railroads and the shippers. It is to be hoped that the railroad officials will act upon the suggestion contained in Mr. Sipp's letter, which is published in another part of THE BLACK DIAMOND this week, and we believe if they do so the resultant benefits will be as great to them as to the shippers. This is a practical reform which would do away with many of the complaints of short weight coal and would therefore be of immense benefit to coal dealers throughout the country. The latter should supplement the efforts of the Coal Shippers' Association of Chicago, and wherever possible, when finding open cars from which the coal has fallen off in transit, show to the proper railroad officials that this is the cause of such shortage.



SOME IDEA of the magnitude of the coal trade of this country is indicated by a stray paragraph now floating around the country to the effect that the Pennsylvania railroad delivered 900,000 tons of coal to lake ports during July. Somebody must be using coal and creating values which go to swell up the volume of our factory and transportation products when this can occur and only cause a ripple of excitement.



THERE IS some food for thought in the recent statement of the United States Geological Survey that if the coal production last year in this country were loaded into coal cars of thirty tons each a train would be formed that would stretch three and a third times around the earth at the equator. We wish the United States Geological Survey might collect the vituperative and indecent articles that appeared in the newspapers in this country last year concerning the producers of coal and see how many times they would stretch around the earth. While most of them were very thin and an exceedingly poor attempt at logic, they would, if long drawn out, probably stretch to the moon.

Open Cars Should be Marked with Cubical Capacity.

Through B. F. Sipp, commissioner, the Coal Shippers' Association of Chicago has called attention to the origin for many of the complaints and deduction made by dealers and coal consumers for loss of weight in the transportation of coal in open cars. Attention is called to the fact that the present plan of fixing the "marked capacity" of these cars on a basis of the carrying capacity of the trucks results in the operator or shipper heaping the coal upon the cars to such an extent that it falls or is shaken off in the movement of the train, in the taking up of the slack when a train starts or in the jerkiness which results when a train is stopped, and in the movement of the cars when they are shifted from place to place. The marked capacity of these open cars is so much greater than their actual carrying capacity in some instances that lump or run-of-mine coal must be heaped up several feet above the car body, and it does not take much of a jolt to jar it off the train. Mr. Sipp, in his letter, which is addressed to the proper executive officials of the railroads entering Chicago, suggests that these rail lines will avoid many claims from shippers and consignees of coal if they have their open cars tested and the marked capacity be based upon the cubical capacity of the car body. Then the coal operator or shipper would not be obliged to attempt the impossible in loading such cars to make the load come up to the marked capacity. The latter would be based upon what the car could actually carry without danger of such losses as he has enumerated.

As this letter was sent to the rail officials by a man of experience, who thoroughly knows the situation with regard to "marked capacity" of open cars, it has received attention from the rail lines and will no doubt bear fruit. In part it is as follows:

"One of the paramount troubles is the custom of requiring open cars to be loaded to the marked capacity of the trucks. To do this coal in many cases is heaped in the cars above the side boards, and while such cars are in moving trains or being handled in the yards the coal is shaken off, which leads up to complaints from consignees at destination, subsequent deductions from invoices of the shippers and consequent losses to them. It is not possible to load open cars with some grades of coal to the marked capacity of the trucks, and it is certainly unfair to the shipper to have these cars heaped so full in the effort that a portion of the contents will be lost, particularly when a claim arises and it is filed with the railway line concerned, have the claim turned down and declined with a statement that claims for loss or damage in open cars will not be allowed. The common carrier must protect shipments in open cars just as much as those that are made in closed cars, and if there are any losses between point of shipment and destination he is legally bound, under his common law liability, to adjust them on proof of loss.

Cubical Capacity Would Be Fair To Both.

"It occurs to me, in all fairness to the common carrier and the shipper, that coal cars of the various series should be tested with relation to the cubical capacity of the car body for the carrying of all the load through to destination. Some of the railway lines use the marked capacity of the trucks of coal cars as a minimum for coal. This is unfair, because you can not load some lightweight coals to the marked capacity of the cars; again, in attempting to do it the coal, as above stated, is heaped in cars, a considerable amount of it lost in transit, and freight charged on basis of the marked capacity, so that your shipper not only has loss of coal, but is charged freight on what is not delivered.

"This is a very important question, and I would ask that instructions be issued by your operating department that the ascertained cubical capacity of your open coal cars for a safe carrying load be obtained and used instead of the truck capacity, unless the car can be loaded to the marked capacity of the trucks without heaping the coal in the cars so full as to cause it to drop off along the right of way, while in the yards in moving trains, or in shifting under transportation. This will put a stop, in a measure, to not only loss of coal enroute, but a good many claims for which the railway lines are responsible under their common law liability as carriers.

"Please advise me if you will look into this question and what action will be taken."



Illinois Central Made Good Loss Caused by Delay.

The Illinois Central railroad has adopted a policy of making good damages caused by unreasonable delays in the movement of coal from mines along its line to terminal points. At least, the experience of one coal shipping firm in Chicago, would indicate that this policy has been adopted. In this particular case coal was bought at \$2.10 f. o. b. the mine and the cost f. o. b. Chicago was \$2.90. The coal was sold by the shipper at \$3.00 on the Chicago f. o. b. basis, but it did not reach this city until thirty-one days after it left the mines, when it should have come through in about a week or less. It was tied up on switch tracks adjacent to Chicago eighteen days after disposition had been made of it and it was ordered reconsigned to the Rock Island tracks. This delay, upon investigation, proved to be unnecessary, and when it finally reached destination it was refused. The shipper was obliged to make the best possible disposition of it under the circumstances and sold the coal for \$2.15, the best price that could be obtained. He then presented a claim for the loss which he sustained amounting to eighty-five cents a ton and the claim, after some consideration was granted amounting to \$34.50.

The case is attracting considerable attention and the Illinois Central railroad is coming in for much commendation for meeting this matter so promptly. Of course, proof was furnished that there had been an unusual detention of the cars after a reconsignment order had been made out, but otherwise it was granted speedily. The fairness of the Illinois Central railroad in this case is attracting attention, while the importance of the matter is seen in the fact that where unreasonable delays occur on other roads they will probably adopt the same policy as soon as they are convinced that it is a fair one.

Technology of Coals.

Written By Dr. R. S. Moss.

ARTICLE IX.

Any practical coal man will admit that eastern coals evaporate more water per pound of coal than is possible with western coals. It is also a well-known fact that we have not a western coal that will evaporate nine pounds of water per pound of coal.

This brings us to a late publication by a member of the Illinois University, in which we find that coals from Illinois, according to this report, are not so very much different. Out of 150 analyses the heat units run from 10,000 to 12,000, covering a range from north to south of Illinois. I, for one, protest against the injustice done some coals and the elevation of others. It is a well-known fact that lines can be drawn indicating the different efficiencies of coals in any state, yet if we are to believe this report it seems to make very little difference between coals from Springfield and coals from Murphysboro or Cartersville. This, on the face of it, is absurd. Then, again, the supposed great discovery! The so-called water of composition is entirely imaginary, and as stupid as it is far-fetched, for the very simple reason that assuming a coal absolutely devoid of oxygen, the free hydrogen evolved during distillation would combine with the oxygen of the atmosphere and form water just as readily as if the oxygen was present in the coal. In its combination it gives out heat, hence for anyone to assume that the free oxygen in coal must be deducted as a heat producer in its combination with hydrogen is too silly for discussion. This sort of thing is the real cause for practical men looking upon so-called scientific results with a good deal of doubt and apprehension. And why? Simply in actual, everyday practice they do not come out anywhere near the supposed correct results given by scientific observers. We shall have more to say about this later. For the moment, let us direct our attention to the actual practical difference in value between eastern and western coals, and first we will take up the coals of West Virginia, beginning with the coals found in the southwestern part of the state, including a portion of Tazewell, Buchanan, Mercer, Wyoming and the greater part of McDowell counties. In these counties we find the so-called Pocahontas seam of coal. Its average analysis is as follows:

Moisture	0.20
Volatile matter	17.09
Fixed carbon	78.25
Ash	4.46
	100.00

The B. T. U. on an average might be given at 15,000, and now where theory and practice differ is the fact that such a coal ought to evaporate 15.53 pounds of water from and at 212 degrees Fahrenheit.

If we did not lose a particle of heat outside we would obtain the above results, but we find that seventy-five per cent efficiency of the total heat units is better than the average, but is being obtained at a number of plants, hence this would show an evaporation of 11.53 pounds of water per pound of coal. The cost of evaporating 1,000 pounds of water can readily be determined when the price of coal is known. The trouble with most scientists is due to the fact that they seem unable to relax themselves and take cognizance of conditions, but will endeavor to lay down hard and fast rules, which is as absurd as it is stupid, when one considers the hundred and one conditions met with in everyday practice. If we go northwest of these counties we come to Mingo county, which gives us a coal known under various names, such as Logan, Red Jacket, Lynn, Glen Alum, etc. This coal belongs most undoubtedly to the Stockton seam. The average analysis is as follows:

Moisture	0.76
Volatile matter	34.36
Fixed carbon	59.48
Ash	5.40
	100.00

The B. T. U. will average 14,640, which would, taking seventy-five per cent efficiency, evaporate 11.36 pounds of water from and at 212 degrees Fahrenheit per pound of coal; but, and here comes the difference, such a coal under the same conditions as the previous coal would not give comparative practical efficiency, because the higher volatile matter in this coal would pass off so rapidly in ordinary practice as to prevent us reaching the same comparative efficiency as we did with the low volatile coal; yet the theoretical test would tell us that the practical difference should show 11.53 as against 11.36, whilst as a matter of fact it would show about as follows: 11.53, as against 9.0, in the second case, whilst equal efficiency would show practically that the same heat units in both coals vary very little, but one is so volatile, hence difficult to utilize its heat and prevent it passing up the stack, whilst the other, being easier to manipulate, its heat being easier to obtain as it were, because it is slower in passing off, gives a greater time for the air to unite with it and its combustion is more complete, which accounts for the difference.

Latter Coal Better for Some Requirements.

Let it be understood that for some requirements the latter coal might be better adapted than the former, in spite of its lower efficiency. For instance, a high volatile coal will give a longer flame than a low volatile, where a long, massive flame is necessary. Then, in spite of the difference named, the advantages of such characteristics more than offset the value of the heat in the lower volatile coal. Continuing north from Mingo, we find the coals increase in volatile matter. From here east to Kanawha they run about the same average, probably 35.80 volatile matter and from fifty-five to fifty-six per cent of fixed carbon, and about seven per cent ash. This makes a first-class steam and domestic fuel. Going south from Kanawha to Fay-

ette county the volatile again decreases, but not to the extent of the Pocahontas. The average volatile matter of the so-called New River coal is 24.00, yet we assume the following analysis as about correct.

Moisture	0.70
Volatile matter	24.00
Fixed carbon	72.00
Ash	3.30
	100.00

The B. T. U. will average 15,340, which shows a higher theoretical evaporation than any coal in this district, viz: 15.88 pounds of water evaporated per pound of coal. The higher theoretical evaporation will, in ordinary practice, give about an equal evaporation with Pocahontas. In careful practice this would exceed the coals from the south, probably not enough to make any material difference. We assume seventy-five per cent efficiency, which is reached every day in the navy, we find this coal will evaporate 11.91 pounds of water per pound of coal; splint coals, gas coals, coals from Fairmont, etc., all exceed or run over thirty-five per cent volatile matter. We have not attempted to differentiate the coals of this region according to the geology, believing this would not prove interesting; suffice it to say that the make-up of a number of these seams, which gives the coal their peculiar yet valuable characteristics, is due entirely to the various strata. Let us illustrate by taking a section from top to bottom. We find it composed or made up of the following strata:

	Fect.	Inches.
Soft coal	1	1
Splint coal	2	0
Soft coal	1	2
Splint coal	1	7
Soft coal	0	3
Bone	0	0½
Splint coal	0	3
Soft coal	1	3
Splint coal	0	2½
Soft coal	1	0
Total	8	10

Made up of two feet eleven and one-half inches of soft coal, five feet ten and one-half inches of splint coal, and one-half inch of bone coal.

No wonder such a coal proves in actual practice a very valuable and superior steam and domestic coal. The hard, flinty quality of splint coal predominates with the soft coal, and the bony coal is small enough to even not call for notice, hence one can readily understand the superior quality of one coal even showing about the same analysis as compared with another, due, of course, to the difference in strata of its component parts.

Reason Why This is a Good Coal.

There is a reason for this which is readily determined in practice, yet at the same time one must not assume that whatever coal a user may become partial to indicates that such a coal is the one best adapted for his purpose. The chaos at present existing amongst coal users is not due so much to want of knowledge as to the best coal for his requirements, as it is due to the constant substitution of coals so prevalent amongst some of the companies in this city, preventing one from really knowing what coal he is using from one car to another. That this substitution is a very deplorable and dishonest way of gaining one's confidence goes without saying, and the sooner users of coal insist upon knowing from what mine the coal represented is obtained the better and healthier it will be for the coal trade in general. A coal from a certain mine or from a certain seam has well-known characteristics, but if a certain well-known coal is represented and a poor grade is substituted, how can we expect to gain the confidence of users? Hence, the only method whereby this may be prevented is for the user to deal only with producers or sales agents, who represent direct a number of mines. If this was carried out in all cases one would not hear so many complaints against coal men as we do today, and the confidence of the user would be far more substantial, his attitude one of greater respect to coal salesmen than exists at the present time. In this I think all honest coal men will bear me out.



H. H. Rhodes is Back from the South.

Harry H. Rhodes, coal traffic manager of the Chicago & Eastern Illinois railroad, returned last Sunday from a southern trip, during which he visited Birmingham, Ala., and other cities. In conversation this week with the writer, he said that owing to a strike of the furnace miners in the Birmingham district, the furnaces were producing only about one-half of their normal output, and the mines were closed as a result of the failure to agree upon a wage scale by the operators and miners for the new year, which commenced July first. The domestic mines in that territory, however, are working. The miners and operators in these have agreed upon a tentative wage scale, which is to be subject to a general wage contract that may be entered upon later. Mr. Rhodes was surprised at the extent of the iron and coal resources of northern Alabama, and thinks that greater development will occur in that field during the next few years. He also called attention to the fact that the development within the past five years has been remarkable.

"Birmingham," he says, "is a model city in every respect. It has good hotels, and live, wide-awake merchants, is progressive from a municipal standpoint and under normal conditions is prosperous. The interests there are large, doing an extensive business with the states to the south and southwest." Mr. Rhodes believes the prosperity of the south is stable and the outlook for a satisfactory business this fall and winter is very good. He did not personally investigate cotton crop conditions, but says that those who are posted regard them as good and prices as likely to be remunerative.

Railway Traffic.

Written By B. F. Sipp, 1405 Old Colony Building, Chicago.

For statistical purposes the railway mileage of the United States is divided into ten groups. Group 1—Comprises the states of Maine, New Hampshire, Vermont, Massachusetts, Connecticut and Rhode Island. Group 2—New York, Pennsylvania, New Jersey, Delaware and Maryland. Group 3—Ohio, Indiana and Michigan. Group 4—Virginia, West Virginia and the two Carolinas. Group 5—Kentucky, Tennessee, Mississippi, Alabama, Georgia and Florida. Group 6—Illinois, Iowa, the northern portion of Missouri, Wisconsin, Minnesota, the eastern halves of both North and South Dakota lying east of the Missouri river. Group 7—The western halves of the Dakotas, the state of Nebraska, the northern portion of Colorado, Montana, and also Wyoming. Group 8—Southern half of Colorado, Kansas, the northern half of Missouri, Arkansas, Oklahoma, Indian Territory, northern part of Mexico and a part of Texas. Group 9—Texas, Louisiana and part of Mexico. Group 10—Washington, Idaho, Oregon, California, Nevada, Utah, Arizona and western half of New Mexico.

TOTAL MILEAGE OPERATED.

Group 1	13,044.95	Group 6	61,558.44
Group 2	41,297.77	Group 7	13,589.76
Group 3	37,046.73	Group 8	30,963.52
Group 4	14,497.48	Group 9	15,221.78
Group 5	27,723.67	Group 10	19,251.26
Total		274,195.36	

OPERATING ROADS.

Independent companies	784
Subsidiary:	
Fixed money rental	11
Contingent money rental	6
Other relations	214
No information	1

Total operating 1,016

INDEPENDENT ROADS—"LINE OWNED."

Not in operation	47
Subsidiary Roads:	
Fixed money rental	321
Contingent money rental	165
Other relations	259

Total subsidiary roads 743

SUBSIDIARY ROADS—"LINE OWNED."

Not in operation	12
Private roads	202
Private roads, "line owned," not in operation	17

Total number of roads 2,037

SUMMARY OF EQUIPMENT BY GROUPS.

	Locomotive.	Passenger Cars.	Freight Cars.
Group 1	2,675	4,411	49,298
Group 2	10,621	10,990	438,415
Group 3	6,236	4,592	300,386
Group 4	1,924	1,446	69,355
Group 5	3,105	2,733	102,188
Group 6	7,848	6,046	321,130
Group 7	1,395	995	42,525
Group 8	3,898	2,694	129,469
Group 9	1,473	1,064	42,783
Group 10	2,050	2,016	50,554
Totals	41,225	39,987	1,546,101

The number of locomotives per 1,000 miles of line was 206. The number of freight cars per 1,000 miles line, 8,195. The number of passengers carried per passenger-locomotive during the year 1902 was 62,985. Number of tons of freight carried per freight locomotive was 50,874; the number of ton miles for freight locomotives was 6,666,499.

SUMMARY OF PASSENGER AND FREIGHT SERVICE.

Passengers Carried:	
A—Number of passengers reported	649,878,505
Passengers carried one mile	19,689,937,620
Passengers carried one mile per mile of line	99,314
Tons Carried:	
A—Number reported carried	1,200,315,787
B—Number of tons carried, excluding interchange with connections	581,832,441
Tons carried one mile	159,289,370,053
Tons carried one mile per mile of line	793,351
Passenger train mileage	405,613,221
Average number passengers in train	45
Average journey of passengers, miles	30.30
Freight train mileage	499,711,176
Average number tons in train	296.47
Average Haul Per Ton:	
A—Typical haul of the average railway miles	131.01
B—Typical haul of all the railways, regarded as system miles	239.10
Total passenger train mileage	936,148,675

PASSENGER TRAFFIC.

Territory.	Train Miles.	Passengers.	Carried Per M. of L.	Aver. in Train.	Aver. Journey.
Group 1	32,246,743	105,314,773	273,982	61	18.75
Group 2	96,786,669	242,345,765	239,239	53	21.75
Group 3	61,649,385	70,593,949	116,530	44	39.77
Group 4	16,682,346	16,670,619	54,613	34	38.72
Group 5	33,539,987	30,519,223	53,630	32	39.58
Group 6	80,542,008	95,097,851	74,775	39	35.46
Group 7	12,206,407	5,819,008	54,759	44	105.52
Group 8	33,893,319	23,282,296	56,429	37	60.29
Group 9	14,360,282	12,530,520	51,637	40	51.71
Group 10	21,706,085	39,104,501	97,652	63	41.43
United States	405,613,231	649,878,505	99,314	45	31.30

FREIGHT TRAFFIC.

Territory.	Train Mileage.	Tons Carried.	Aver. Per Mile.	Tons in Train.	Aver. Haul.
Group 1	21,923,330	55,711,126	593,566	201.41	84.07
Group 2	107,865,532	376,492,715	1,910,707	398.36	111.82
Group 3	86,303,498	283,953,097	1,325,862	361.55	112.49
Group 4	22,506,361	41,251,860	659,867	314.72	189.07
Group 5	48,178,301	79,555,332	514,839	219.96	145.78
Group 6	101,486,921	210,165,927	658,609	275.59	142.20
Group 7	16,459,421	20,954,031	428,847	263.08	229.48
Group 8	49,072,681	65,440,768	459,478	215.59	174.60
Group 9	23,087,629	33,002,688	413,517	212.32	559.08
Group 10	22,827,502	33,788,243	495,142	303.29	230.68
United States	499,711,176	1,200,315,787	793,351	296.47	131.04

The density of passenger traffic is remarkably illustrated in Group 2, where the number of passengers carried one mile per mile of line is \$239,239; the average per train mile 53, and the average journey 21.75 miles. In Group 8, on the other hand, was but 56,429 passengers per mile of line; the average per train mile 37, the average journey 60.27 miles. The divergence in conditions under which freight was carried is equally marked. Thus, in Group 2, the number of tons of freight carried one mile per mile of line is 1,910,707; average tons per train mile 398.36, and average haul per ton 111.82 miles. In Group 7, on the other hand, freight carried one mile is 428,847 tons; average number tons per train mile 263.08, and average haul per ton 229.48 miles.

To avoid duplication of figures in arriving at the tonnage of various commodities handled, we will exclude the interchange and between railway lines and take that originating "on line"—581,832,441 tons.

TONNAGE ORIGINATING ON LINES.

	Tons.	Per Cent.
Products of agriculture	52,723,115	9.23
Products of animals	15,362,410	2.64
Products of mines	304,634,808	52.36
Products of forest	67,703,050	11.64
Manufactures	84,289,257	14.69
Merchandise	25,444,025	4.37
Miscellaneous	30,675,776	5.27

In Groups 3, 6, 7, 8, 9 and 10, territory west of Lake Michigan, Indiana and the lower Mississippi river, the great agricultural belt, there was handled out of a total for the United States of 53,723,115 tons, some 30,248,061 tons was moved on the rail lines in those groups. These same groups handled 30,440,781 tons of forest products out of 67,703,050 tons produced in the whole of the United States. The great growing west is fast increasing its power as a manufacturing center, as 17,051,797 tons were handled in 1902, or 9.49 per cent. One-half of the merchandise handled in the United States, 7,724,328 tons, also appears in these groups as indicating the energy and thrift of commercial houses. The principal commodities handled under thirty-eight general heads are as follows:

Products of Agriculture:		Tons.
Grain		26,354,325
Flour		6,522,829
Other mill products		3,936,703
Hay		4,681,509
Tobacco		730,750
Cotton		2,796,850
Fruit and vegetables		6,295,028
Other agricultural products		2,405,121
Products of Animals:		
Live stock		8,457,337
Dressed meats		1,669,174
Other packing house products		2,254,294
Poultry, game, fish, etc.		640,398
Wool		381,174
Hides and leather		828,534
Other products of animals		1,131,499
Products of Mines:		
Anthracite coal		48,722,948
Bituminous coal		154,402,501
Coke		22,807,620
Ores		39,711,552
Stone, sand and other like articles		34,275,505
Other mine products		4,714,628
Products of Forest:		
Lumber		46,939,305
Other products of forest		20,763,745

(Continued on Page 442.)

Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, August 18.

The anthracite market on the whole, and in all lines, is now very quiet, and a reduced tonnage is the general feature of the business. This is a natural condition, however, and outside of strike years the trade has always experienced these periods of midsummer dullness and on former occasions of much longer duration than now prevails. The tonnage reaching the shipping ports, now that a more rigid curtailment at the mines is being enforced, is comparatively light, and in consequence is not bothering shippers to any extent, the coal seemingly moving off on its arrival without any necessary pressure. Of course, a proportion of the coal now going eastward is for storage purposes, though little has accumulated so far, and there is likely to be enough room at eastern points for all surplus shipments during the inactive period, which will probably improve next month.

Total Shipments of Anthracite During July.

The shipments in July amounted to 4,623,227 tons, as compared with 5,377,495 for July last year. This is a notable reduction, and the current month, with possibly September, will show even lower figures. About 4,000,000 tons a month is the schedule the operators are now working on, and while the actual shipments may exceed these figures slightly, by reason of the demand for contract coal, or current business developing, they are not likely to be of any large amount. The Lehigh Valley Coal Co.'s twenty-one collieries are idle all this week, in line with the general plan of restriction. The several Delaware & Hudson collieries, which were idle for twelve days, did not resume until the present week. It is also likely, if conditions warrant them, that the Reading and Lehigh & Wilkesbarre mines will shut down the last week in this month. In line with this conservative policy of operation the market will undoubtedly maintain the strong tone which has characterized it for several years and eliminate any question as to future demoralization or deviation from circular figures effective for the year. Water business at New York harbor and eastward is naturally very quiet, considering the active shipments of the past four months, and the demand at present is small and of little importance.

The all-rail business is somewhat better, but comes in spurts. Some days but little is doing, and then again there is a bunch of orders which keep shippers busy for several days, making this, too, the most attractive of the consuming territory on that account. Retail trade at all points is still very light, owing to the absence of consumers, and the prevailing warm weather. Little activity is expected in the way of demand until these conditions change. Sales agents, however, look for a good business when the fall demand sets in.

Atlantic Seaboard Trade Shows Slight Change.

The Atlantic seaboard soft coal trade is working along with small change in conditions. Some people report an improvement, while in other quarters, where a cargo or two has been thrown upon an inactive market, dullness is said to still prevail. The tonnage generally is reported fairly good and the market maintains the improvement mentioned last week. It is not believed that the lower grades of coal are being sold at the lowest prices that have prevailed recently, but are showing a tendency toward improvement. This also is true of the better grades, which are holding more firmly to their prices, while the specialties are said to be produced on a full output and at prices very near, if not up, to the figures they originally made at the beginning of the season.

The best feature of the market at this time seems to be the through all-rail trade to the New England markets. The latter are maintaining themselves as to prices and tonnage, and possibly are showing a slight increase on the latter. All the talked-of questions in relation to the trade, such as labor, demurrage, cars, etc., are apparently not of interest at this time, nothing new being heard of them. The attention of the trade at present is chiefly devoted to the question of tonnage and fall business. The Coastwise Carriers' Association is still holding out by tying up and taking off-shore business on its vessels in order to hold the agreement, though it is reported there is some falling from grace by some of the members. The trade is apparently getting along with these outside vessels, without the limitations of the loading and discharging clause prescribed by the association. We hear that the ports have been blocked by tonnage waiting to discharge, which has increased materially the time wanted by consumers for unloading. The latter are now working toward easier conditions and buyers taking coal through such ports are commencing, as a result, to authorize further shipments, expecting that by the time of arrival of the vessels loaded on this business the discharging ports will have reached their normal condition again.

Large Tonnage is Moving to the East.

Trade in the far east is taking a fair amount of coal, though complaints have been made of the large tonnage shipped on the market during the week, which has had a tendency to demoralize things. Shoal-water ports have been and are still receiving attention, and from appearances full stocks of coal will be on hand in the yards of such consumers whose receiving ports are tied up by ice in winter before cold weather comes. Along the sound trade is moving along smoothly, though inclined to be quiet, which is thought to be more on account of the holiday season than anything else. The all-rail trade to the territory supplied from tide-water points in this district is the steadiest at this time. New York harbor is quiet, but there is less coal on demurrage at loading ports, and that is imparting a better tone and adding a little strength to prices. All-rail business between mines

and tide continues about as it has been and prices are moderately firm. Transportation to tide is excellent and cars are up to all demands.

In the vessel market there are enough vessels to go around and to spare. Outside the association freights are inclined to be weak. We quote current rates of freight from Philadelphia as follows: Boston, Salem, Portland and Bath, 75 cents; sound ports, 60 cents; Portsmouth, 75@80 cents; Lynn and Newburyport, 85 cents; Gardiner and Saco, 90 cents and towage; Bangor, 85@90 cents. New rates are 55 cents to Boston.

Buffalo and the Lakes Trade.

BUFFALO, N. Y., Aug. 18.—(*Special Correspondence*).—If we are any nearer winter than we were several weeks ago the sales of coal, either of anthracite or bituminous, do not show it, but they do show that the consumers of coal are not worrying about the approaching winter at present. Lake shipments of anthracite are increasing, but in other respects the trade continues quiet. The bituminous market is upholding the expectancy that this month will be the worst one, since the present lull struck the market, and is even worse than it was a week ago. Coke continues at rock bottom prices, but there is a prospect of some betterment.

Lake shipments of anthracite from this port constitute about the only decided activity. For last week the shipments showed a large increase over those for the week before, so that they are up to last year's figures. This increase is due to the larger amount of coal that was received by most of the companies which ship from here. Up to the present they have not been getting all the coal they wanted, but now that the eastern demand has grown quieter, more coal is being sent this way. The anthracite shipments from this port for last week amounted to 154,050 tons, as compared with 111,859 tons for the previous week, an increase of 42,191 tons. Last week's shipments were distributed as follows:

	Tons.		Tons.
Chicago	53,600	Sheboygan	3,300
Milwaukee	26,400	Toledo	3,200
Superior	25,000	Racine	2,200
Duluth	22,550	Gladstone	2,000
Waukegan	5,950	Green Bay	1,350
Fort William	4,900	Grand Marais	100
Kenosha	3,500		

All of the larger of these ports show a proportionate gain over the preceding week, except Superior, which took an unusually large amount the previous week.

All-Rail Trade Continues to be Fair.

The rail business in anthracite continues to be fair, for this season of the year. It is expected to hold the present condition until winter practically begins. It seems to be the general condition among the retailers that coal has not moved from them to the consumers as fast as was expected. The retail trade is generally quiet and consumers are not thinking about their winter coal supply. As a result of this, those who have their sheds full of coal are inclined to pay only a part of their accounts and to ask for some time to pay the balance. With half of August gone, however, it is noted that there has been an average movement on line orders to dealers. The retail trade in Buffalo is in the same condition as that in other parts of the country.

The Lehigh Valley dock trestle is closed down this week, owing to the closing down of the mines of the company. No coal is coming here for lake shipment and local supplies are pretty well cleaned up. It is probable that next week will see the company working again as usual. The Philadelphia & Reading is now receiving coal for lake shipment again after the close down of last week and is loading a number of boats. There have been a number of good sized cargoes taken out of Buffalo. One of the most noteworthy is that of the propeller D. M. Clemson, which took a cargo of 9,500 tons. The water in the harbor, and in fact all over the lakes, has been at a higher level than for several seasons, and that has allowed the boats to load deeper than formerly. This, of course, is beneficial in the matter of dispatch.

Bituminous Coals Continue to be Depressed.

The situation in the bituminous market is not cheering. All agree that the market is now worse than it has been for some time past, despite the little spurt last week. To show how dull the market is it is only necessary to say that one of the companies has let its traveling men go for an extended vacation until trade picks up, and another company has let two of its men go. Both of these are old companies which would be expected to feel only extreme dullness. But the sales agents and jobbers are resigning themselves to fate, saying that it's always darkest before dawn. They confidently expect that with the beginning of September there will be an improvement and the present depression will be over. Prices remain about the same as they have been, as they can not well go any lower and let the mine owner out without an actual loss on mining.

One of the features of the present situation is the cancelling of many contracts that were signed at the first of the year, during the strike scare and the time of high prices. Many manufacturing concerns have refused to take the coal delivered to them under these contracts, saying that it was not of standard quality or the weights were wrong or giving some other excuse and threatening to close down their plants if they were held on the contracts. It is told by some of the companies that the people they tided over at their low contract price during the period of high prices during the anthracite

strike and after, were about the first ones to kick on the present contract if the price was higher than the ruling quotations.

There is considerable speculation among the bituminous dealers as to the outcome of the threatened trouble in the anthracite region. While they really would not like to see their anthracite friends have a disturbance they are praying for it. They remember the period of high prices that existed during the anthracite strike of 1902. There are, it is agreed, a number of questions that must be fought out sooner or later, and the impression is that there is no time like the present for settling the differences.

At a meeting of the directors of the Buffalo & Susquehanna Coal & Coke Co., of which F. H. Goodyear is president, the following officers were elected: H. H. Gardiner, second vice-president, in charge of traffic and sales, and J. W. Trounce, general sales agent, with headquarters at No. 905 Ellicott Square, Buffalo. This company, which is another Goodyear concern, is beginning to become an active competitor for business in this market.

The E. L. Hedstrom Co. has issued invitations for a river party to be given on Saturday, August twenty-seventh. The guests will be largely the retail dealers of this city and vicinity, who are friends of the company. They will take a boat at ten o'clock and will go down the river, stopping at various resorts on Grand Island. Dinner and supper will be served on the boat. All fortunate enough to receive an invitation are looking forward to a most pleasant time, as this company entertains royally.

Advices from Cleveland say that G. A. Tomlinson, of Duluth, has just let a contract to the American Shipbuilding Co. for the building of a new boat, which, when completed, will be the second largest boat on the lakes. It will be a 9,000 ton boat, will have triple expansion engines, Scotch boilers, hopper bottom cargo hold and will cost \$360,000. She will be built at Lorain and will be ready by April fifteenth, 1905.

Ned Skae, a prominent coal dealer of Detroit, passed through Buffalo today on his vacation trip. Ned is an enthusiastic automobilist and before his return home will take a short tour in his machine through Canada. Among other visitors in the city the past week were George Mitchell, of Mill-village, secretary of the New York and Pennsylvania Retail Coal Association; W. E. Blanding, of Silver Creek; W. P. Bonney, Erie, president of the Erie Gas, Coal & Coke Co.; Noel Marshall, of Toronto, president of the Standard Fuel Co.



Boston and the New England States.

BOSTON, MASS., Aug. 19.—(*Special Correspondence*).—Trade generally in anthracite coal throughout New England markets is quiet. In some directions there is a small amount of business doing, where additional stocks are needed or dealers are desirous of taking advantage of the last ten cents discount. This business seems about ample to absorb the tonnage that is coming this way at the moment. The trade at tidewater ports is thought to be well supplied with coal for this time of the year, though stocks are not as heavy as a year ago and with the advent of seasonable weather should develop the usual activity which is always of a character to take a considerable proportion of the tonnage mined. Some stocks are accumulating at the storage plants of the companies at the discharging ports, but this is expected and looked upon as a good feature in the trade. It is necessary to have some supplies nearby in the event of stringent periods when cold weather comes and transportation is slow. There has been less seeking of orders the past week by selling interests, salesmen realizing that it is useless to urge trade at this time and unprofitable to incur any expense while there is no likelihood of any business being secured. Shippers are still fairly busy cleaning up remnants of orders and getting their contracts completed. Some deliveries are still to go forward to the shoalwater ports, but they are not of large volume and are now being taken care of as promptly as available vessels can be secured to load the coal. At retail, the demand has considerably lessened and is likely to remain quiet for several weeks more. Prices remain unchanged from the summer schedule effective since May and no change will likely occur until September.

Bituminous Trade Held to a Steady Basis.

The soft coal market is steady and a little more business is reported in some directions, though it is hard under prevailing conditions of low prices and large tonnages to characterize it as holding a strong position. A number of factors are complaining at the heavy shipments of spot cargoes, which have a tendency to keep prices down and in some cases are blocking the unloading ports, interfering with regular shipments and causing demurrage charges to accrue. This will curtail immediate shipments owing to the temporary restricted discharging facilities, though it is thought it will result in more orders for later delivery to arrive about the time the docks will again be clear. The Vessel Carriers' Association continues its efforts to uphold rates and terms of loading and discharging. It is doing so fairly well. Some of the larger vessels have been laid up and others sent on off-shore business to tide over the dull period. There has developed recently quite a demand in the line trade supplied by the sound ports and this business presages further increases. All-rail business from the mines also shows improvement and promises greater development shortly. Prices are not strong on the Virginia coals and slight concessions are talked of. This is not helping the other grades and Clearfield coal is selling down to \$2.75 alongside. The vessel market is easy and freights weak with plenty of craft offering. New York rates around the cape are 55c. Philadelphia quotes 75c, and the further lower ports 85@90c.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., Aug. 19.—(*Special Correspondence*).—Anthracite coal supplies at this center are fully restricted to actual current requirements as a result of the reduced output at the mines since the first of the month and the market shows a good tone. The demand during the week

has been slightly better, due no doubt to the desire of dealers to get the benefit of the last ten cents discount from the circular. This increase of orders, though mostly for small amounts, is likely to develop in number as the month nears its close. Many dealers in the trade, who put in fairly large stocks earlier in the season, have been gradually depleting their piles by delivery to householders and find they have now enough room to take on additional shipments and thereby reduce the average price on their fall and winter stocks. Shipments to the east beyond the Delaware capes have fallen off to quite an extent and little business is offering from that direction at present. Some delayed shoalwater port orders and an occasional cargo to fill up any remaining holes in the coal piles in this class of trade constitute about the only business coming in. In order to keep the vessel service employed and to facilitate winter delivery in eastern territory, a fair amount of tonnage is going forward for storage purposes to the plants there. The chief demand in the local and adjoining all-rail markets is for steam coal. Contractors generally are calling for full pro rata shipments on the total amounts obligated for. At retail, owing to the reduced needs of consumers the demand is naturally light, but everybody looks for considerable activity when the fall trade commences.

No Important Change in the Bituminous Market.

There is no change worthy of note in the bituminous market. The slight improvement noted last week continues and, if anything, a somewhat stronger tone prevails on eastern line business. While the tonnage shipped from the mines is not as large as most producers would like to see, it is of moderate proportions and the indications are that it will shortly increase. The pressure for business has no doubt been greater this year than for many seasons past, due to the activity of the past year or two, which resulted in increased facilities for an enlarged production at the mines. Production was materially increased, but it has been materially curtailed the past two months. This particularly affected the soft coal fields around Altoona and Philipsburg. In that field most of the miners lately have been working only two to three days a week and in some cases on less time. The tendency is now to gradually increase the output to meet the fall demand, which in some directions is just commencing. Increased requirements are noticeable from the all-rail New England trade and the movement for local use is somewhat heavier. Prices are better, if anything, and are inclined to be firmer at regular figures than they were.

In the coastwise vessel market there is a good supply of vessels offering and freights are unchanged. Rates from this harbor are as follows: Boston, Salem, Portland and Bath, 75c; Portsmouth, 75@80c; Lynn and Newburyport, 85c; sound ports, 60c; Bangor, 85@90c; Saco and Gardiner, 90c.



Death of William T. Rainey.

William T. Rainey, of New York, son of W. J. Rainey, of Cleveland, who was the owner of the large coking plant in the Connellsville region, and who died several years ago, died on Saturday, August thirteenth, at the age of about thirty-seven years. Little could be learned of his illness or cause of death, but as he had not been in good health for several years, it is thought that his demise came suddenly. He had been stopping with his two brothers and several friends at Shelter Island for some time up to last week, where the party was yachting. Mr. Rainey owned a very fine boat and was an enthusiast. His death comes as a shock to the coal trade, in which he was prominently known as the head of the firm of W. T. Rainey & Co., owning soft coal mines and having offices in Philadelphia and New York. On the death of his father the estate, amounting to about \$25,000,000, was divided equally among the widow, one daughter and three sons, when Mr. Rainey retired from active business on his own account and assumed the business management of the W. J. Rainey Co., with offices at Cleveland. His health, however, did not permit his remaining there long and his time more recently was devoted to yachting, from which he derived much comfort and pleasure. He resided at 126 West Fifty-seventh street, New York, where the funeral services were held on Monday last. Mr. Rainey always took a great interest in all athletic sports and at one time was a successful oarsman in the Yale crew. He was a member of the New York Yacht Club, of the Philadelphia Yacht Club and several other prominent clubs in these cities.



Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York. Freight rates to the West Indies remain at about the same level, and there is no change in the market in other directions. We would quote freight rates by steamer as follows: \$1.25@1.30 to Havana or Matanzas; \$1.70@1.80 to Cardenas or Sagua; \$1.50@1.55 to Cienfuegos; \$1.30@1.40 to Port of Spain, Trinidad; \$1.50@1.55 to St. Lucia; \$1.45@1.50 to St. Thomas; \$1.50@1.55 to Barbados; \$1.35@1.40 to Kingston; \$1.25 and port charges to Curacao; \$1.85@1.95 to Demerara; \$1.75 to Bermuda; \$1.40@1.45 to Tampico; \$1.40@1.45 to Vera Cruz; 10s@11s to Rio or Santos; 8s@8s 6d to a direct port in the Mediterranean, not east of the west coast of Italy, Spain excluded; \$5.00@5.12½ to Manila.



Pennsylvania Coal and Coke Shipments.

The Pennsylvania railroad's statement of coal and coke originating east of Pittsburg and Erie for the week ending August sixth shows a decrease of about 76,000 tons of anthracite coal and 10,000 tons of coke from that of the previous week. Bituminous shipments decreased about 57,000 tons. The shipments for the week ending August sixth were 39,833 tons of anthracite coal, 176,526 tons of bituminous and 136,205 tons of coke.

Eastern General and Personal Notes.

The Glendale Coal Co. is a new concern, incorporated under the laws of Pennsylvania at Meyersdale with a capital of \$30,000.

D. G. Thompson, traffic manager of the Beech Creek Coal & Coke Co., was at Bridgeport, Conn., the first of the week, looking after the company's interest there.

The meeting of the Grand Army of the Republic at Boston, Mass., the first two days of the week demoralized things generally in the trade there, as great interest was shown in the encampment by everybody.

G. W. Alderfer, chief clerk to Vice-President C. E. Henderson, of the Philadelphia & Reading Coal & Iron Co. at Philadelphia, left on Monday for a two months' vacation on a tour of the New England states.

F. P. Sperry, of the Sperry & Popham Coal Co., of West One Hundred and Twenty-fifth street, New York, who was operated upon two weeks ago for appendicitis, is reported as doing well and expects to make a rapid recovery.

Commissioner Neill has notified the anthracite coal operators that the rate of miners' wages for July, based on the average price of coal at tide-water, will be two per cent above the basis for April. This is an increase of one per cent over the previous month.

The Department of Correction of the city of New York opened bids for furnishing 2,000 tons of egg coal to Blackwells Island and Harts Island on Tuesday last. The bidders were as follows: Meyer, Denker & Hoerig, \$4.79; Parrish, Phillips & Co., \$4.91, and Curtis & Blaisdell, \$5.13.

A. R. Davidson, of the Consolidation, Fairmont and Somerset Coal companies at No. 1 Broadway, New York, left the first of the week on his summer vacation. He will be away for about two weeks and expects to spend most of his time at Wilkesbarre, Pa., and the surrounding summer resorts.

Frank A. Taylor, with the Davis Coal & Coke Co. at Philadelphia, is taking his season's vacation at this time and spent the past week in New York visiting the seaside resorts and calling upon some of his friends in the trade. He was much pleased with the attractions offered him here and goes back to his duties with renewed vigor.

A. S. McQueen, representing the Consolidation, Fairmont and Somerset Coal companies, returned the first of the week to New York, after spending a month on the road soliciting business for these interests. He reports a successful trip, especially on Georges Creek coal, for blacksmithing and steam purposes and looks for further improvement in the near future.

C. E. Stalker, president of the Pittsburg-Clearfield Coal & Coke Co., of Pittsburg, spent several days of last week in New York city on business and pleasure combined and made a visit at the offices of THE BLACK DIAMOND. Mr. Stalker says business is much better with his company than it is reported to be in the tidewater markets. He left the city for his home in Pittsburg on Sunday.

William C. Atwater, of the firm of William C. Atwater & Co., No. 1 Broadway, New York, sailed on the steamship Baltic on Wednesday of last week for Europe, to enjoy a short rest. He will be back about the middle of September. Mr. Atwater, while in good health, has felt the effects of his sickness with typhoid fever last winter and is, in consequence, taking the best of care of himself now.

Harry Newton Matthews, of the Andersen Coal Mining Co. at Boston, Mass., spent several days in New York city last week in the interest of the company and incidentally called upon some of his friends. He says the market in that territory continues quiet, but he looks for more business shortly and thinks prices on other grades will improve if present figures on the Virginia Cape coals are maintained.

A. D. Hammond, identified with Righter & Marshall as shipper, left on Friday of last week with a party of friends for Lake Cayuga, N. Y., to enjoy a few days' recreation. Mr. Hammond is one of the coming men in the coal trade, having an experience of some five years in various capacities in the handling of this business with some of the best firms in the market. He possesses a wide knowledge and keen insight into affairs, which bespeak for him a bright future.

Patrick Gilday, president of District 2, central Pennsylvania bituminous field, who went to Philadelphia last week to undergo treatment by a specialist, said, when interviewed, that the conditions in the coal mining districts are very poor. "The mines are only running part time. The operators claim that the wage scale which they have signed is too high and that, therefore, they can not afford to run full time. The only place where things are booming is in District 5, around Pittsburg."

Walter D. Bush, head of George W. Bush & Sons Co., large coal merchants and steamship owners at Wilmington, Del., after a long illness, died on Thursday, August eleventh, in his fifty-third year. Mr. Bush had been identified with the coal trade practically all his life and for many years with the present company, succeeding his father as its head. He was a man widely known and highly respected by all those who had his acquaintance. He was a prominent member of the park commission and was at the head of the Natural History Society of Delaware.

H. C. Davis has been appointed general agent of the Lehigh Valley Railroad Co. at New York city, with office at No. 6 Broadway, Produce Exchange building. The general agent is to have charge, under the supervision and direction of the general superintendent, of the operations on all piers at the city of New York, Jersey City and National Stores, and of the movement of the company's floating equipment in New York Harbor, including the Bee Line. He will also have charge, under the supervision and direction of the

freight traffic manager, of the handling of all freight in New York city, Brooklyn, and the harbor of New York, including all Jersey City piers and National Stores.

The Hughes Creek Coal Co. last week entered a bill of injunction in the circuit court of Kanawha county, West Virginia, against the Kanawha & Michigan railroad, alleging discrimination in favor of the Kanawha & Hocking Coal Co. The Hughes company alleges that the railroad has refused to furnish cars in which to haul the output of its mines and it is claimed that the plaintiff has been informed that it must furnish 100 cars, which would cost \$15,000, in order to get its coal hauled. The company claims that in order to get its entire product to market the necessary cars would cost \$400,000, and it does not propose to go into the railroad business, especially as the railroad seemingly has plenty of idle cars and is furnishing them to other mines.

John H. Meyer, member of Meyer, Denker & Hoerig, one of the largest dealers on the lower east side of New York city, who has been recuperating in the Catskill mountains since the death of his wife a month ago, left the first of last week for St. Louis to spend several weeks visiting the exposition there. It is not likely that he will return to his duties for some time after he gets back, as his family are still at their summer home in the mountains and he expects to remain with them until the season closes. Through the long sickness of his wife, prior to her death, and the serious illness of his son, Mr. Meyer suffered intensely, and this, coupled with his business duties, weakened his health considerably. His desire at this time is to take a protracted rest to recover his physical condition.

Senator Stephen B. Elkins, of West Virginia, was in New York nearly all of last week, spending much of his time with his son, Stephen, who is the general manager of sales of the West Virginia Coal Co. at No. 1 Broadway. He, no doubt, also had in view in connection with this trip a discussion of the political situation with members of the republican national committee, but his efforts while here were to keep his presence unknown, except to Chairman Cortelyou and a few friends he desired to see. Much is expected of Senator Elkins this year by his republican friends in view of his father-in-law, Henry G. Davis, being the Democratic nominee for vice-president. It is expected that through his efforts West Virginia will go republican at the fall election, notwithstanding that Mr. Davis is also a resident of this state. Senator Elkins has recently opened a large coal property at Morgantown, W. Va., principally for the manufacture of coke. He is operating this property under the name of the West Virginia Coal Co., and as he intends to further develop it on extensive lines much of his time was given to the discussion of this proposition.

V. E. Maggi, general manager of the Pittsburg-Clearfield Coal & Coke Co., sailed on Saturday last, via the steamship Campania, for Liverpool, to be abroad about six weeks. Mr. Maggi goes abroad at this time with the knowledge that a considerable coal tonnage is to be awarded shortly for the fuel supply of the municipalities of Italy, amounting altogether for the different cities to about 500,000 tons, while the Italian government will need as much more for navigation purposes, which is also to be awarded now. In making this trip for his company, which is ably equipped to supply a high grade gas coal, a very desirable fuel for export purposes, Mr. Maggi carries with him an experience of several years and high official connections in that country, which gives every promise of his securing some of this business. Three years ago, while visiting Italy, he closed up some of these contracts as well as other business, and a proportion of it was delivered, but the bulk of it was later cancelled. This effort is certainly a step in the right direction and if anything is accomplished it will mean much toward a betterment in the soft coal situation at the Atlantic seaboard markets.

The trial trip of the tug Wilkesbarre, recently purchased by the Port Johnston Towing Co., which was made on Thursday last, was an event that afforded much pleasure to some forty prominent coal and shipping men in New York harbor, who were guests of the company. The party boarded the tug at pier 6, North river, at 4:00 p. m. and went down the harbor as far as Coney Island and then back up the Hudson river, returning from the trip about 8:00 o'clock. The company made every provision on this occasion for the comfort and pleasure of the river man and provided a well stocked larder and had a veritable "cordon bleu" of a chef. The wines were said to be exceedingly fine, the cigars good and everybody had a delightful time. Among those present were: L. A. Powelson, assistant sales agent, Lehigh & Wilkesbarre Coal Co.; R. J. Montgomery, sales agent for the Philadelphia & Reading Coal & Iron Co. at New York; William S. Wolle, New York agent for the Lehigh Valley Coal Co.; W. S. Sneider, Central railroad representative at the Port Johnston wharves; J. Wallace Morrell, of the Van Winkle Co.; F. R. Baldwin, shipper of the Lehigh Valley Coal Co.; George S. Repplier, manager of Robinson, Hayden & Co., and the following officers of the towing company: George M. Morrell, president; D. G. Moore, vice-president, and Robert Morrell, secretary and treasurer. The tug, which is one of the large and powerful type, did nobly on her trial trip and many expressions worthy of her excellence and merit were made by those in the party, who have a full knowledge of the craft.



J. T. Richards, general coal sales agent of the Philadelphia & Reading Coal & Iron Co. recently made an inspection of the plants of the company in the New England states. He was especially interested in the new unloading plant of the company recently established at Newburyport, Mass. A grab-bucket system has been installed, and it is said to be the first ever used in that part of the country. If the experiment at that point proves successful it is believed the other eastern plants of the company will be installed with the same system.

In The Field of The Retail Dealer.

Written for The Black Diamond.

A friend of mine up in Michigan has written me on a subject which seems to bother a good many retailers.

This is the matter of contributions to church fairs, sociables, church funds, lodge entertainments, street fairs, and kindred subjects, which are more or less of a thorn in the side of the retail dealer in any community. He says in his letter: "There is hardly a day that some lady connected with some church or some committee from some lodge or society does not call upon me for a contribution. These contributions run all the way from fifty cents to ten dollars, and I find they are a continual drain on my business. How would you handle a proposition of this kind?"

This problem is something of a poser. I faced it for fourteen straight years in one form or another, and I found it to be about the hardest thing to handle there was in connection with my business.

Turn down a customer who comes to you to solicit a contribution of any kind, whether it is for some poor family, or for some church with a spire that cost \$1,000, and the result will be the same—you will lose that customer.

Contribute to everything that comes down the street in the guise of charity or civic good, and you will find that your contributions will make it necessary to chalk up the price of coal or put your family on the waiting list when they want necessities.

As a matter of fact, the only way to handle this problem is to use good common sense.

Turn down some of the solicitors where you can not see that you are going to gain anything by a donation, and treat the others just as though your one purpose in life was to give away everything you had and that was more important than conducting a coal business.

One of the worst things I had to contend with was advertising schemes of various kinds. Toward the latter part of my career as a dealer that seemed to be the fad.

If Mrs. Jones proposed holding a cinch party for the benefit to the heathen bachelors in Africa, she sprung a program as one of the schemes by which to make the cinch party net her special charges a profit.

I was a consistent advertiser where it did me the most good, and knew a good deal about rates and what an advertisement would do for me. If Mrs. Jones came along with a scheme of that kind and proposed to tax me \$2.50 for a card in her program, I generally compromised by telling her I did not care whether she put in my card or not; in fact, I preferred that she should not, but I would help the good thing along by contributing half a dollar or a dollar, depending a good deal upon how much coal Mrs. Jones and her friends were likely to buy of me. When she persisted in seeking the advertisement, I told her that business was so good as a result of my regular advertising I could not afford to take on any more, and then made my donation. That was considerably cheaper than paying \$2.50 for something that would do me no good. As a rule program advertising of this kind does the minimum amount of good, while a talk such as I have outlined impresses Mrs. Jones in a way that the advertisement would not. She concludes that if I have so much business I do not need to advertise any further, I must be a pretty good coal merchant, and she is all the more likely to stick to me, I suppose on the theory that success means efficiency.

Hard to Handle Lady Program Solicitors.

But some of these lady program solicitors are worse than any male that ever entered the profession. I remember a Mrs. Clow, who got after me once on a proposition of this kind. I tried my regular formula on her, but it was no go. She came at me with the statement that she did not suppose the advertisement would do me much good; that she did not ask me to take it on that ground, but on the ground that the money which I would pay for it would do so much good for humanity. (She was trying to raise money through an entertainment to carpet the local church.)

Of course, I replied that such was the truth, and just to show that I believed in her and the purpose she had in view I proposed to raise my contribution to a dollar, and take no advertisement. No, she would not take my money unless I advertised. I did not belong to that church, and she did not think it would be right.

I proposed to take a space then amounting to a dollar and a quarter, which was very small for the price. Still she was insistent that I should go in for the full amount, and she worked harder than ever, coming at me with the suggestion that if I spent that amount of money with her I really needed the advertising. This rather floored me, and in the rapid evolution of my gray matter to find a loophole of escape, I finally asked her, if her husband, who operated the local grist mill, had taken any space.

That saved my life, too, for he was a hard-headed old sinner who would not even advertise in the local paper, let alone a fake program scheme.

She hemmed and hawed a little at this, and finally said he had promised to take an advertisement. I promptly told her if she would get him to advertise, I would take the same amount of space at the same price and for her to come back and get my copy when she had obtained her husband's. That ended it, and I did not contribute even the dollar and a quarter.

Then the ticket racket is a burden. If there is ever an entertainment of any kind, the coal dealer is expected to take all the way from five to fifty tickets, and pay for them at the regular scale.

That is the hardest kind of a proposition to handle, because you may dodge as much as you want to, and they keep coming at you from some new point as soon as you get clear of the old one.

There was only my wife and I in our family, and when they proposed

any number more than two tickets, I tried the excuse that I couldn't use them.

The solicitors were ready for just such an emergency. They would propose that I give them to Tom, Dick and Harry, all of whom were as well able as I, if not more so, to buy tickets to an entertainment. Generally the matter was compromised, after a debate of from a half to an hour to an hour and a half by my taking at least two tickets.

In addition to these two evils there is also the solicitor who expects you to hand over from \$10 to \$100 for the good of the town, either to build a new church or establish a drinking trough, or some other necessity of this kind. They are as hard to handle as the others I have mentioned, although not quite as numerous.

There is, in reality, only one way to deal with those who call upon you on such errands.

Only One Way to Handle Such Solicitors.

If they are customers, and the object is a worthy one, then it is proper to give as much as one can afford, and to help in any other way.

But if the object is one in which you have no interest, or one which will bring only imaginary benefits to the public at large, it should be turned down as diplomatically as possible.

I do not believe in making an enemy of any possible customer, because there is no telling when you may want his business, but through the use of diplomacy this matter can be handled properly and without arousing enmity.

For instance, in the matter of contributing to the funds for the assistance of another church than the one in which you are personally interested, you can explain with care and also some emphasis, how much you contribute to your own church, what its needs are, how much you must do for it, and this will go a long way toward excusing you from contributing to one which should derive support from its own people.

In the matter of entertainments for which tickets are being sold, you can express your sympathy very deeply for the object in view, but explain carefully and conscientiously why you can not contribute to this particular object.

I do not believe in trying to avoid contributions where it is just you should make them. Every business man is obliged to do this thing, but I think a frank confession of why you can not contribute to this cause or that one, offered in the same kindly spirit and with the same firmness that you would refuse a similar favor to a member of your family, will relieve the dealer of much of the blame that ordinarily attaches to him when he refuses to grant a favor of this kind.

Do Not Refuse to Contribute Point Blank.

There are some dealers who refuse to contribute to such causes as I have enumerated point-blank and without any explanation. Their refusal is put in such a manner that it arouses antagonism, where an explanation carefully made would win friendship instead.

A churlish man has no place in the world of business, whether it is as a retail coal dealer or as the owner of a large number of mines. There is a reason for this. The business man is to a very large extent a public servant. He depends more or less, and generally very much, upon public favor for his success. He must have friends who will trade with him because they personally like him. This is essentially true in the smaller towns and cities, and every enemy made by a business man makes from one to a dozen more.

People will talk, and if half a dozen persons decide that a retail coal dealer is "cranky," or "too smart," they will tell all their friends about it; his reputation is injured and his business suffers, because they will refuse to have anything to do with him.

At the same time nearly everyone likes frankness. The man who is open and honest in his refusal to do a thing is regarded as a man with principle and one who can be depended upon to do the right thing. He creates a public confidence in himself that gets him customers.

Mrs. Jones will tell Mrs. Brown that she called upon Mr. So-and-So, and that he would not give anything, and then she will add, "I don't blame him, either; why, he is giving \$50 to his own church, and that is just as much as any man can afford."

If Mr. So-and-So, however, says he won't give her anything when she calls for a donation, she will tell Mrs. Brown that he is the meanest man in town; that he could just as well as not, but he was so mean that he did not even treat her courteously, and she will never buy a ton of coal again of him if she has to go cold all through the next winter.

The proper handling of people when they come to ask favors of you requires peculiar ability, but at the same time the thinking business man who applies himself to this matter can save himself a good many dollars that he otherwise would give away without getting any direct return.

Two Plans That Might Be Adopted.

Some merchants have a plan which is effective, especially so in the larger cities. At the beginning of the year they set aside so much for the purpose of donations of the character I have described. If they are doing a fairly large business they may give as much as \$10.00 a month, but if the business is small not over \$5.00 a month. When this has all been spent they call attention to the plan they have adopted, explain that their business can not stand any larger expenditures than this, and express sorrow that it is all gone, but hope to be able to do something next time the solicitor comes along. This is a very good way of handling the matter. It shows more effectively than any other plan could the number of demands that are made

on merchants to donate money for this and that, and if the solicitor is fair-minded it will prove a sufficient excuse for not making any further donations till the next month's fund is available for the purpose.

There is little question but that many donations are good advertising, considered purely from the standpoint of business. And that is the reason many of them are made, when the money is taken directly out of the business and not from a private account.

Another plan is for all the merchants in a city or town in the same line of business to make an agreement not to contribute to any object which all do not contribute to. This restricts the donations, and where it is followed consistently soon puts a stop to demands of this kind, because there is not enough in it for the solicitors to make it an object for them to make the rounds. Where it can be employed this last plan is by far the most effective, but usually it can be adopted only where there is a local coal exchange or merchants' association, which brings all the merchants together on a number of different matters and results in their acting as a unit.

Of course, an association might be formed solely for the purpose of reaching such an agreement, and probably would be advisable where the number of solicitors working unworthy schemes became too numerous, but generally better results are obtained if such matters are made secondary to other objects in the organization of an association. If an association or exchange is formed for the purpose of preventing levies in favor of libraries and other schemes it will look too mercenary, and sooner or later will arouse criticism, under which some of the weaker members will give way, ending in its dissolution.

Where an agreement of this sort is made part of the regular work of an association, it should be lived up to as rigidly as any other business agreement. The member of a firm or dealer should not be restricted in his private donations, where he voluntarily makes an offer of money or time, because it never would be successful, but he should refuse to give or donate to any scheme which is based purely on the supposition that as a business man he is fair prey for all who make demands upon him, no matter whether they were reasonable or unreasonable.

In meeting this problem much depends on circumstance. I do not know what the conditions are surrounding my friend in Michigan, but I do believe out of these several plans proposed he ought to be able to adopt one which would prevent this matter from continuing to be the nuisance to him it seems to be at present.

THE YARD MANAGER.

Railway Traffic.

Written By B. F. Sipp, 1405 Old Colony Building, Chicago.

(Continued from Page 437.)

Manufactures:

Petroleum and other oils.....	4,887,413
Sugar	2,254,571
Naval stores	779,169
Iron, pig and bloom.....	14,714,989
Iron and steel rails.....	4,849,255
Other castings and machinery.....	9,698,433
Bar and sheet metal.....	10,624,712
Cement, brick and lime.....	17,752,630
Agricultural implements	1,259,932
Wagons, carriages, etc.....	1,024,971
Wines, liquors and beers.....	2,840,295
Household goods and furniture.....	1,539,027
Other manufactures	12,070,135
Merchandise	25,444,025
Miscellaneous	30,675,776

These figures do not include the tonnage received from connecting roads and other carriers for the reason I desire to avoid duplication which would arise in computation on business of interchange.

COMPARATIVE RESULTS IN EARNINGS

And costs from operation from 1897 to 1902.

Item.	1902.	1901.	1900.	1899.	1898.	1897.
Revenue per passenger per mile	\$.01986	\$.02013	\$.02003	\$.01925	\$.01970	\$.02022
Revenue per ton of freight per mile .....	.00757	.00750	.00729	.00724	.00750	.00798
Revenue per train mile, passenger train	1.08531	1.027	1.01	1.016	.974	.93917
Revenue per train mile, freight train	2.27	2.132	2.00	1.79	1.731	1.653

Revenue per ton per mile and freight earnings per mile of road by groups:

Territory.	Revenue per ton per mile.	Freight earnings per mile of road.
Group 1	\$1.172	\$ 7,147.16
Group 2 .....	.664	12,899.26
Group 3 .....	.576	7,716.71
Group 4 .....	.650	4,363.53
Group 5 .....	.816	4,272.57
Group 6 .....	.787	5,295.36
Group 7 .....	.994	4,279.16
Group 8 .....	.978	4,652.43
Group 9 .....	.984	4,122.97
Group 10	1.037	5,171.56

There is much food for thought and study in these statistics, as illustrating the great commercial growth of this country and how very much the railway lines are indebted to the shipper. Every avenue of encouragement should be thrown open to him; rates, instead of constantly increasing, should be placed on a fair basis, both for the shipper and carrier.

The Anthracite Situation as to Check Weighmen.

There have been no important further developments in the controversy between the operators and miners of the anthracite region concerning the matter of checkweighmen. At the recent meeting of the conciliation board the operators' members proposed that the question of whether the umpire should have the right to annul a resolution previously adopted by the conciliation board, be referred to Judge Gray for a decision. If Judge Gray decides that the umpire has that right, then the operators propose that the whole matter of checkweighmen be left to Judge Gray to decide. If Judge Gray decides the umpire has no such right, the previous resolution of the conciliation board will be allowed to stand.

The operators are becoming restless at the continued concessions demanded by the miners. They claim that all of the concessions have been in that direction and that they have received nothing in return. Some of them are willing that the matter of checkweighmen should be permitted to stand as at present, without further consideration, and if the miners decide to go on strike to let them strike.

Chairman W. L. Connell, of the conciliation board, was recently quoted in an interview in an eastern paper concerning this whole matter as follows: "The usefulness of the anthracite conciliation board depends upon the outcome of the checkweighman dispute, which strikes directly at the foundation of the board. We can not make any further concessions if we are to maintain the dignity of the board. The board must have some character and standing and its rules must be observed. We can not afford to give out the impression that the board was created to satisfy every whim of its members."

Anthracite Shipments Up To August.

Anthracite shipments for July were 4,623,227 tons, a decrease of 754,268 tons, compared with July, 1903. For seven months the shipments were 33,880,434 tons a decrease of 3,382,013 tons.

Shipments by the various companies compared with the previous year were as follows:

July:	1904.	1903.
Reading	919,119	1,022,840
Lehigh Valley	745,047	890,674
Jersey Central	587,870	621,305
Delaware, Lackawanna & Western.....	761,113	856,660
Delaware & Hudson	408,570	527,065
Pennsylvania	407,127	428,969
Erie	461,988	649,763
New York, Ontario & Western.....	212,601	230,153
D. S. and S.....	119,792	150,339

Total	4,623,227	5,377,495
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The comparative shipments for the year thus far are as follows:

	1904.	1903.
Reading	6,578,917	7,025,509
Lehigh Valley	5,569,529	6,224,572
Jersey Central	4,285,114	4,584,444
Delaware, Lackawanna & Western.....	5,465,654	5,882,366
Delaware & Hudson	3,320,673	3,686,196
Pennsylvania	2,779,086	2,945,238
Erie	3,469,881	4,153,765
New York, Ontario & Western	1,544,640	1,708,851
D. S. & S.....	857,940	1,051,511

Total	33,880,434	37,262,447
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Chicago Coal Clearing House Co.

This is a new corporation organized under the laws of the state of Illinois, with offices in the Railway Exchange, Chicago, which proposes to become a factor in the coal trade. The purpose of the company as outlined by it is to act as an intermediary in coal transactions of any character. It is not its purpose to be a coal dealer or shipper, either as wholesaler or retailer, but to conduct a purely brokerage and clearing house business. It is its intention through perfect organization and a thoroughly concentrated effort to place itself in touch with all dealers and consumers within a radius of 500 miles from Chicago, and the operators, railroads and shippers. In this capacity it proposes to place itself in position where, by using it, it will greatly facilitate the disposal of surplus product, not alone that which is on or approaching demurrage or car service, but also the handling of spot coal; as the company solicits operator and shipper to inform it of what they have on track, and solicits the consumer for his wants. It also handles business from the mines through the local representatives and outside. Chicago shipping points directly from the mines.

It proposes to negotiate contracts for the consumer, gathering the information that the consumer may desire and submitting tests and prices.

The company sells no coal for its own account. All sales are turned over to the operator or shipper. They do the billing and collect their accounts, paying a commission for services rendered.

The company believes that there is no condition under which it can not be used to an advantage, both to the buyer and seller, it being in a position to quickly locate what is on the market. The company also proposes to act as an agent in the handling of coal properties.

The company declares its sole purpose is through its efforts to assist in clarifying the situation and to be of mutual benefit to both buyer and seller.

F. N. Simmons, who is the manager of the company, is a business man of considerable experience and he is confident that after the trade thoroughly understands the purpose of this organization, and the methods by which it is to be accomplished, they will gladly cooperate with him to the benefit of all concerned.

Western Retail Notes.

Anthracite is now selling at De Pere, Wis., at \$7.65 per ton for the prepared sizes.

John Brinkman has built coal sheds at Afton, Wis., and will handle all descriptions of coal at that point.

W. H. Merryman has had a new coal shed erected at Kerkhoven, Minn., with a capacity of 100 tons of coal.

The J. H. Queal Lumber Co. is erecting a new coal shed at Triumph, Minn., which will increase its coal capacity at that point.

Roy Gibb has built a new coal shed and office at Cottonwood, Minn., and will engage in the retail coal business at that point.

On August twelfth, the board of education of Eureka, S. D., opened bids for furnishing lignite and anthracite coal to the city schools.

W. M. Hazen of Philo, Ill., has purchased a retail coal and lumber business at Jonesville, Mich., and has removed to that point to conduct it.

Mrs. Elizabeth Edwards, 219 Illinois street, Peoria, Ill., will continue the retail coal business of her late husband, A. Edwards, who recently died.

Fire was recently discovered in the retail yard of the Gibson Coal Co. at Des Moines, Iowa. The fire department was called out and extinguished the blaze with small damage.

The Miami Coal Co. has bought a tract of land at Albany avenue and Kinzie street, Chicago, on which it will locate a retail coal yard. The price paid for the site for the yard was \$10,000.

The Currie Coal Co. has been incorporated at Detroit, Mich., with an authorized capital of \$5,000. The incorporators are George H. Currie, Maria J. Currie and George E. Currie, all of Detroit.

The Trojan Coal Co., of Troy, Ohio, has dissolved partnership, David Shilling retiring from the business. George Pfister will continue to conduct it and the firm name will probably be retained.

The Commonwealth Fuel Co., of Chicago, has amended its articles of incorporation, increasing the capital stock from \$5,000 to \$50,000 and decreasing the number of directors from four to three.

The water and light department of the city of Morrhead, Minn., opened bids on August fifteenth to supply 1,000 tons of Pocahontas run of mine coal to be used for steam purposes during the coming year.

McIntosh & Son have engaged in the coal business in connection with their dray business at Nevada, Iowa. It is understood they have leased a local yard at that point which will give them storage facilities.

The Builders' Supply & Coal Co. has been incorporated at East St. Louis, Ill., with an authorized capital of \$10,000 to engage in the retail business. The incorporators are Harold Behrens, L. N. Irwin and W. H. Horner.

The E. A. Field Fuel Co. has been incorporated at Minneapolis, Minn., with an authorized capital of \$50,000. The officers of the new corporation are as follows: President, Emil A. Field; vice-president, Amos C. Sardeson; secretary, Martin K. Andresen.

Charles W. Gardner, who was formerly in the retail coal business at Blooming Prairie, Minn., with J. C. Brainerd, recently died at Meyers Falls, Mont. He was sixty-nine years of age and had a large number of close personal friends in Blooming Prairie.

Louis F. Curdes and T. J. Kucher have formed a copartnership at Ft. Wayne, Ind., and will engage in the retail coal business. They have purchased a site on Wilt street and will build a yard at that point. They have other business interests which they will continue.

The Hills Mercantile Co. has just completed the erection of a new coal shed at Hills, Minn. It is built on a stone foundation and has a capacity of about 150 tons of coal. The company will engage in the retail coal business in connection with its other business at that point.

Stockholders of the Savoy Grain & Coal Co. will meet today (Saturday) at Savoy, Ill., for the purpose of voting on an increase in the capital stock to \$21,000. The company will probably also decide to enlarge its facilities for doing business, having had a fairly prosperous year.

The Upham Coal Co. was the only retail firm at Duluth, Minn., recently to submit a bid on coal for supplying St. Louis county during the coming year. The bid of this company was rejected owing to its failure to furnish a certified check and the county commissioners will buy coal in the open market.

The A. G. Blair Co. has been awarded the contract to furnish Pittsburg run of mine coal to Lucas county, in which Toledo, Ohio, is located, the coming year at \$2.09 per ton. The county has always used Jackson hill coal, but as Pittsburg is cheaper, it is expected this contract will reduce the county coal bills.

It is reported that the Mississippi Lumber & Coal Co., of Minneapolis, Minn., has sold its yards along the Chicago, Milwaukee & St. Paul road in South Dakota, to the Laird-Vartor Lumber Co. Mr. Wheelock will continue to have charge of the company's business at Sioux Falls, S. D., where one of the most important retail yards is located.

The Springfield Coal Association of Springfield, Ill., has reduced the price of coal in that city at retail two cents a bushel or about fifty cents a ton. Screened lump is now being sold at \$2.25 as against \$2.75 formerly charged; egg and nut are sold at the same price as screened lump; pea coal at \$1.75 a ton; screenings at \$1.50 and duff at \$1.25.

The committee on fuel of the board of education of Fond du Lac, Wis., has recommended that the bid of A. Tait for supplying 600 tons of coal be

accepted. The prices were \$7.80 for anthracite and \$4.55 for screened lump Hocking coal. These prices, it is claimed, represent a reduction of ten cents a ton on the first tenders submitted to the committee.

Landy Clark has been awarded the contract to supply coal to the public schools of Lincoln, Neb., at \$2.65 per ton for coarse steam; \$3.40 for bituminous mine run and \$5.50 for Sheridan mine run; screened nut, \$3.55 and \$5.50 for Sheridan screened nut. Adam Schaupp was awarded the contract to supply eleven tons of anthracite at \$9.85 per ton.

The Mac Mahon Lumber Co. has filed articles of incorporation at Fergus Falls, Minn., with an authorized capital of \$50,000. The officers are: President, Martin T. Mac Mahon; vice-president, Charles D. Wright; secretary and treasurer, Eugene A. Jewett. It is claimed the company will operate a number of retail yards and will sell both coal and lumber.

The new coal storage pockets of Conklin & Sons at Madison, Wis., have been completed. It is said that this is one of the finest retail plants in the country. The pockets have cost about \$18,000 and have a capacity of 5,000 tons of coal. A car of coal can be unloaded in twenty-five minutes and between 600 and 650 tons can be unloaded in an ordinary working day.

Retail prices on anthracite are being well maintained at Kalamazoo, Mich., and it is reported that no coal is being sold in that city at present below \$7.75, delivered. Some of the dealers are complaining that they are not receiving all of the anthracite they require. Kalamazoo receives its supplies all-rail, and if there is any shortage at that point, it is probably due to the fact that the lake season was so late in opening up.

A price war on anthracite coal is raging at Des Moines, Iowa, due to the purchase of the Globe Coal Co. by new interests recently. This company immediately began cutting the price of anthracite and advertised its cut prices through the newspapers. Other dealers have attempted to show the new firm that it was losing money on the basis on which it was selling coal, but the members of the latter would not accept any advice of this character. As very little anthracite is sold in Des Moines, the price war will not result in any particular injury to the other dealers.



Eastern Retail Notes.

Bids are being asked by the city custodian of Chester, Pa., to furnish thirty tons of pea coal for the use of the public building in that city.

Fire in the retail coal yard of George Young, 908 Berks street, Philadelphia, recently caused a slight loss. The origin of the fire is not known.

The price of anthracite was recently advanced twenty-five cents a ton at Ilion, New York, the coal merchants at that point putting in effect two advances only during the summer to cover the increased cost of coal at wholesale.

The Coal Coöperative Association at Adams, Mass., claims to have sold over 500 tons of coal during the present season thus far. This is a company organized in the spring, the stock of which is held by a large number of persons.

The firm of Doe & Co., dealers in coal at Providence, Rhode Island, has been incorporated with an authorized capital of \$25,000. Wood will be handled in addition to coal. The incorporators of the company are Charles E. Doe, Wallace L. Barden and George Williams.

Coal merchants at Plainfield, N. J., have not put in effect the advance in the retail prices of anthracite during the summer, but have sold at the opening net prices made in April. It is expected they will put the entire advance of fifty cents a ton in effect during the present month.

The Metropolitan Coal Co. is erecting a coal elevator at Forest Hills, near Boston, Mass., with a capacity of 50,000 tons. This company, it is reported, has just closed a contract with the New York, New Haven & Hartford railroad for conveying all of its all-rail coal into Boston.

John W. Bain, one of the oldest coal merchants in the northeastern part of Philadelphia, died recently very suddenly as a result of heart disease, his death occurring at Atlantic City. He was sixty-two years of age. The funeral was from the late home, 2035 Richmond street, Philadelphia.

The advance of ten cents a ton in the retail price at Perth Amboy, N. J., was recently made effective by the local dealers. The amount of coal purchased by local consumers at that point thus far the present season has been very small, but it is expected that there will be a good demand after the first of September.

Joel C. Taft, a well known dealer in coal and horses at Hartford, Conn., died recently after an illness extending over several weeks. He had suffered with stomach trouble and death resulted from undue exposure while ill with this malady. He leaves a wife and five children and was actively identified with the national guard of Connecticut for a number of years.

Retail dealers at Baltimore, Md., on August first did not advance the price of anthracite ten cents a ton as they have been doing all through the summer. Bushrod M. Watts, president of the Baltimore coal exchange, and a leading dealer, in commenting upon the failure to advance the price is recently quoted as saying: "There will be no continued scarcity of coal at this point, and no steady increase in prices."

In the coal trouble at Hartford, Conn., the city attorney has presented a motion asking the courts to dissolve the injunction obtained by Alfred D. Goldberg, which prevents the city from paying bills for coal delivered to it. It is asked in connection with the motion that the other dealers be cited as parties to it. This is a result of the trouble which recently originated over the award of coal contracts for supplying the city fire department with coal.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Canadian Lowe Coal & Gas Co., Ltd., has been incorporated at Montreal, Canada, with an authorized capital of \$1,000,000.

The Moss Ridge Mining Co. has been incorporated at Watertown, N. Y., with an authorized capital of \$100,000. The incorporators are George O. Graham, Joseph Marrian and James A. Moore, all of Watertown.

The High House Coal & Coke Co. has laid out twenty-five ovens at High House, Pa., and development work will be commenced within a short time. The company has eighty acres of coal land at that point which it will develop.

The La Follette Coal, Iron & Railway Co. has taken out a charter at Jersey City, N. J., providing for an authorized capital of \$25,000. The incorporators are given as Louis B. Dailey, H. O. Coughlan, Joseph M. Mitchell, B. Stafford Mantz and Joseph W. Turner.

The Barrett Manufacturing Co. has been incorporated at Trenton, N. J., with an authorized capital of \$5,000,000, to engage in the manufacture of coal tar products in West Virginia. The incorporators are I. D. Fletcher, E. H. Kidder, M. Ehret Jr., George D. Widener and George W. Elkins.

The Citizens' Coal Co. has been incorporated at Johnstown, Pa., with an authorized capital of \$200,000, application having been made for a charter. The officers of the new company are as follows: President, W. J. Kuntz; secretary, W. H. Miltenberger; treasurer, A. M. Custer. The new company will take over a number of local mines in and about Johnstown, and in addition has acquired 300 acres of coal land in that city which it will develop.

The Monarch Coal Mining Co., of Pittsburg, has purchased 339 acres of coal land at Raccoon station, Washington county, Pa., for which it is claimed it paid \$67,800. The property will be developed upon a large scale by the new owners. Mining machines will be installed and other electrical equipment, together with a steel tippie. Modern mines with a large capacity will be opened. The officers of the corporation making the purchase are as follows: President, Frederick S. Hoffer; secretary and treasurer, R. S. Wilson; general manager, C. E. Schaup. The sale of this tract of land will leave little coal property between Pittsburg and Burgettstown which is undeveloped.

General Eastern Coal and Coke Notes.

The Lehigh Coal & Navigation Co. will enlarge its foundry and machine shops at Lansford, Pa., by erecting a large number of new buildings.

Samuel Dickson, of Philadelphia, has recently purchased a tract of coal land near Dunbar, Pa. The tract contains the upper Freeport vein.

The Pennsylvania Coal & Mining Co., of Belington, W. Va., has filed

a petition before Victor N. Metcalf, secretary of commerce and labor at Charleston, W. Va., asking that the Baltimore & Ohio railroad be compelled to handle the output of its mines.

While boring holes through which to pour water to extinguish the fire in the Locust Gap mine near Wilkesbarre, Pa., the Holmes vein containing five feet of excellent coal was struck. Active preparations are now under way to develop the new find as early as possible.

Three of the mines in Clearfield county, Pennsylvania, operated by the Beech Creek Coal & Coke Co. have resumed operations after a period of dullness extending over two months and about 900 men will again be given employment. The mines are located at Winburne and Munson, Pa.

It is reported from Pittsburg that the Pittsburg Terminal Railway Co. has been taken over by the Wabash, including extensive coal lands in Washington county, Pa. The West Side Belt line, an underlying company, is said to be included in the purchase.

Men employed at the Barnum mine of the Pennsylvania Coal Co., at Pittston, Pa., recently refused to go to work, alleging that a change had been made in the weighing scale to which they objected. At last accounts the trouble was not likely to be of long duration, if, in fact, it has not already been settled.

Tests were made recently of the new washery at Middle Creek, near Tremont, Pa., and have proved entirely satisfactory. The Philadelphia & Reading Coal & Iron Co. will shortly put the new washery in operation, when will commence the screening of one of the largest and richest culm banks in that region.

A strike has been called at the Fallen Timber and Van Ormer mines owned by the Anderson Coal Co., near Altoona, Pa., involving several hundred miners. It is alleged the company reduced its scale of wages from seventy-one to sixty-two cents and that there was a reduction also in the heading yardage scale.

The mine being erected by A. C. Hopkins in the vicinity of Du Bois, Pa., is rapidly approaching completion and it is expected that inside of a month it will be producing coal. One of the local railroads at that point secured an injunction preventing the erection of a tippie, but this has been overcome and the latter is nearly completed.

Work has been suspended at the No. 6 colliery of the Pennsylvania Coal Co., near Scranton, Pa., which includes the miners employed in Nos. 5, 6 and 11 shafts. Repairs are being made in the breaker and it became necessary to suspend the production of coal in order to complete them. About 900 men were thrown out of work temporarily.

The new No. 10 breaker of the Lehigh Coal & Navigation Co., at Coal Dale, Pa., is under roof, and it is expected that the first coal will be run through it about December first. The breaker will be equipped with the latest labor-saving machinery and will have a capacity of about 1,500 tons daily. It will give employment to about 800 men and boys.

Officials of the Delaware & Hudson Co. have issued orders to have the

Delaware, Lackawanna & Western Railroad Co.

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coal storage plant and docks at Honesdale, Pa., in readiness for the storage of large quantities of coal by October first. Much money has been spent in equipping these docks, but it is asserted they have never been used to any very large extent. It is now thought probable they will be used extensively.

Superintendent P. F. Campbell, of the Puritan Coal Co., has identified Guido Metzi, of Pittsburg, as one of the three men who ambushed and robbed him of \$3,000 a week ago Saturday near Portage, Pa. The identification was made in the city hospital at Altoona, to which point Mr. Campbell was carried after the crime was committed. The arrested man later gave his name as Guilamo Guipo.

The Buck Run Coal Co. has commenced pumping water out of the Thomaston colliery in the Heckscherville valley not far from Pottsville, Pa. It is proposed to remove the water from these workings so the gangways at Buck Run may be extended farther east, and the coal removed that is now affected by the water in the Thomaston colliery. It is claimed that a big body of coal can be mined by following this plan.

Enrico Cairo, general manager, and Luigi Greppi, mechanical engineer of the Adriatic railways in Italy, were recently at Pittsburg, as the guests of local railroad managers for the purpose of ascertaining how coal is produced and how the leading coal roads operate in handling it. They inspected a number of the local rail lines at that point. It was rumored they were considering the advisability of purchasing coal at Pittsburg to be used in the operation of their railroads.

The property of the Cape Breton Coal, Iron & Railway Co., Ltd., situated between Sydney and Mira Bay, Nova Scotia, consisting of about ninety-two square miles of land, has been transferred to English interests headed by Horace Mayhew and Coates' Sons & Co., of London. The new officers of the corporation are: President, Horace Mayhew, of Broughton Hall, Broughton, England; vice-president and general manager, Thomas Lancaster, of Sydney; treasurer, W. M. Hanson, of Montreal; secretary, E. W. Moseley, of Sydney. The new company will proceed at once with the work of developing the properties of the company, but it is expected that it will be the greater part of a year before the first important colliery will be opened. Either Sydney or Louisburg will be the shipping port from these mines. Those interested in the property now are very wealthy, and it is assured that the company will become a very important factor in the coal trade of the Dominion of Canada as soon as its mines are opened.

Southern Coal and Coke Notes.
New Southern Enterprises.

The Central Coal Co. is opening a new mine at Warrior, Ala., in which machinery will be largely used. Six mining machines will be operated at that point.

The Spring City Coal Co. has been organized at Huntsville, Ala., with Glen Wells as manager. The company will engage in the retail business and will equip a modern yard at that point.

It is reported that John Tonkin, of Wilkesbarre, Pa., has secured a tract of land near Wheatecroft, Ky., and that machinery is arriving for extensive developments to be made in that field.

The Stanley Coal Co. has been incorporated at Nashville, Tenn., to operate in Roane county in that state, with a capital of \$10,000. The incorporators are Archie McDonald, Alvin C. Terrel, John H. Watts, B. O. Whittle and A. H. Gillingham.

It is reported that the rapidly increasing coal trade of the Norfolk & Western railroad at Lambert's Point will result in the building of an immense new coal pier at that point. The pier will be a very large one and the architects of the railroad have already completed the plans.

A new coal mining company has been organized at Corona, Ala., to develop 1,000 acres of coal land. The officers of the company are: President, H. P. Gibson; secretary, J. G. Thompson; treasurer, J. G. Hughes. The company is capitalized at \$50,000. Development work has been commenced.

The Yolande Coal & Coke Co., recently mentioned in THE BLACK DIAMOND, has filed its certificate of incorporation at Montgomery, Ala., to develop coal properties in Jefferson county in that state. The capitalization is authorized at \$300,000 and the incorporators are G. B. Crowe, E. P. Gaines and J. L. Davidson.

The Fitzgerald Co. has been incorporated at Jacksonville, Fla., to engage in the coal and other shipping trade. The incorporators are De Soto Fitzgerald, P. L. Sutherland, Edward Anderson, S. A. Marshall, all of Jacksonville, and J. S. Bond, of Savannah, Ga. A new dock has been built at the foot of Newman street which is 400 feet in length and with thirty-five feet of water at the loading and discharging berth, which will permit the loading of the largest ocean-going vessels.

General Southern Coal and Coke Notes.

The plant of the Florence Gas Light & Fuel Co. at Florence, Ala., has been sold to C. H. Gierst, of Chicago, and Charles B. Kelsey, of Grand Rapids, Mich.

The Beggs Development Co. has reached coal at a depth of 980 feet at



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Beggs, I. T. Coal of a good quality is said to have been found, although the vein is only three feet in thickness.

It is estimated that the amount of coal which will be imported into Mexico during the present fiscal year will be 1,000,000 tons. This estimate is based on the importations a year ago.

M. J. Corbett has been appointed receiver for the Coal, Cement & Supply Co., of Wilmington, Del., on application of one of the stockholders. The liabilities are placed at \$27,000 and the assets at \$25,000.

The Straight Creek Coal Co., at Ashland, Ky., has made a settlement with its miners on the basis of fifty cents a ton, and the latter have returned to work. The miners' organization was not recognized in this settlement.

Coal has been struck at a depth of 1,750 feet at Fort Ringgold, Tex., close to Rio Grande City. The discovery was made while boring a well to a depth of 1,845 feet. The coal is said to be of the same quality as the Laredo vein.

During the month of July the Chesapeake & Ohio railway broke all records in the amount of coal dumped at Newport News. The total for the month was 278,000 tons, or 2,000 tons more than the best previous record in any one month.

The Albuquerque Eastern railroad has completed fourteen miles of grading into the Hagan coal fields of New Mexico, and the work of completing the line will be pushed as rapidly as possible. This will afford an outlet from those fields and will result in much development in the Hagan fields.

C. Ballard Thurston, of Louisville, Ky., has purchased the Boundary mine at Crab Orchard, Va., together with 1,100 acres of coal land in that field and in Harlan county, Ky. The property was owned by the Keystone Coal & Iron Co., and both the Virginia and Kentucky lands were being developed.

The Virginia Bituminous Coal Co. is a selling company organized by the same interests as control the Virginia Iron, Coal & Coke Co., for the sale of the large output of coal of this company. The headquarters of the company will be at Bristol, Va. Guy Darst will be general manager of this branch of the business.

A war is engaging the attention of dealers in anthracite at Savannah, Ga., with the result that the price of this coal has been cut \$2.00 per ton and it is

now being sold at \$5.50, as against a normal price of \$7.50 at this season of the year. The cut in prices originated in an attempt on the part of some of the dealers to capture summer business.

It is reported that the property of the Empire Coal Co. in Walker county, Ala., has changed hands. The purchasers are said to be Leo K. Steiner, a Birmingham banker, Frank Nelson, a local capitalist at Birmingham, and others. The consideration involved in the sale is said to be \$500,000. The property is said to consist of 15,000 acres of coal land, 100 coke ovens and coal shafts. The property has been in the hands of a receiver for about a year past. The indebtedness of the company was about \$300,000 at the time the receiver was appointed.



Literary Notes.

The article is incidentally a study of Russian peasant life, and records, among other things, how on this pilgrimage the people, in order to avail themselves of the reputed curative properties of the waters that flow from the well, would, without shame, strip and bathe in the brooks. Mr. Macgowan says that every Russian soldier wears an image of St. Seraphim, and that General Kouropatkin and Admiral Skrydloff received costly representation of the saint on leaving the war.

It will be news to the reading public that Russia has a counterpart to the shrine of Lourdes—waters that are said to heal miraculously, flowing from a spring at Sarov on the site of the hut of St. Seraphim, the popular saint of Russia. Although Father Seraphim has long been venerated, he was not formally canonized until August 1, 1903, a ceremony in which the czar and czarina and the dowager czarina and others of the court, besides the church dignitaries, took part. It is believed that only two foreigners were present—an Englishman and an American, David Bell Macgowan, whose narrative of the impressive and curious scenes of this unique occasion is to appear in the September *Century*, with illustrations from photographs showing the czar in the processions and the other scenes.

To those who follow the movements of fashion, *The Delinicator* for September is an exceptionally interesting number, containing advance information upon the end-of-the-year styles, and illustrating in colors and in black and white some of the latest developments of the season's modes. Not less attractive is the literary section, in which the first place is given to a timely article on "The Women of Russia," by Wolf von Schierbrand. Rebecca Williams is the subject of an interesting biographical sketch in the "Pioneer Women" series, and the delightful series of pictures, and letters of travel is brought to an end. Dr. Grace Peckham Murray writes on "Bodily Symmetry," Lillie Hamilton French has another of the enjoyable "Joy of Living" papers, and there are well illustrated short stories by Alden Arthur Knipe, Albert Bigelow Paine and Francis Lynde. For the young folks are stories and pastimes of an entertaining and helpful character, including the continuation of the "Little Garden Calendar" and further adventures of "Tommy Postoffice," as well as an instructive paper by Lina Beard on the homes and domestic arts of the Filipinos. The interests of the home are treated thoroughly and practically in the various departments, which are in charge of experts.

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THE BLACK DIAMOND

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General Review of the Markets.

While business conditions pertaining to the coal trade in general have shown little improvement over last week in the matter of prices and in the demand for spot coal, there are some indications of winter to be noted at this time. These come in connection with the railroad transportation situation. For the first time in six months there are reports of a shortage of cars in three different bituminous fields, and production has been curtailed because of inability to obtain cars to absorb the full mine capacity. While these car shortages have not been seriously felt, they have been of such a character as to make consumers, who have not stocked up coal, apprehensive as to the conditions that they may encounter later. The large users of bituminous coal, who have not accumulated a supply for fall and winter consumption, should give the present situation very careful thought; in fact, they should study it. Attention to it given at this time may save them considerable sums of money later on and also the inconvenience to miners and producers which may result from inability to get the coal forward when it is needed.

Probably the most serious railroad congestion has occurred in the coal fields in the western part of Indiana. Railroads connecting with the north and south lines at Terre Haute were badly tied up last week because the main track lines could not take coal from them. These north and south lines were involved as a result of the congestion of loaded cars at Chicago, which primarily originated in the packing-house strike. A surplus of fine coal was created, which filled all of the switch tracks at the Chicago terminals and made it impossible for them to bring any more coal into the city. The president of one of the leading coal roads reaching Chicago said this week that he was apprehensive of this congestion eight days ago and immediately adopted drastic measures to prevent it. He ordered that the number of cars of coal on track should be reduced, but during a period of eight days the total number of loaded cars was decreased only forty-eight. There are still several thousands of these cars on sidings for which there is no disposition. As a consequence of this congestion, Chicago proper has been under an embargo ever since the early part of the week; the mines in Indiana have only operated one or two days this week and there has been a considerable reduction in the production of coal. Coming at this time of the year when there are no conditions which should interfere with rail movement of coal, it is rather a serious problem and producers and shippers begin to wonder what the conditions will be in December and January, when the rail lines must combat cold weather and snow blockades in addition to handling a larger tonnage of coal.

In Ohio, in the Hocking valley region, there are conditions that are somewhat similar. In such markets as Detroit, Cleveland, Indianapolis and the larger cities of the middle west, there has been a light demand for slack coal, which has resulted in some congestion on switch tracks at the mines. For the past ten days operators have been unable to secure a sufficient number of cars to load their output of lump coal. Where this lump coal is in demand some shortage has occurred, and these conditions have had a tendency to stiffen prices. It is understood that the congestion of the transporting rail lines in the Hocking valley region is not only affecting all-rail shipments, but is reducing the amount of tonnage that is moving up the great lakes, and may have an influence in reducing the supply at dock points the coming winter.

Car Congestions are Having an Influence.

In West Virginia both the Baltimore & Ohio and the Chesapeake & Ohio roads are reported to be short of cars. There has been no serious interruption to the operation of the mines in that field as yet, but operators are watching the situation very closely and are apprehensive that it may come later. This shortage of cars in that field has not affected the all-rail trade, but it is said that it has had some influence on the movement of coal to loading ports on Lake Erie.

Boats waiting for cargoes have been delayed in clearing and this, of course, has reduced the volume of tonnage moving. In the movement of all-rail coal in the east, conditions are ideal. Coal transportation is prompt from mines to distributing points and there are plenty of cars available at the various operations. The leading railroads in that territory are adopting a most meritorious policy and are restricting the supply of cars at the mines, so that there is very little demurrage coal arriving at distributing points. While now and then an operating company may regard this as an injury, it will have a good influence on markets when the demand becomes more active. Now, although the requirements for coal are comparatively light, prices are maintained on a steady basis and there is no over-supply. This is true, especially of markets at tide, like New York and Boston. At Buffalo bituminous coal is unusually weak and there is a surplus of the steam coals such as slack and mine run.

Anthracite Trade Continues on a Dull Basis.

The anthracite trade in all parts of the country where this coal is consumed is inactive and dull this week. During the past few days orders have increased somewhat in order that dealers might take advantage of the ten-cent discount in prices from the circular basis, which prevails during the month of August. This business, however, is spasmodic and hardly sufficient to warrant comment. Householders, although they may have returned from their annual vacations, are not yet taking in large quantities of coal and probably will not until the middle of September. Dealers, generally, report that business is very dull and inactive.

In the eastern states there is some little anthracite moving coast-wise, but the volume of tonnage is considerably diminished from that of the early part of the season. It is reported that many of the dealers in that territory have their storage capacity filled up and will not be able to take any more coal until there has been a considerable movement to the consuming trade. In the all-rail eastern trade the demand is in somewhat larger volume for spot coal. Dealers having storage capacity are fairly well supplied with this coal, but when they are lacking in it, they are obliged to take in coal to meet current demands and the requirements that will come the early part of next month. This refers wholly to prepared sizes. In the steam grades of anthracite prices are maintained on a steady basis, but demand is not sufficiently active to absorb current production. The season of large consumption is so near at hand, however, that producers and shippers of this coal are taking more interest in the future of the market than in the present. They anticipate no difficulty during the coming winter in securing sufficient orders to absorb the coal that is in storage and that which may be produced later.

The anthracite collieries are operating on only part time this week. Some of the companies have suspended operations, while others are producing only such coal as is required by current business. It is supposed that this restriction will be continued without question till the first of the month and it is probable that during the first week in September very little coal will be produced. After that the market will depend upon weather conditions and the buying tendencies of the trade.

In the west interest centers largely in the transportation of coal by lake and rail from Lake Erie loading ports. It is estimated that the tonnage that will go forward this week will be about as large as a week ago; in the all-rail movement the tonnage moving is of good volume and the western distributing points are fairly well supplied. Shipping agents at Chicago and the large western centers report that the volume of business for August will be in excess of that for July. This is a more satisfactory condition of affairs than a year ago, when there was a considerable decrease in August business. Orders received during the past week have kept shipping agents fairly busy.

Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., Aug. 26.

In general conditions pertaining to bituminous coal there has been a slight change from a week ago for the better in the domestic descriptions, while steam coals continue to be more or less weak. Screenings and the fine grades of steam coal are the weakest ever known, and have been in over-supply on many of the roads entering Chicago. It is said that there are also some accumulations at the mines which have not been moved owing to embargoes on rail lines and lack of orders from the shipping companies. In the anthracite trade a dull market is the rule, and while, generally speaking, there has been, perhaps, a little more business than there was a week ago, it is not active by any means. Eastern bituminous coals are fairly well maintained in western markets, due to the restricted output and care with which they are forwarded, but in the aggregate the volume of this business is lighter than it was a year ago at the corresponding time.

In the western anthracite trade there continues to be a fair movement from eastern lake shipping ports, although the curtailment in production affects the tonnage of the different companies from time to time as their collieries are closed down. It may be one company this week and another next, but notwithstanding this fact, there is sufficient coal coming forward, no anxiety is being felt by the shipping companies as to their ability to supply all that will be required between now and next April. All-rail movement is of fair volume, and there is no shortage to meet current requirements among the line trade. Lake shipments this week, it is expected, will be nearly as heavy as they were a week ago. In the extreme northwest demand is said to be improving somewhat, now that harvesting is well under way, but the full activity of the fall and winter demand has not been experienced, and probably will not be for several weeks to come. As soon as threshing is out of the way farmers in the northwest and west will begin to stock supplies of coal, and this will increase the movement. In the larger cities in that territory there is already a tendency to buy more freely among householders, and this business ought to be heavier, comparatively, than it is at present.

August Shows Better Demand for Anthracite Than July.

In the Chicago and western trade, western shipping agents report that the demand for coal is quiet, but has shown more activity this week, and will probably be fairly strong up to the first of September, when there may be a lull of a week or two. Dealers realize that business must be done on a closer margin this winter than it was last, owing to the general business condition of the country. They are accordingly taking advantage of any discount which will be to their financial advantage, and as a result larger orders have been received before the full circular basis is effective than was expected. For the month of August it is probable the tonnage represented in the business from Chicago to the country will show a slight gain over July. In the larger cities, however, demand is very light at present, and when this business commences it will come with a rush. Prices are being well maintained in the shipping trade in western territory, and very few cases of cutting are heard of. Individual coal is fairly well held, and generally sells on the circular basis in movement to the trade.

In the bituminous branch of the industry domestic business is showing some improvement in coal moving to the country. Metropolitan dealers are not stocking up to any great extent at present, and a careful canvass this week shows that those located in Chicago have only sufficient coal to meet current requirements. This trade, when it commences, together with the increased steam demand experienced with the advent of chilly weather, ought to result in a marked improvement in the better grades of bituminous coal in the near future. Prices on domestic grades, owing to the slightly increased movement to the country, are holding somewhat firmer. There is talk in some quarters of a slight advance in the price of some grades of coal on September first. In the western bituminous coals these will occur in those which have high grade preparation, or which are in short supply. In eastern coals it is doubtful if there is to be any advance except in lump and egg smokeless coals, which continue to be rather short in supply, with an increasing demand. The present price of \$1.75 a ton on spot coal at the mine may be advanced to \$1.85@2.00, f. o. b. the mine. It is unlikely there will be any advance in any other coals, except on contract where the obligation stipulates that prices may be raised slightly with the beginning of the latter half of the coal year.

First Important Railroad Embargo this Week.

The first important railroad congestion this week has occurred in connection with one of the rail lines reaching the coal fields of western and southern Indiana and eastern Illinois. It was announced the middle of the week that this road had placed an embargo on Chicago proper, and most of the mines tributary to it were obliged to close down unless they had shipping connections on other roads or shipped to points outside of Chicago. This embargo has aroused grave fears that the transportation situation during the winter may be strenuous at times. Much of the trouble is due, in all probability, to the fact that there is an accumulation of coal at the Chicago terminals, and especially of fine coals. In the Hoeking valley region there is trouble over the movement of coal, due to an overloading of switch tracks with loaded cars of slack, making it impossible to secure empties to load with lump coal, and also making transportation slow after they are secured. The railroad situation will be more of a feature from this time forward, and if there is a rush of business late in the year, as seems likely now, there may be many serious delays in the movement of coal.

In the spot market on eastern bituminous coals smokeless seems to hold the center of the stage this week. This is partly due to the increasing demand for lump and egg, and the inability of the producing companies to fill it, and also due to the belief there is going to be a good market for this coal

throughout the winter. Run of mine Pocahontas and New River coal are steadily held at the mine on the circular basis. This makes the Chicago f. o. b. basis \$3.15, which is generally observed by all the factors in the trade. There is not a large volume of business, but shipments are restricted and the market is on a good, steady basis. Thin vein Pocahontas is firmer than it has been for some time. There is no over-supply on the market at present, but shipments should be kept within conservative limits until later in the season. Prevailing quotations on this grade of coal are \$2.95@3.15, f. o. b. Chicago.

In the list of splint coals there has been little change. Demand is steady, but is not of large proportions. Mine prices are quite generally observed in the movement to the trade. Chicago f. o. b. prices show a considerable range, and are from \$3.15@3.55 on the f. o. b. basis for lump coal. Fairmont steam coals are held fairly steady, with now and then a few cars in excess of the current requirements, which shade down in price. Current quotations on standard three-quarter lump are on the basis of \$2.80@2.85 Chicago. Cannel coal from the West Virginia fields is fairly well sold up and prices are steady.

In Youghiogheny business there continues to be considerable competition for spot orders, with prices sagging now and then. Current quotations at Chicago are \$2.90@3.15 on the f. o. b. basis, with the most of the trading done at about \$3.00.

Transportation conditions are interfering with the movement of Hoeking out of the Ohio districts. It is reported there is an accumulation of loaded slack at many of the mines, for which there is no market at present, and operators are at a loss to know what to do with it. This has resulted in a shortage of cars for the movement of lump coal and a delay in filling orders, it is said. Western shippers of this coal report that there has been a slight increase in the demand. Prices are steady on the basis of \$1.35 f. o. b. the mine.

High-Grade Western Lump is Firmer.

In western coals the improvement in the situation applies to the higher grade lump sizes, prepared with especial reference to the domestic trade. Linton three and four inch lump over shaker screen shows a wider range, and is held at \$2.10@2.35, f. o. b. Chicago. Sullivan and Greene county coal in the same grades is held on about the same basis. The embargo on one of the leading rail lines reaching these fields has resulted in a slight accumulation of orders in producers' hands, which is making the market firmer. Carterville standard domestic coals are held very firmly on the circular basis at the mines of \$1.60 f. o. b. for the larger sizes of lump and \$1.50 for egg, etc. Occasionally these grades are sold at a lower figure in the Chicago market to the local dealer trade, but it is generally where there has been a slight accumulation. Northern Illinois coals are firmly held at the mines and demand from the northwest is increasing. In the steam sizes of Illinois and Indiana coals, such as inch and a quarter lump, there is possibly also a little better feeling. Prices on Sullivan and Greene county lump of this grade show a range of \$1.75@1.95 f. o. b. Chicago. Linton inch and a quarter lump is on the basis of \$1.80@2.00 f. o. b. Chicago. Clinton lump shows a range of \$1.70@1.85 on the Chicago f. o. b. basis. Springfield lump is held at \$1.70@1.85 f. o. b. Chicago. Mine run in the several Indiana grades shows a range of \$1.45@1.65 f. o. b. Chicago, with Linton held somewhat higher. Carterville mine run shows a range of \$1.75@1.90 on the Chicago f. o. b. basis.

Screenings are the weakest item on the list, and show such a variation that it is difficult to quote the market accurately. Wabash screenings during the week have held at 20@25c at the mine, or 90c@\$1.00 f. o. b. Chicago. Springfield screenings have been held at 35@45c at the mine, or \$1.10@1.20 f. o. b. Chicago. Greene and Sullivan county screenings have held at 45@60c at the mine, or \$1.25@1.40 on the Chicago f. o. b. basis. There has been an over-supply, and while, with the embargoes in force, it is believed this will shortly be increased, the leading producing interests should make some other disposition of them than to send them to this market.

In the Connellsville coke trade there is a somewhat better inquiry in the Chicago market, with prices on a better basis, averaging about \$2.00 f. o. b. the ovens for seventy-two hour, or \$4.65 f. o. b. Chicago. This price has been quite generally observed. Southern cokes are not in over-supply, but are on a weak basis, and any heavy arrivals would soon break the market.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Aug. 25.—(Special Correspondence.)—Consumers who have been holding contracts in abeyance in the hope that prices would decline still further have doubtless abandoned hope of securing better bargains than the present affords and are now re-entering the market. During the past week or so the bituminous industry experienced an actual improvement and operators are confident that from now until the conclusion of the lake season the situation will undergo a marked change. Up until the beginning of the week the trade was witnessing a betterment in only one branch—that is, in inquiries. But this week some real business was transacted and one of the largest producers in the country was greatly benefited. Two of the largest coal contracts that have been awarded this year were captured by a local company. As a result a better feeling prevails generally and other consumers who are included in the domestic division are making inquiries for fuel.

Shipments to the lakes are made with renewed vigor as a result of the announcement by the railroad companies that they can accommodate all the shippers. As the season advances it becomes more evident that there will not be any congestion of traffic to hamper the shipments as in former years. Inadequate transportation facilities will not dampen the ardor of the most

enthusiastic this year from present indications. Exceptionally few complaints are being heard, with the result that the heavy consignments are daily being forwarded. Advices received here state that the movement at the lakes is carried on with quick dispatch and there is no danger of congestion at the ports. This is reassuring, to say the least, and will greatly aid shippers in providing northwestern consumers with all the coal required during the winter months. Despite the many handicaps experienced earlier in the season, shippers are hopeful of equaling the record made in 1903.

One Large Railroad Contract Closed During Week.

As an indication that the week was exceptionally active, an announcement was made that one large company secured an order amounting to 150,000 tons from the Chicago & Northwestern railroad. This company, being in a position to handle the coal order for the road over its own docks and through its own distributing centers, will make a good profit by the sale. Its distributing points are at Escanaba, Ashland and Sheboygan, each of which has a fine coal dock equipped with modern loading and unloading machinery. In addition, the same company during the past week closed a contract with the Detroit Gas Co., of Detroit, Mich., for 80,000 tons. This makes a total of 230,000 tons that the company has disposed of in two recent contracts. Despite the long delay in starting lake navigation, President Francis L. Robbins is hopeful that the company will forward 100,000 more tons this year than in 1903.

The Pittsburg-Buffalo Coal Co. is experiencing a busy season. Several of its largest and most modern mines are running on double time. This is necessary in order to fulfill the orders that the company has on hand. President John H. Jones has launched a new venture. On the outcome of the presidential election depends whether certain domestic consumers will receive free coal. Mr. Jones is allowing each of his customers to make a guess on the result. The person coming closest will receive a certain tonnage of coal free. The idea is proving exceedingly popular, with the result that the company is procuring new customers.

Word received here today was to the effect that the coke industry in the Connellsville region is undergoing a vast change for the better. Within the past ten days the H. C. Frick Coke Co. lighted nearly 1,000 idle ovens. The indications are that several additional hundreds will be blown in before the lapse of many more days.



San Francisco and Pacific Coast Trade.

SAN FRANCISCO, CAL., Aug. 20.—(*Special Correspondence*).—Since the steamship Sonoma left, only one cargo of Australian coal has been delivered here, viz., Lindfield, with 3,500 tons. There are four cargoes now fully due from Newcastle, which should arrive within the next ten days. There are thirty-seven vessels at present engaged to carry coal from Newcastle with a carrying capacity of over 90,000 tons; of these there are sixteen now afloat. During the month of July the total deliveries footed up 5,641 tons, whereas in July, 1903, 27,446 tons of colonial coal were discharged here; this shows a marked falling off. The coal freights from Newcastle are quoted at full figures, and vessels difficult to procure; this is mainly attributable to the low standard of freights outward now existing here for grain and lumber.

Business generally in the fuel line is extremely dull, although prices quoted by the wholesale dealers are low; still at this season of the year sales of coal for house purposes are usually light. Fuel oil is being liberally consumed for steam uses and is a formidable competitor to coal; the government transports are purchasing much less coal here than formerly, as they are filling a large portion of their requirements at Japanese ports. The quantity of colonial coal at present here in yard is very light, still the quotations of same remain unchanged. The deliveries here from British Columbia are coming freely to hand and appear to meet with ready sale.



The West Virginia Mining Field.

WHEELING, W. VA., August 25.—(*Special Correspondence*).—The turn for the better, made a week or so ago, seems not to be a mere flurry, but is indicative of the beginning of a steadier season. Coal is moving with equal volume over the Chesapeake & Ohio and Baltimore & Ohio roads, and this week additional men were put to work in the mines along the Norfolk & Western railroad. The weather is considered to be responsible in a degree for the improvement. The summer months have been unusually cool and an early winter has been predicted. Furthermore, there is a feeling that business is going to pick up with a sudden and mighty start and that the wise buyer should order his coal now, inasmuch as prices certainly will not go lower and are equally certain to go higher.

Indicative of the firmness in tone, several West Virginia shippers have intimated that they do not care to take big orders at the promiscuous prices obtaining in the early summer, and they are studying the situation with a view to stiffening the price. For awhile, in the late spring and early summer, there was a demoralization of prices in the districts in which strong pools do not exist, or where the mines were not working on long-time contracts. Coal was sold at the cost of production at the mines, and, it is freely said, in some cases below cost.

Shortage of Cars Has Strengthened the Market.

The shortage of cars on the Baltimore & Ohio and Chesapeake & Ohio has been another factor in creating alarm lest when bigger business shall come the mines will not be able to take care of it promptly, and this, naturally, is causing operators to grow a little more independent than they have been.

The Baltimore & Ohio is shipping ordinary box cars into the Fairmont region in lieu of the regular hoppers, and while they are inferior they are welcomed, for the Fairmont people intend to push shipments as much as possible. About one-third of their output is going to the lakes now.

The Rolfe mine, in Mercer county, in the Pocahontas district, has been abandoned and its equipment transferred to the Maybury plant of the Pocahontas Consolidated Coal Co. It was absorbed by the larger concern, which finds it more economical to concentrate operations until business brightens up in this region. This section is not showing the spurts of the Fairmont and New River fields.

Thacker and Elkhorn Fields Are More Active.

However, the summer depression along the Norfolk & Western has been supplanted by an improved demand and there are evidences to indicate it will gradually get back to normal. This week several hundred miners were put to work in the Thacker and Elkhorn fields of the Norfolk & Western region, one of the best developments there of the year.

The Pennsylvania Consolidated Co., operating in Preston county, where a strike has been in progress all year, and recently the scene of a dynamiting attack on the superintendent's home, applied this week to Judge Nathan Goff for an order punishing Haggerty and other agitators for alleged violation of contempt of the injunction issued by Judge Jackson, but Judge Goff refused to intervene, and the proceedings will await the return of Judge Jackson from Atlantic City.

The eastern Ohio district, which is seldom free from local strikes, is now featured by another in Belmont county, where trouble over a checkweighman inspired it. Trade has been rather dull in this field and the strike does not cause much inconvenience to the operating concerns.

J. F. Bohanon, who has been superintendent of the Zenith Coal Co., at Bluefield, in Mercer county, has resigned to take charge of the Spring Coal & Coke Co., and is succeeded by S. S. Cofman, of the Big Four Co., who will manage both concerns.



Kansas City and Missouri River Trade.

KANSAS CITY, August 25.—(*Special Correspondence*).—The dealers of Kansas City are getting ready for the busiest winter in the history of the trade. Kansas City's population since last winter has increased more than 10,000, which means that fuel will be required by 2,000 more families, and the consumption in manufacturing lines will probably be twenty-five per cent greater than it was last year. The railroads, too, will consume more coal, as each of the twenty-six lines which have terminals or terminal connections in this city has increased its equipment and is operating more passenger and freight trains than ever before.

It is not expected that there will be any material changes in the prices. On September first, although the usual advance of fifty cents a ton by the small dealers will go into effect, the wholesale prices will probably be a shade less than they were last year. The new wage scale agreed upon by the operators and miners will not cut much of a figure in wholesale prices, and it is extremely unlikely that the railroads will revise their freight tariffs.

The only meeting of interest in the southwest is being held this week at Pittsburg, Kan. About 200 delegates, representing the miners of district fourteen, comprising Kansas and western Missouri, are holding a district convention, which began Monday. At the close of the convention a conference committee will meet with the district scale committee of the operators to adjust details of the district contracts.

Joint Interstate Contract is Now Ready.

It is announced from Pittsburg that the joint committee appointed to draw up the interstate contract has it ready for the signatures. The only changes over last year's agreement are those in the day wage and dead work scale and that relating to the expiration of the contract, March thirty-first, 1906. The agreement, however, will not be signed until after the district contract has been approved.

Advices from Mound City, Kan., state that the prospect drill of a coal company near that town has struck coal at a depth of 400 feet. No information is given as to the thickness of the vein, but experts estimate it to be about three feet seven inches. Plans are being made to sink several shafts.

The Southern Coal Co., of this city, has been awarded the contract by the school board of Sioux City, Iowa, for sixty cars of its Imperial lump coal. The contract was secured in the face of the strongest kind of competition.

A coal operator at Girard, Kan., says he has invented a process by which slack coal can be converted into the best quality of lump coal. He claims that he has been offered \$100,000 for the patent right. He is now building a factory near his mine in Crawford county, and as soon as he demonstrates the practicability of the process he intends to establish factories at all other coal mines in the country and operate them on a royalty.



The St. Louis Coal Market.

ST. LOUIS, Mo., Aug. 25.—(*Special Correspondence*).—Conditions have not changed any during the past week. Coal is coming in very plentifully and is being sold on the east side at very low prices. In fact, it is said that in many instances it is being sold below cost in order to get rid of it. There is little demand for it, as the domestic requirements are at present very light. Some of the dealers are commencing to see a slight increase in their domestic sales, but so slight that they are hardly worth noticing. It is predicted, however, that trade will show a material increase within the next two or three weeks. Prices are about \$1.10@1.15 for mine-run on the east side; \$1.25 @1.30 for shaker screen, and \$1.75 for high grade coal. All these prices are by carload lot.

Mr. Kuhn, of the Devoy & Feuerborn Coal & Coke Co., says that he does not anticipate very high prices the coming winter, unless something unusual happens and he does not anticipate that. Indications are that there will be a revival of coal digging in the section north of Alton, Ill., before very long. Several new mines have been opened this summer between North Alton and Brighton and all promise good yields of black diamonds. James

Cook has sold the old Dickerson farm in Godfrey township to J. T. Aumiller and the latter will put men to work sinking for coal. Fifty years ago the farm was the center of a prosperous coal mining settlement, and it is claimed that mining was abandoned before the supply of coal was exhausted.

The Lewiston Coal Co., of Lewiston, Mo., has been incorporated with a capital stock of \$5,000, one-half paid up. The incorporators are: T. F. Arnold, Edward Binger, John Binger, W. D. Briscoe, J. C. Brown, O. Chandler and others.

Articles of incorporation were granted August twenty-second to the Savannah-McAlester Coal Company, of Savannah, I. T. The capital stock is \$25,000. The incorporators are: James Degnan, L. W. Bryan, F. E. Hally and James McConnell. There are several St. Louis capitalists interested in the corporation.



Connellsville and Coke Production.

CONNELLSVILLE, PA., Aug. 24.—The *Courier*, reviewing the coke situation, says: Coke production in the Connellsville region was a shade worse last week according to the figure than it was the previous week. The difference was so small, however, that neither operators nor consumers consider it as any indication of a change for the worse or the better. On the inside there is a much stronger feeling than there was a week or ten days ago that business will pick up some during the fall months preceding the election. It is based on the assurance that no matter which way the election goes there will be no radical legislation that can affect the prosperity of business. Prices are still low, but consumers are finding more difficulty placing coke orders at less than \$2.00 for any length of time than they did a few weeks ago.

The coke workers and miners have no complaint on the time they are making. The ovens in operation as a rule throughout the region are making six days a week. The wage scale is better than that in most districts of the United States. Up until within the past five or six years it was customary during the summer months for plants in this region to work only four days a week and then yards and mines were crowded.

Detailed Report of the Operation and Output.

The detailed report of the operation and output of the Connellsville region for the week ending Saturday, August thirteenth, shows a total of 23,127 ovens, of which 13,110 were active and 10,017 were idle. The estimated production was 151,293, a loss of about 4,000 tons compared with the tonnage of the previous week. The loss in active ovens was among the smaller operators, where several plants have gone out. Boyer of 120 ovens, owned by the Mt. Pleasant Coke Co., is in the idle list. Crossland with 100 ovens is also banked. It will not operate under the old company name again, all the coal having been exhausted. Gilmore, a plant of fifty ovens, is also banked. Veteran, which was credited with sixty ovens in blast, is not making coke. There were no changes worthy of mention among the other operators. The Rainey plants all laid off one day owing to the death of W. T. Rainey, whose funeral occurred at New York on Saturday.

The shipments aggregated 8,540 cars, as follows: To Pittsburg, 3,271 cars; to points west of Pittsburg, 4,039 cars; to points east of Connellsville, 1,230 cars. Compared with the shipments of the previous week this was a gain of nearly 200 cars. The gain was in the western and eastern shipments. The Pittsburg shipments fell off slightly.

In the lower Connellsville region there are 5,783 ovens, of which 4,515 were active and 1,263 were idle last week. The estimated production was 54,630 tons. This was a small decrease from the estimated tonnage of the week of August sixth. In the lower district 124 ovens have come into the producing list within the last two weeks. The plants are those of the Briar Hill Coke Co., which has ninety-four ovens, and the Newcomer Coke Co. with thirty ovens.



The Twin Cities and Northwest Coal Trade.

MINNEAPOLIS, MINN., Aug. 25.—(Special Correspondence.)—In the twin cities the anthracite business for domestic consumption has brightened some. In contradistinction the bituminous orders have slumped for nearly two weeks. The final raise in the retail price of anthracite comes September first, or to \$8.75. The prospect of a ten-cent advance does not seem to precipitate orders to an extent expected from a thrifty northwestern people, however. All-rail anthracite is firmer. The country business is more active. Dealers have been holding back to see what the crop was to be before stocking up and now have come to such a point that they must get some coal. In the southwest they have been stocking some. Saturday night a removal of the entire stock in the piles was threatened. The small tornado did little damage except to the Pioneer Fuel Co., whose yard, No. 6, at Stevens avenue and the Milwaukee tracks was visited by the freakish wind. The whole side of the brick office building was torn off, exposing the furniture piled in the public storage rooms upstairs.

Change in the Holmes & MacCaughy Co.

Hilleary L. Murray is witness to the fact that misfortunes never come singly. With the advent of a beautiful daughter in his family came his appointment as secretary of the Holmes & MacCaughy Co., with headquarters at Minneapolis. Besides this appointment he gets an interest in the company's business. Murray has been popular among the business men of the city as a coal sales agent for about twelve years. All of this time, with the exception of a year as secretary of the Minneapolis Chair Manufacturing Co., he was in the fuel business. Originally he was city salesman for the old Lehigh Coal & Iron Co. and then the Lehigh Coal & Coke Co. At the time of the changes in the management of this company he went to the Ohio Coal Co., and later to the Holmes & MacCaughy.

Changes have taken place in this company. A. B. MacCaughy of St.

Paul, vice-president and treasurer, has sold out to W. P. Hallowell of Minneapolis, and A. J. Holmes of St. Paul, and Mr. Hallowell has been elected vice-president and treasurer.

The Holmes & MacCaughy started only two years ago last May, but has cut considerable figure in the Twin City fuel business. It has yards in both cities and is well equipped for handling wholesale and retail anthracite and bituminous coal.

The St. Paul & Western Coal Co. will build an office and yard buildings in Minneapolis at 199 Aldrich avenue. The company will spend \$3,000 on the work.

Bids for forge coal for army posts in the northwest have been opened at St. Paul. Awards will probably be made to F. F. Cameron to supply coal at Fort Yellowstone, Wyo., for \$16.00 per ton, and at Fort Assiniboine, Mont., for \$15.00 per ton, and of Joseph Gussenhoven, who offers to furnish coal for Fort Missoula, Mont., for \$30.00 per ton.

Lignite in North Dakota may be used to irrigate the arid lands of that and the neighboring state. H. A. Stoors of the reclamation service is investigating the feasibility of establishing a steam plant on the Missouri near Bismarck. A central steam plant near the beds would have ample supply of fuel and the lignite would thus be turned right into the land owners' pockets as money. Among other exhaustive investigation Mr. Stoors will determine the quantity and quality of fuel available. His findings may prove of great use to coal dealers in the northwest in case a good briquette method is found also.



Coal In Mountains Of Nevada.

WASHINGTON, D. C., Aug. 25.—(Special Correspondence.)—On account of the scarcity and high price of all fuel, the occurrence of coal, even of inferior quality, within the desert region of Nevada is a matter of great interest. At the north end of the Silver Peak range, in Esmeralda county, just south of the road between Silver Peak and Candelaria, coal beds occur in Tertiary formations. These beds have been recently visited by J. E. Spurr, of the United States geological survey, who has described them in a paper published in Bulletin No. 225, which is entitled "Contributions to Economic Geology, 1903."

This coal is said to have been discovered by William Grozenger, of Candelaria, in 1893, and the seams are now continuously located. The chief seams are four in number and some of them extend for a distance of 3,000 or 4,000 feet in outcrops that trend in a northwesterly and southeasterly direction. Mr. Grozenger has classified the veins, counting from the top, as the first, second, third and fourth veins. The distance between the first and second veins perpendicularly is estimated by him to be 150 feet, between the second and third, seventy feet, and between the third and fourth, 130 feet. The uppermost vein, No. 1, seems to be relatively poor and small, and, as exposed in the outcrop, of little value. Vein No. 2 is in coal shales and is several feet thick. The vein contains considerable slate parting or bone. Vein No. 3, which is also in the coal shale, is of better quality and thicker than No. 2. No. 4 shows six to eight feet of coal of much better quality than the upper veins. Some of this coal has a brilliant luster, while the coal of the other veins is dull in color. It is used as a forge coal by Mr. Grozenger and affords a coke. The coal contains a smaller per cent of ash than that of the upper veins.

These prospects have been bonded several times. The chief prospecting has been on the upper veins, and the coal developed has been so light in nature and so full of ash that prospecting has been repeatedly abandoned. It seems, however, that the lowest vein has been somewhat neglected and possibly this may be found in the future to be available as fuel. The outcrop of this vein is limited and broken near the fault, but its underground extent must be great. Inasmuch as the beds underlying this seam are not exposed on account of the fault, it is not impossible that still other seams may occur beneath it.

The numerous mining enterprises which have been developed recently in this region, where there is no water power, little wood supply, and only expensive transportation, make even these coals, which are undoubtedly poor in quality, important. Since they all contain a large percentage of volatile matter, the gas in them might be separated and profitably used for fuel.



The Big Hill Coal Co., of Cincinnati, through Kuper Hood, general sales agent and traffic manager, has just added to its list of contracts that of supplying the McSherry Manufacturing Co., Middletown, Ohio, and the Advance Bag Co., of the same place, with coal. The former concern will require 2,500 tons and the latter 1,000 tons of Big Hill mine-run. Mr. Hood is quite proud of securing this business because of the keen rivalry and sharp competition in Middletown.



Sealed proposals will be received up to noon, September sixth, by the building committee of the library board at Cincinnati for furnishing a year's supply of bituminous nut and slack steam coal or New River or Pocahontas smokeless nut and slack coal. The amount required is about 1,000 tons.



The Luhrig Coal Co. is having such a run on its prepared sizes of coal that it finds itself compelled to crush 350 to 400 tons of lump coal every day and wash it. For this washed and sized coal it gets fancy prices, and even the small coal is in good demand for use in furnaces where there are mechanical stokers.



Robert S. Magee, general manager of the Pocahontas Co., is back, after having spent a week in New York, Roanoke and other eastern trade points.

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, Aug. 25.—(*Special Correspondence.*)—The feature of this market this week is the further scarcity and increased price of smokeless coals, both the New River and Pocahontas. The announcement two weeks or more ago that the demand for smokeless coal, especially the coarse grades, was becoming greater than the supply attracted considerable attention, and at the outset some of the largest factors in the trade raised their prices on lump and egg, while others seemed to think existing prices sufficiently high, and were glad to get the business offered. As time passed all the producers found themselves short on lump and egg, and the first of this week the price was raised, with unanimous consent, to \$1.75 a ton at the mines for Pocahontas and New River.

As noted already in this report, most of the scarcity of coarse grades of smokeless coals comes from the inability of the producers to get rid of their nut and slack. The coke trade is not sufficient to absorb the coke that would follow the starting up of any considerable number of ovens, and the producers have wisely, perhaps, concluded that it would not be good business to put a large quantity of smokeless nut and slack on the open market in competition with the common grades of steam coal which are now almost, but not quite, glutting the market.

General Trade Conditions are Good.

The general trade of this territory is in excellent condition with the exception, perhaps, of fine coal. The enormous shipments of lump to the lakes makes of itself a large quantity of this fuel that is hard to dispose of, and added to this the amount of nut and slack that follows the production of lump to fill current orders, places the market in an abnormal condition, with more fine coal than there is a normal demand for. This condition has been present for several weeks, but dealers and shippers have hoped that it would change for the better and that they would find a market for the apparently large surplus of nut and slack.

Even now there is no struggle to get rid of this fine coal, and no ruinously low prices are being named for it. New River and Pocahontas nut and slack is currently quoted at seventy-five cents at the mines, Kanawha 60@65c, Thacker 65@75c and Kentucky 50@60c; but astute buyers are not paying these prices. They make the best bargain they can at the time. On time contracts, however, and there have been several pretty good ones made lately, these prices are being maintained with vigor. It is only spot nut and slack that can be bought below quotations.

Kanawha lump is held firmly at \$1.35@\$1.50, as is Fairmont, Thacker, Luhrig and the best Kentucky. While there is a constant upward tendency on all grades of lump coal, no sales have thus far been made above \$1.50, and a dealer or shipper is not posted who will sell below the minimum figure quoted.

There is absolutely no change in the river situation. The river dealers are enjoying their share of the rather good retail business that is now offered, but most of them had considerable coal on hand when the river fell too low for further shipments from headwaters, and they have not yet been forced to buy to replenish their stocks. The large surplus of coal afloat, therefore, is going down very slowly, and while the river market is firm, there is comparatively little coal changing hands in the river. Lump is worth from 7@8c a bushel, and nut and slack from 4@5c a bushel afloat in barges. Dealers at a distance, in computing this price, must remember that the cost of elevating, about twenty-five cents a ton, must be added to the cost of coal afloat to get it in comparison with rail coal prices.

Retail Business on a Satisfactory Basis.

As intimated in the foregoing, the strictly retail business of the city is quite satisfactory and there is a commendable unanimity on the subject of prices. Pittsburg, Kanawha, Fairmont and Thacker lump sell for \$3.00 a ton delivered to families and other small customers; Luhrig and most of the Kentucky lump sell for \$2.75; smokeless, both New River and Pocahontas, \$3.50; anthracite, \$7.25, and nut and slack from \$1.60@\$1.90. Gas coke is worth 9@10c a bushel. Coke is unchanged and unimproved. Standard foundry is quoted at \$2.00 at the ovens and furnace is worth \$1.75. These prices will probably be shaded, however, to get any amount of business immediately. There is absolutely no life in the trade.

The City Awards Coal Contracts.

Two weeks ago the board of public service of the city of Cincinnati opened bids for supplying the various city institutions with coal the coming year, and, as noted exclusively in THE BLACK DIAMOND at the time, there were eighty-six bids, the largest number ever received for coal or any other commodity. After figuring on the respective bids for two weeks, the board has awarded the business to the following concerns: The City Hospital, probably the most desirable contract in the lot, on account of its large storage capacity, was given to the Pocahontas Co. to furnish 3,000 tons nut and slack at \$1.88. City Hall, 3,000 tons Kanawha nut and slack, was given to the Marmet Co. at \$1.59. Infirmary, 3,500 tons Pittsburg mine run, goes to C. G. Blake & Co., at \$1.90. Work House, 1,500 tons smokeless mine run, Fairmont Coal Co., at \$2.35. House of Refuge, 2,000 tons smokeless mine run, Fairmont Coal Co., \$2.35. Branch Hospital, 750 tons nut and slack, Campbell's Creek Coal Co., \$2.10, 250 tons egg, Fairmont Coal Co., \$2.75. These bids are all regarded as very low. The hauling on some of them is quite expensive, while others have limited storage capacity, and it is sometimes very inconvenient to haul just when the institution must have coal.

It is reported, upon apparently good authority, that the Monongahela River Coal & Coke Co., which has been making deep retrenchments in its expenses by laying off hundreds of yearly men, will further reduce its expenses by giving the management of its six coal elevators at this place to one man instead of having three managers for the retail plants as now conducted. Messrs. J. P. Bauer, M. E. Lynn and E. Gallatti are the three

gentlemen who are now in charge of the combine's retail business here. The trade in general would be sorry to see any of the three lose out.

Cincinnati Personal and News Notes.

W. P. Slaughter, general sales agent of the Thacker Co., has gone to Detroit on business.

Harry P. Jones, general manager of the Big Hill Coal Co., is just back from a trip to Chicago.

A. Cooley, manager of the Gordon Coal and Coke Co., was a business visitor in Cincinnati during the week.

M. M. Greene, secretary and treasurer of the Luhrig Coal Co., spent his vacation in New York and at other eastern points.

George W. Johnson, general sales agent of the Cincinnati Coal Co., is just back from a successful trip up through the state.

Major Beck, a well-known salesman of the Luhrig Coal Co., is spending two weeks in camp with the First Ohio regiment, of which he is a major.

Kuper Hood, of pleasing address and good ability, holds the responsible position of general sales agent and traffic manager of the Big Hill Coal Co.

The Cincinnati Gas, Coke, Coal & Mining Co. has just added a Hocking valley mine to its list and has contracted to take the output of a Sullivan county, Ind., mine.

Alexander Cunningham, president of the Luhrig Coal Co., made a trip to Portsmouth, Ohio, last week, in the private car of President Greene, of the Baltimore & Ohio railroad.

M. E. Lynn, general manager and treasurer of the Queen City Coal Co., a retail branch of the Monongahela River Consolidated Coal & Coke Co., is spending his vacation at Put-in-Bay.

Chapman R. Hinsch, manager of the Hinsch Coal & Coke Co., is just back from his vacation, which he spent among the northern lakes. On his way home he ran down to St. Louis and spent a week at the exposition.

The Hull Coal & Coke Co., which now does an exclusively retail business in Red Jacket coal, is about to erect an office at its yards at Court and Cleveland streets, this city. Walter B. Steele is the Cincinnati manager.

W. C. Rogers, manager of the Cincinnati branch of the Fairmont Coal Co., reports business quite good, especially wholesale. While his retail business is only fair, he manages to keep his eighty-four horses busy every day.

C. M. Sweeney, who has been a partner in T. J. Hall & Co., in the river coal and sand business, at the foot of Vine street, and later at the foot of Lawrence street, has sold out his holdings to T. J. Hall, who will continue the business.

T. F. Farrell, traffic manager of the New River Consolidated Coal & Coke Co., is not exactly bragging, but he is pretty well pleased with himself for having secured a contract in Lexington, Ky., for his smokeless coal. The amount of the contract is 25,000 tons, and it is a plant that never used smokeless coal before.

Stone, Brown & Co. are enjoying a season of unprecedented prosperity. From a small room on the fifth floor of the Union Trust building they were compelled to move into larger quarters, and on account of their increasing business they have moved again into still larger and more commodious rooms at 1310, 1311, 1312 and 1313 Union Trust building. Both young men are known as great hustlers, and their books show some large contracts recently secured.

The Chesapeake & Ohio Coal & Coke Co. has just concluded negotiations by which it takes the entire output of the Gordon Coal & Coke Co. This company operates two gas mines and three splint mines near Montgomery, on the Chesapeake & Ohio railroad. The splint mines are located on Morris creek and are known in the trade as the Eureka block, a most satisfactory domestic coal. The output of the five mines will give the Chesapeake & Ohio Coal & Coke Co. an additional large tonnage.

C. G. Blake & Co. are getting nicely settled in their new offices in the new First National Bank building. Frank Ellison, of that concern, is just back from a trip through the Kanawha and New River territory, while Richard Ellison is still enjoying his vacation along the coast of Maine. This firm has recently secured the contract to furnish the Cincinnati, Dayton & Toledo Traction Co. with 25,000 tons of Kanawha gas mine-run for fuel in its various power houses, which are reached by the Big Four and Cincinnati, Hamilton & Dayton railroads.

William Burlingham, western manager of the Chesapeake & Ohio Coal & Coke Co., is naturally quite elated over the fact that he received the contract to supply the Old Soldiers' & Sailors' Orphans' Home at Xenia, Ohio, with coal the coming year. Almost all the companies that do business in the west bid on the contract, and Mr. Burlingham secured the business for his New River Admiralty smokeless coal, although his bid was highest one placed with the board having the matter in charge. Messrs. Wright & Carruthers are the agents of the Chesapeake & Ohio Coal & Coke Co. at Xenia, and the business will be done through them. Mr. Burlingham has moved his offices from the Neave building to a fine suite in the new Mercantile Library building.

Dock No. 1. Of The North Western Fuel Co., at Superior, Wis.

One of the most modern coal docks in the world was recently completed at Superior, Wis., for the North Western Fuel Co. This is not only one of the most modern in every respect, but it is one of the largest in the world devoted exclusively to the handling of coal.

Electricity is the power which is utilized exclusively in the operation of this great property. Steam is only produced for the purpose of generating the electricity. The immense bridges traveling back and forth over 500 feet of track and conveying tons of coal are regulated and sent to the desired point simply by pushing a button. The immense hoisting towers, each of which can unload 150 tons of coal an hour from a vessel, are regulated in the same manner. Trolley buckets which move to any desired point on the dock with their load of seven tons of coal are operated as quickly by the pressure of a finger against a button as is an electric call bell. Electricity is utilized at every point for power purposes, and it is indicative of the modern tendency in the utilization of machinery, being noiseless, efficient and accomplishing the work demanded of it with the promptest dispatch.

This dock is known as No. 1 in the records of the North Western Fuel Co., the company owning six other docks at important lake points. The property on which it is located consists of forty acres of land, not all of which is utilized, the area of the dock now in service being 580 by 1,300 feet. It is sand filled and was built with the idea of securing the greatest durability.

In the matter of transportation it is well supplied. It is located on one of the deepest slips in Superior harbor and can be reached by the largest vessels in service on the great lakes. Two railroad tracks run the entire length of the dock on the front, next to the slip, and there are three tracks in the rear. With the storage tracks, there are in all about two miles of railroad track on the dock, which is connected with all the railroad lines entering at the head of Lake Superior.

Immediately inside of the tracks on either side of the dock are two continuous timber storage bins, with openings and screens at twelve-foot centers. These storage bins are in the aggregate 1,000 feet in length, including those on both sides and probably have a permanent storage capacity in excess of 25,000 tons.

Between these immense storage bins is the storage space for pile coal, which is reached by three of Brown's steel bridges, each 508 feet in length and capable of being moved the entire length of the dock by electric power. These bridges are carried on machine tracks on the bins, and on two steel piers running the length of the docks between the bins. They are regulated by buttons in the movable hoisting towers, which will shortly be described, and are one of the thoroughly modern features of the equipment of the dock.

Coal is unloaded from vessels in the slip at the dock by four steel movable hoisting towers, each of which is 103 feet in height. A clam-shell bucket is used, with a capacity of one and a half tons at a load. These buckets can take from seventy per cent of the cargo of bituminous lump coal from the hold of an old-fashioned vessel up to the entire cargo of bituminous lump coal which was recently unloaded with the clams from the Augustus B. Wolvin.

After being hoisted by the tower the coal is discharged from the clams into four seven-ton buckets carried in transfer cars that are operated on the top of the bins. The transfer car which is capable of being registered with one of the bridges previously referred to, and with the seven-ton bucket can be run out on the bridge and lowered to the floor or the face of the pile, before discharging its contents in stock pile, or it can discharge at any point in either line of the storage bins.

Each of the buckets connected with the transfer cars is accompanied at all times by its operator, who is carried in an electric trolley.

Coal is reloaded from the stock pile, when it is necessary to transfer it to the storage bins or gondola cars on the loading track by means of three four-ton shovel buckets. These buckets are also operated by a man in a trolley, who is constantly with them, on the same bridges as the unloading transfer car, and they are capable of discharging into either line of bins, or on one side of the dock of being carried over the bin and discharging into open freight cars.

All coal that is to be rescreened before reshipment is either unloaded directly into the storage bins from the vessel or is conveyed from the stock pile into the storage bins. At the bottom of this storage pocket are the screens and the chutes for reloading. Conveyors are arranged underneath the bins to carry away the screenings and the fine coal to elevators, which are located at either end. Coal taken from the storage bins or pockets can be loaded either with or without rescreening, as the necessities of the case may demand.

Another innovation at this dock is the first electric box car loader ever built and installed. It was constructed by the Ottumwa Box Car Loader Co., of Ottumwa, Iowa, and operates on a separate track along the front of the slip. It has traction powers and is used for switching empty and loaded cars along the regular rail track, after which which it is placed in position and loads the box car. In the northwest coal for domestic use and for general steam use, outside of that required by the railroads, is all shipped in box cars, so that this feature of the dock has proved a most important one. A steam Ottumwa box car loader is also in use. Each of these is capable of being moved rapidly along the face of the bins and of loading cars at any point.

The power plant where electricity is generated must necessarily be a large one for a plant of this character. It is located in a brick building, fifty-eight by sixty feet, and steam is generated in a battery of six horsepower horizontal return tube boilers with induction draft. This is transformed into electricity by three electric generating units, each comprising one 300-horsepower Buckeye automatic simple engine and one 200-kilowatt General Electric generator, direct connected, supplemented by a storage battery made up of 120

cells and occupying a space of two floors of the building, each fifty-three by twenty-four feet.

Fire protection is furnished to the entire dock by means of a Blake Underwriters' fire pump, capable of throwing 1,000 gallons of water a minute and connected with about half a mile of fire mains that lead to all parts of the property.

Some idea of the economy of this dock in the number of men that will be required in its operation can be obtained from the following. When unloading coal from vessels at its full capacity of 600 tons an hour, it can be operated by thirty-seven men, including all foremen, engineers, firemen, weighmaster and billing clerks, except when a cargo is being cleaned up with tubs. Then twenty-four additional men are put into the boat.

These are only a few of the many features of the greatest coal dock in the world. It has an aggregate storage capacity of 600,000 tons of all descriptions of coal, but if the present dock were utilized to its full capacity, without doubt it could handle 1,200,000 tons of coals during a year. As there has never been any test of this point, due to the fact that the company is well supplied with other storage capacity, these figures may be extremely conservative; it is possible the handling capacity during a period of great movement of coal would exceed 1,500,000 tons.

So far the dock holds the record for the quick discharge of the Augustus B. Wolvin, the largest freight carrier on the great lakes. The maiden trip of the Wolvin was made to this dock in the early part of the season, having on board 10,300 tons of Fairmont coal. She was unloaded in a period covering about twenty-three hours, whereas the usual time for discharging such an immense cargo has been in the neighborhood of four or five days.

The North Western Fuel Co. is one of the best equipped in the west in its facilities for handling coal. Other property of the company consists of two other docks at Superior, 226 coke ovens with the power furnished by the first waste-heat boiler ever successfully operated by the waste heat from Bee Hive ovens; a dock both at Duluth and at Washburn, two docks at Milwaukee, a large railroad transfer shed at Chicago for the storage and handling of anthracite coal, six retail yards in St. Paul, six retail yards in Minneapolis, and three retail yards in Chicago.



Anthracite Locomotive for the South.

The first anthracite-burning locomotive ever operated in the southern states was recently completed at the plant of the Richmond Locomotive Works, at Richmond, Va., for the use of the Virginia Anthracite Coal & Railway Co. This locomotive resembles in appearance those in use in the Pennsylvania anthracite region. The cab is midway the length of the boiler between the stack and the tender. Buckwheat coal is used for fuel, and the firebox is equipped with grates for burning this small size. The locomotive has cylinders fifteen inches in diameter, with a twenty-four-inch stroke; firebox, eight by eight feet and six inches; six driving wheels of a diameter of fifty inches; wheel base of engine, twenty-four feet. The total weight of this locomotive is 212,000 pounds.

Under its own head of steam it recently made a trial trip out of Richmond to Christiansburg, Va., where the mines of the company are located, which proved very successful. Anthracite was burned, and, compared with the bituminous-burning locomotives which were passed, its cleanliness was very evident. The locomotive will be in service on the railroad of the company leading from the mine. It is known this is the first anthracite locomotive ever operated in Virginia, and it is believed it is the first ever in active service south of Philadelphia.



Pennsylvania Coal and Coke Shipments.

Shipments of coal and coke originating on the lines of the Pennsylvania railroad east of Pittsburg and Erie for the week ending August thirteenth showed a considerable improvement over the shipments of the previous week. The shipments were as follows:

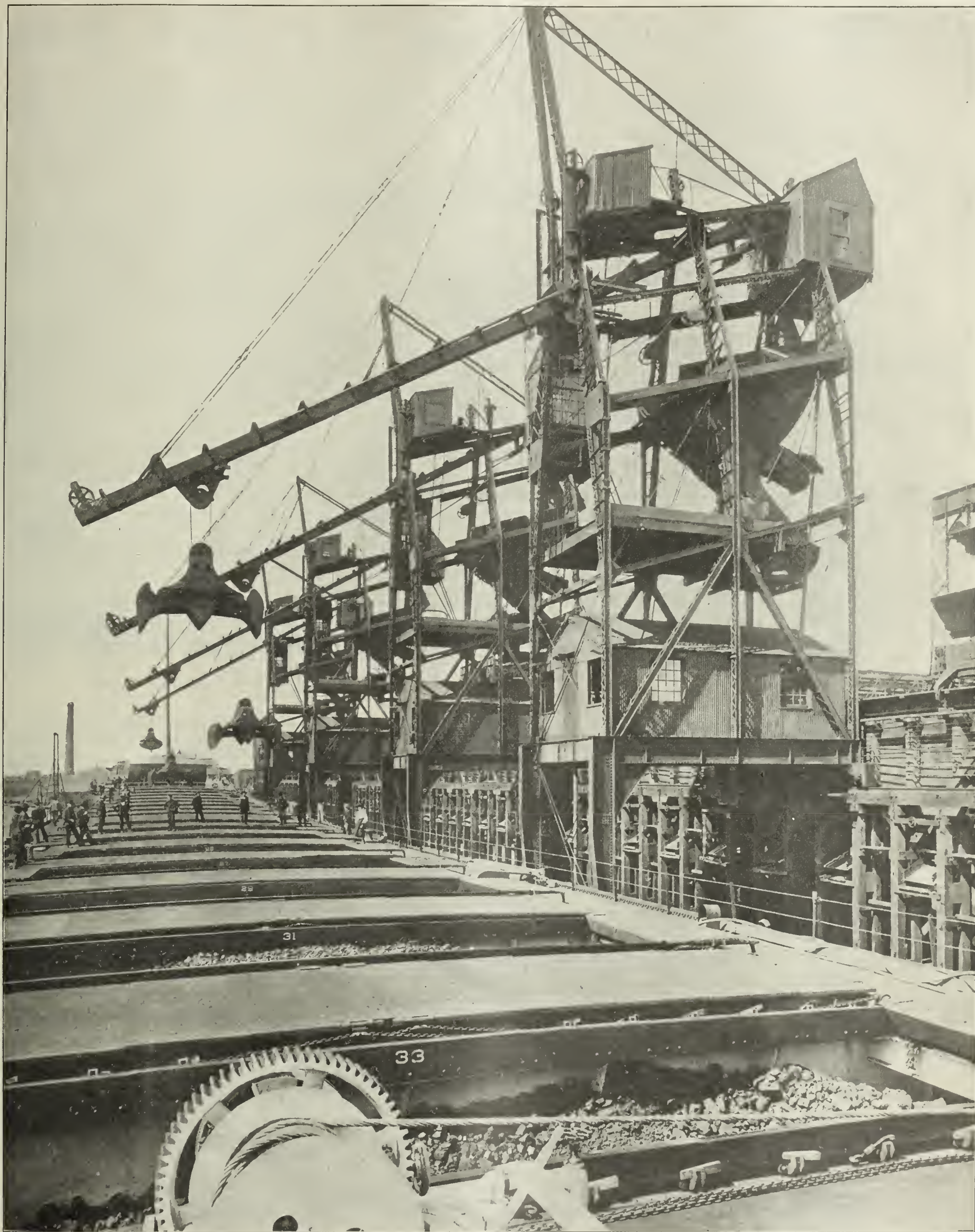
	Week ending Aug. 13, 1904.	Year to Aug. 13, 1904.	Year to Aug. 15, 1903.
<i>Short tons—</i>			
Anthracite coal	93,288	2,743,657	2,862,852
Bituminous coal	525,018	16,387,189	17,158,594
Coke	141,253	5,132,464	6,189,315
Totals	759,559	24,263,310	26,210,761



Fire recently in the power house of the Marseilles Manufacturing Coal Co., at Peoria, Ill., caused a loss of \$1,000 and nearly caused the death of Albert Watson Jr. Watson was standing in the cage prepared to enter the mine, when the cables parted from the intense heat and allowed the cage to fall to the bottom of the shaft. He was badly injured by the fall and also by becoming entangled in the broken cable.

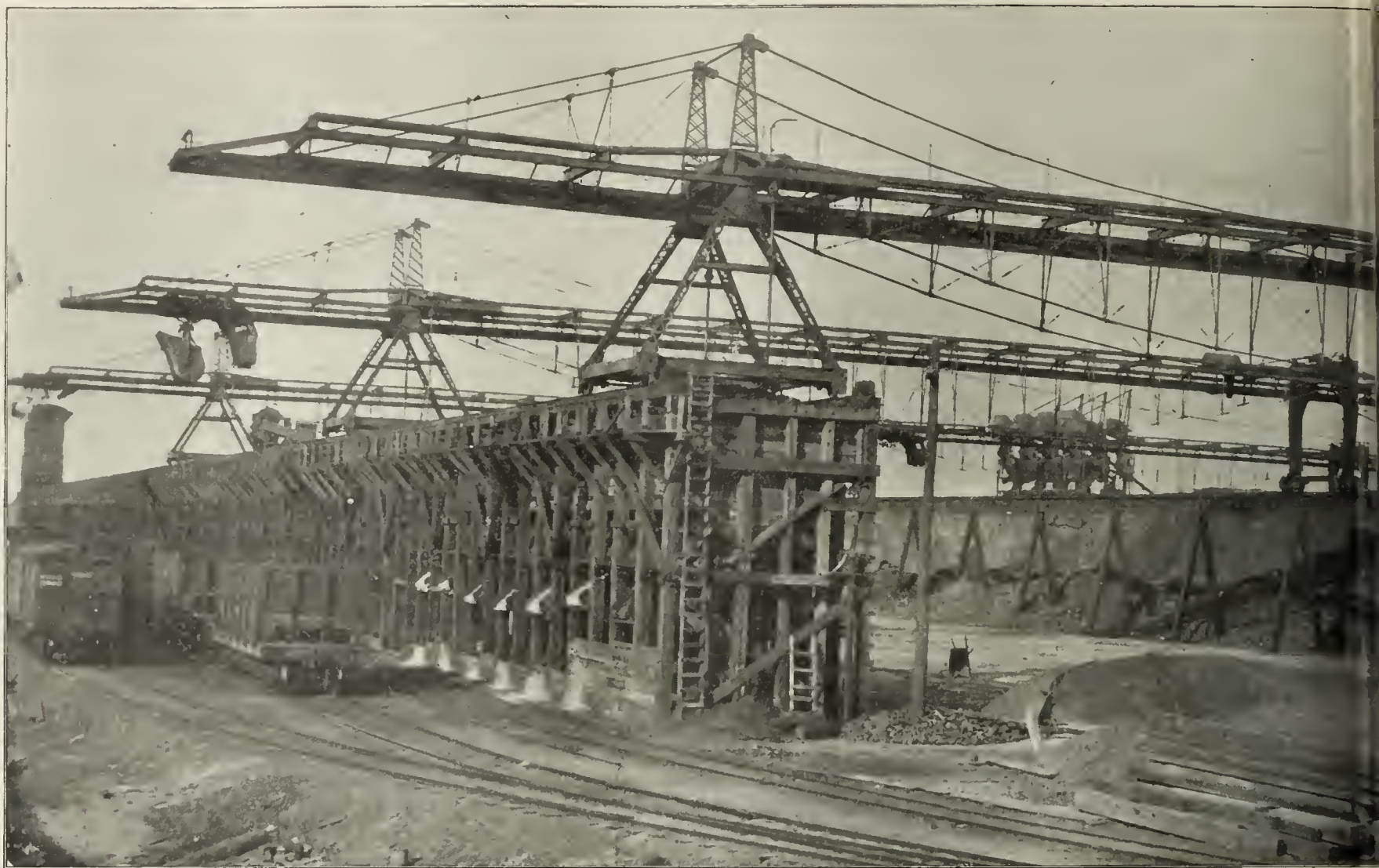


Fire in the mine of the Lincoln Coal Co., at Lincoln, Ill., recently did a large amount of damage. At last accounts the mine was being flooded and it was expected the flames would be extinguished within a short time. This is the second fire in this mine within a year, the last one having occurred last December.

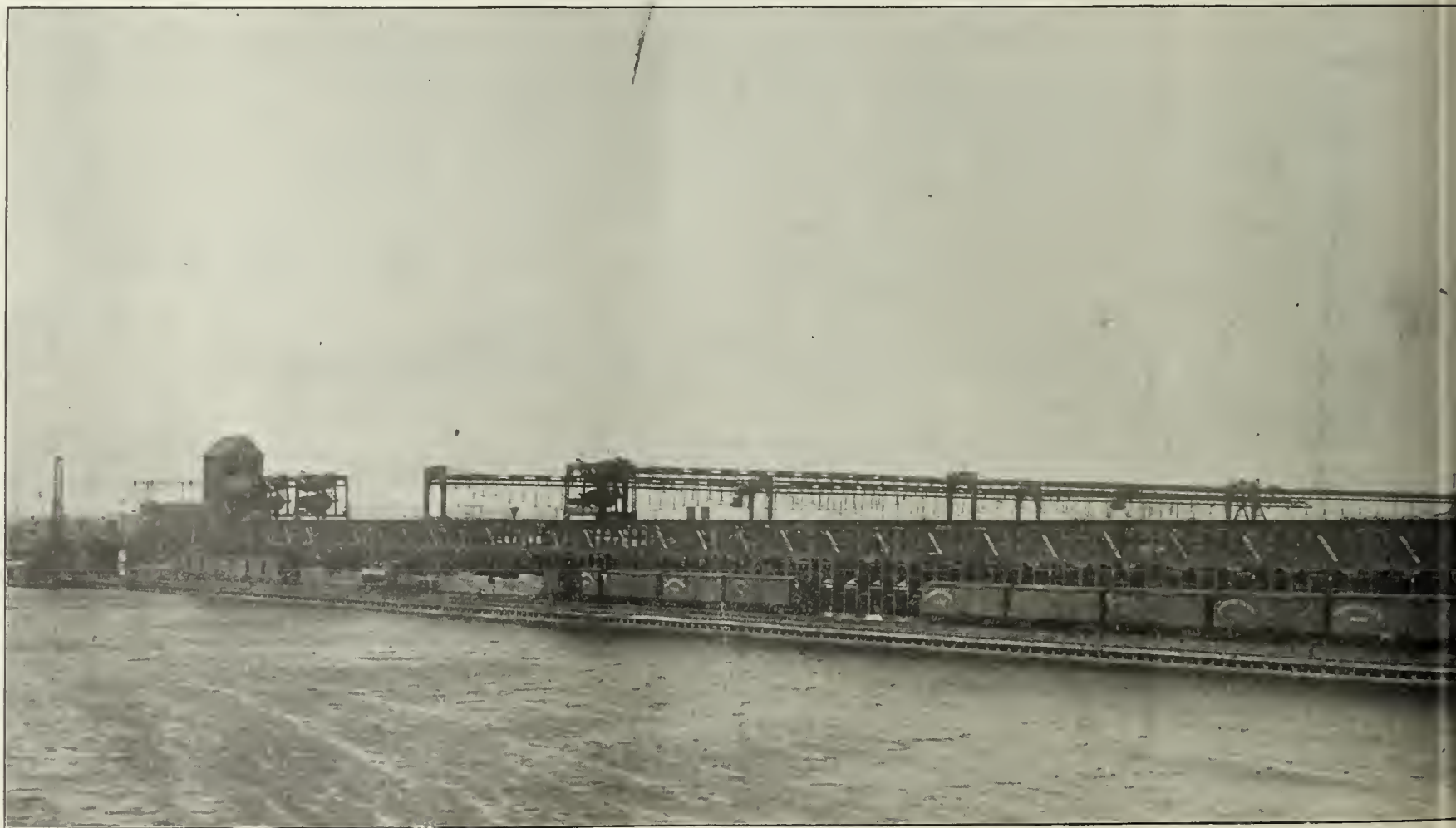


VIEW OF IMMENSE HOISTING TOWERS USED IN DISCHARGING COAL CARGO AT DOCK NO. 1, SUPERIOR, WIS., OF THE NORTH WESTERN FUEL CO.
(THE BOAT BEING DISCHARGED IS THE AUGUSTUS B. WOLVIN.)

The Most Modern Coal Dock in the World—Electric

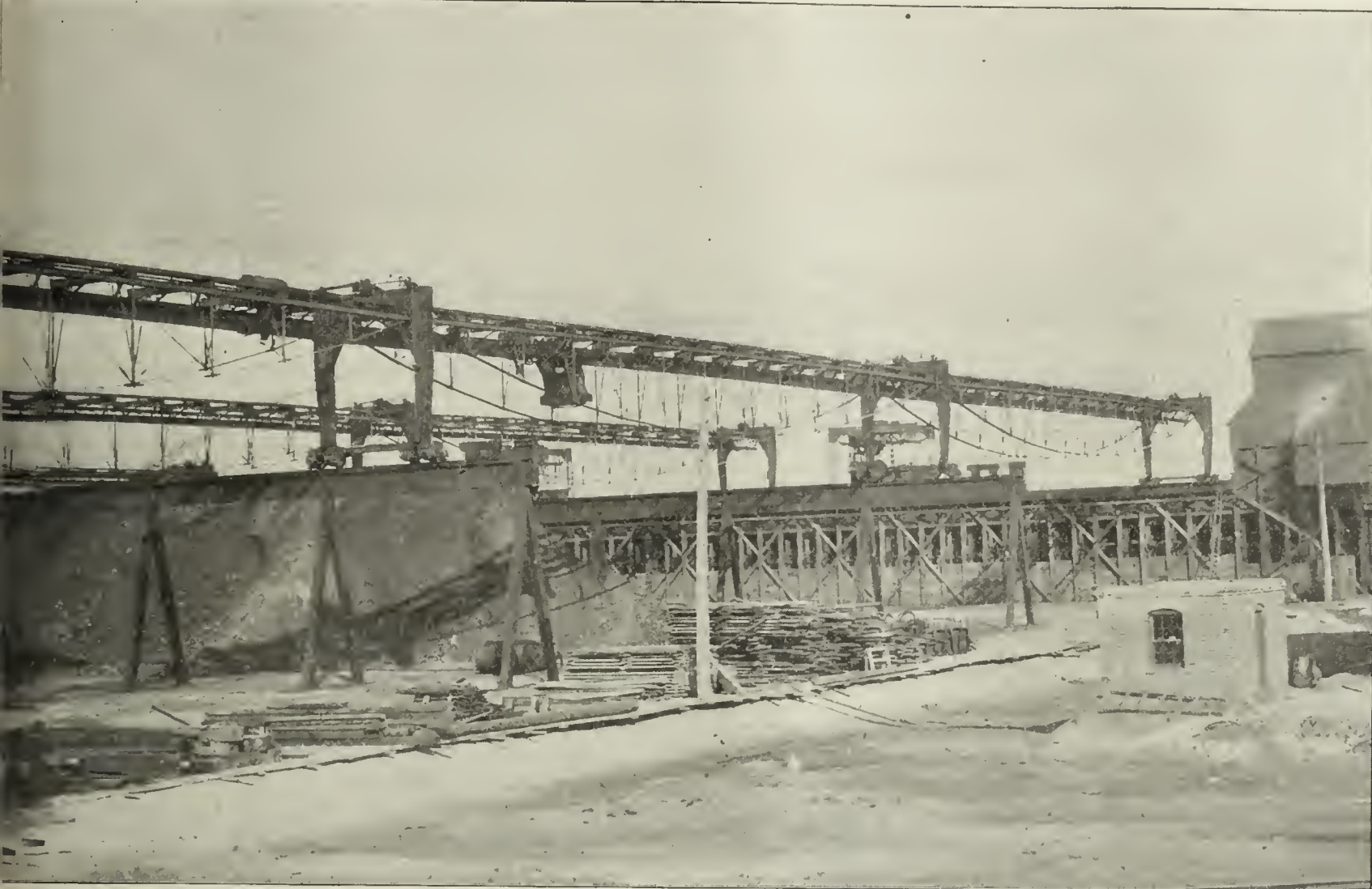


VIEW OF DOCK NO. 1 OF THE NORTH WESTERN FUEL CO., SHOWING

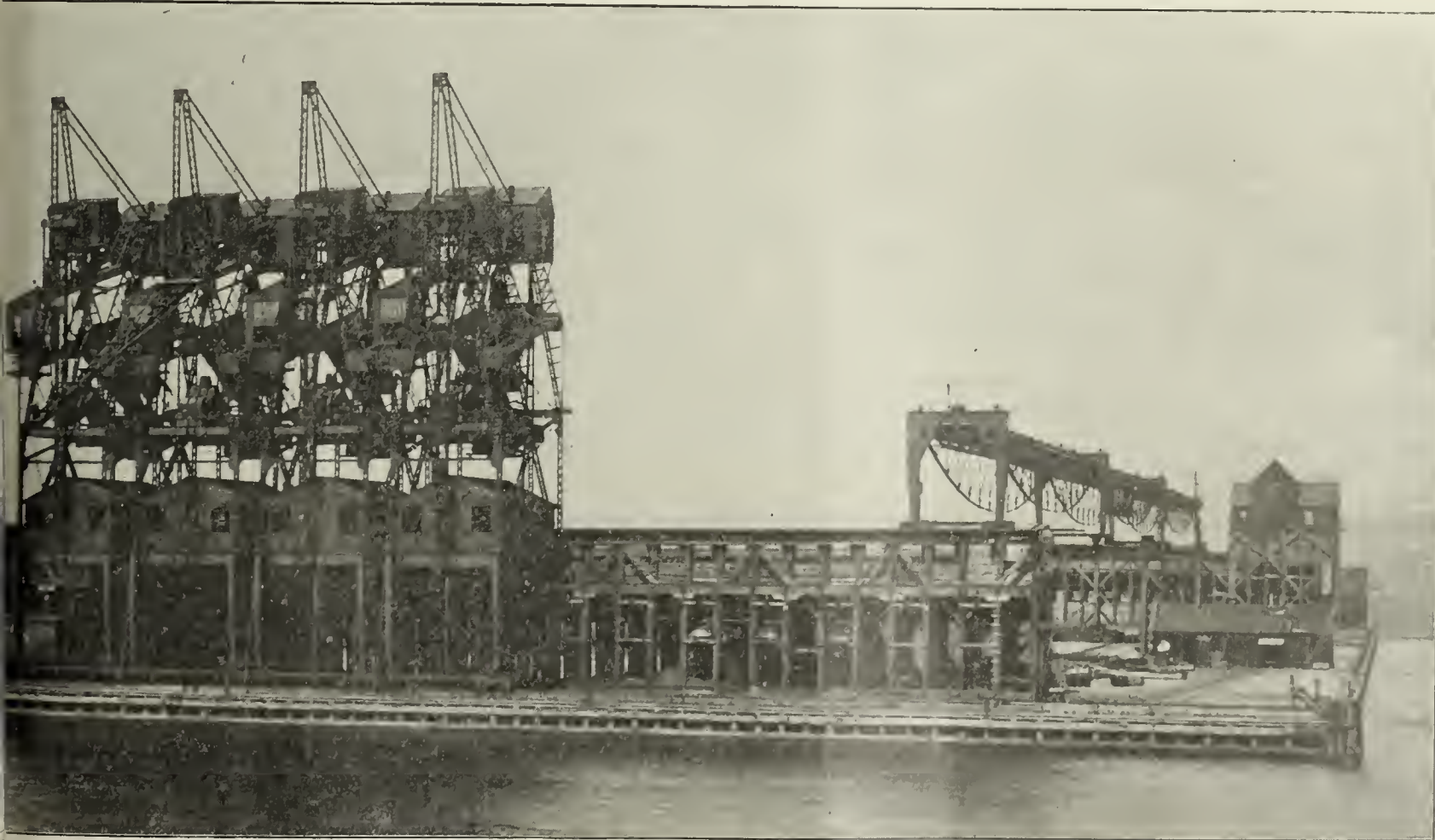


GENERAL VIEW OF MOST MODERN COAL DOCK IN THE W

the North Western Fuel Co., at Superior, Wisconsin.



IN FOREGROUND AND GIVING IDEA OF THEIR GREAT LENGTH.



WIS., OWNED BY THE NORTH WESTERN FUEL CO.

THE BLACK DIAMOND

PUBLISHED WEEKLY IN THE INTEREST OF THE COAL INDUSTRY
BY THE BLACK DIAMOND COMPANY (INCORPORATED)

OFFICIAL PAPER OF THE ILLINOIS COAL OPERATORS' ASSOCIATION—President, O. L. Garrison, St. Louis; Vice-President, Jos. A. Agee, Chicago; Secretary-Treasurer, E. T. Bent, Oglesby; and Recording Secretary and Secretary of Commission, C. L. Scroggs, Chicago; Herman Justi, Commissioner, Chicago; THE INDIANA COAL OPERATORS' ASSOCIATION—J. C. Kolsen, President, Terre Haute; Secretary, Philip Penna, Terre Haute; THE IOWA COAL OPERATORS' ASSOCIATION—President, C. H. Morris, Des Moines; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa; Treasurer, T. W. Carpenter, Des Moines; Commissioner, John P. Reese, Albia.

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ENTERED AT THE CHICAGO POSTOFFICE AS SECOND CLASS MATTER.

THE KATYDID first sang his song on August sixth. If cold weather comes six weeks afterward, then it must be nearly here. The katydid is said to be an unfailing sign of the first frost, and here is hoping that it will be true to its traditions the present year.

A SIGN of the times of approaching strenuousness in the coal trade is found in connection with the interruption to transportation this week at several points, due to congestion of loaded cars. This will be the whole cry a few weeks later and then consumers will blame the "coal trust."

THE PRODUCTION of coal in Austria last year was 11,149,935 tons of bituminous and 22,200,387 of lignite, or about as much as the entire production of bituminous coal in the state of Illinois. It is very evident that Austria will have to increase its output if it is planning to become much of a coal nation.

BECAUSE IT is alleged that the coal roads entering Indianapolis refuse to haul coal to that city, the newspapers are advocating the establishment of a state railroad commission. In all probability a state railroad commission could not increase the movement of coal when the tracks and switches are loaded down with it, but at the same time it might be of advantage in other respects.

AN EASTERN paper says that cheap coal ought to be one of the campaign issues this fall. Evidently what that eastern paper wants is a car of coal delivered free to every consumer's door and a bunch of green trading stamps thrown in. Well, if some of the prices for bituminous are any criterion it will soon realize its wish, without making it a campaign issue, either. We do not see how coal could be much cheaper than it is at present.

Should Purge the Chicago Trade.

During the past year there have been eight or ten failures among Chicago coal shipping firms. In most instances these failures were very bad ones. The creditors have failed to realize enough out of the assets of these companies to buy themselves a stick of chewing gum. The cause for such a wholesale snuffing out of coal companies in their incipiency is not far to seek. During the winter and spring following the anthracite strike fortunes were made in the Chicago coal trade—and in the next twelve months some of them were lost. Those that were made were held out as an indication that all one needed to do was to engage in the bituminous coal business, buy a few automobiles, belong to the Union League or some other "swell" club and become a millionaire. As is always the case with the incompetents, those lacking capital and business judgment, or those who live beyond what they honestly earn, business disaster was the inevitable result. The failures came in due course of time, as it was expected they would. Possibly they were necessary to clear the atmosphere after business had been "boomed" beyond all legitimate bounds of reason.

As a concomitant evil of the over-booming of the Chicago coal trade, and the long list of business disasters to the incompetents, the dishonest, and

the ignorant, Chicago coal shippers have received a black eye among operators who look upon this market as the natural outlet for their coal. This suspicion is founded upon what has been and the possibilities that are in store. It is natural under the circumstances. Nevertheless, it is unfair to those business interests which are conservative, careful, honest, conscientious; who have abundant capital and who treat their shippers and their customers honestly. They compose the larger proportion of the Chicago trade. They are now suffering by reason of the misconduct and the inability of others through the fact all are resting under suspicion.

There is only one way in which to refute the suspicions which prevail. That way is to purge the Chicago coal trade of all those who are likely to bring ignominy on their branch of business. This is no idle theory. Shippers can do it if they will, but they must have the business stamina and the business backbone to put practical methods into effect.

One way of purging the Chicago coal trade is to eliminate all those who have failed in business within the past year and have started in business again under some other name, or under their own name. They can eliminate these by refusing to grant them credit and by advising others to refuse to grant them credit. There is too much goodfellowship and too little business among a certain class of Chicago coal shippers. If a man fails in business, although the receiver may report there is hardly enough in the defunct estate to pay him for his services and no more than to administer it, yet when the man who has failed hangs out his sign the next day under a new name or under new circumstances, he can get coal from almost anywhere—on credit. He is apparently coddled and sympathized with as though a great wrong had been done him, instead of his having wronged the creditors, who were out of pocket because of his business incapacity and short-comings. We have a case of this kind in mind at present. There are several others which have occurred within a comparatively short interim. It is time a stop was put to this sort of thing. If a man makes a failure of business once, he ought not to be granted credit a second time until he is entitled to it.

And there are one or two other things in connection with the Chicago coal trade that might be eliminated in this purging process. A man's past record should be carefully considered when he is engaged for a position in a coal office, whether he is to carry messages or sell coal. There are a few men now in connection with the Chicago coal trade and elsewhere who should be serving time in the penitentiary, if rumor is correct. Instead of doing this, before they are out of one position they are into another. And why are they engaged? Because they are so disreputable and have so many sharp tricks up their sleeves that they are "valuable men." They are so valuable that their employer will connive at crime because they can make him an extra penny. Turn the rascals out! If they are crooked, do not give them a job. Make them seek some other vocation in life, but do not belittle the coal trade by making it rotten.

The present purging process can not be commenced too quickly by every factor of responsibility in connection with the trade. A trade journal, although it may be as fearless as THE BLACK DIAMOND, can not fight these things single-handed. It must have the moral support and the moral effort of other responsible factors in the same line of business. These factors must do more than criticize. They must wake up and let the crooked, the dishonest, the fakers and the ignorant know what is coming to them and when it is coming, if the latter insist upon transgressing all the laws of business morality and plain rectitude.

There Will Be No Anthracite Strike.

The news comes from the anthracite region this week that the controversy over the check-weighman matter has been referred to Judge GRAY for adjudication. This will probably dispose of it. The decision to refer it to Judge GRAY was reached by both the operators and the miners on the board of conciliation, so that from the standpoint of the two interests it was unanimous. Judge GRAY on previous occasions showed himself to be so fair in such matters so that his decision is likely to be satisfactory.

This conclusion of a controversy which has been dragging along for the past four or five weeks should be a very satisfactory one. It insures the absence of small strikes in the region and will result in judgment on the matter at issue which ought to continue as long as the award of the anthracite arbitration commission is in effect, which will be until the middle of October in 1905.

With the check-weighman controversy settled in a manner satisfactory to both sides, there is little likelihood of any other question arising which can cause a serious argument. Most of the points made in the award of the anthracite strike commission have been threshed over and have been decided by the conciliation board or by the umpire. It is not believed that any new ones can be brought up. Peace in the anthracite region seems assured until next year, and if it lasts that long it is possible it may continue for some time after the award has ceased to have an existence.

Western General and Personal Notes.

M. R. Kelly, of E. L. Hedstrom & Co., Marquette building, Chicago, is at Mackinac Island this week on a short vacation trip.

Colonel R. A. Somerville, general manager of the Georges Creek Coal & Iron Co., Cumberland, Md., was in Chicago the early part of the week on a business trip.

F. M. Boynton, of F. M. Boynton, Inc., Pittsburg and Buffalo, shipper of Youghiogheny second pool gas coal was in Chicago the latter part of last week on a business trip.

Andrew Hickenlooper, Jr., secretary and treasurer of the Cincinnati Gas, Coal & Coke Co., passed through Chicago the early part of the week on his return from an annual vacation trip.

Mr. Moore, of Moore & Richter, prominent coal dealers at La Porte, Ind., passed through Chicago recently on his way to northern Michigan resorts, where he will spend a brief vacation.

J. S. Jones, president of the Jones & Adams Co., Ellsworth building, Chicago, left this week for Granville, Ohio, where his country home is located and where he will spend a couple of weeks in recreation and rest.

L. B. Fuller, general sales agent, Philadelphia, Pa., and L. W. Ferguson, western manager of the Davis Colliery Co., Old Colony building, Chicago, have returned from a brief recreation trip to French Lick Springs, Ind.

J. H. M. Claggett, resident manager of the Philadelphia & Reading Coal & Iron Co., Old Colony building, Chicago, has returned from a business trip to Philadelphia. He says that anthracite trade in the east is very quiet at this time.

The largest coal cargo which was ever shipped out of the harbor of Toledo, cleared about the middle of August. The Clemens carrying 8,446 tons of coal had the credit of breaking all previous records. The coal went to Milwaukee.

L. M. Hammond, president, and Ray Hammond, secretary and treasurer of the L. M. Hammond Coal Co., Plymouth building, Chicago, left the early part of the week for Lake Petoskey, Mich., where they will spend a week or longer in recreation and rest.

F. L. Jewett, of the Jewett, Bigelow & Brooks Co., Fisher building, Chicago, returned the early part of the week from a brief vacation trip to his old home near Middletown, Conn. Mr. Jewett has evidently profited by his absence from business. He is as brown as a berry and reports that he had a very pleasant time on his trip.

H. M. Ferguson, general manager of the Clinton Coal Co., Clinton, Ind., was in Chicago this week on business and made a visit to the office of THE BLACK DIAMOND. Mr. Ferguson reports that orders for domestic grades of Indiana coal are increasing, the principal difficulty at present being to supply the demand owing to the transportation difficulties, which are curtailing production.

Contracts have been made for the extension of the dock of the Boston Coal Dock & Wharf Co. at Duluth, Minn., during the coming winter. The dock at present is 900 feet in length and 350 feet in width. It will be extended to the dock line a distance of 1,450 feet and will then be 2,350 feet in length and the same width as at present. A large amount of dredging will be necessary and three new hoists will be erected. It is said the total improvements will cost about \$300,000.

E. R. Lightcap, general manager of the Sans Bois Coal Co., Ft. Smith, Ark., was in Chicago this week for several days renewing acquaintance with many of his old-time friends in the bituminous trade. Mr. Lightcap reports that the coal business in the southwest is showing some indication of more activity and that prospects are favorable for a good winter's business as soon as consumers begin to take in coal. He expects that the activity will commence the early part of September and continue till well into the spring.

John J. Hayes, W. H. Comstock and G. H. Conn, well known Chicago coal men returned this week from a vacation spent at Mackinac island and the Sault Ste. Marie, very much invigorated as a result of their outing. They report a very pleasant trip in every respect and one that was entirely satisfactory. The credit of being the best fisherman in the party belongs to G. H. Conn, who had remarkable luck with the rod and line. Mr. Conn captured a large number of muskellonge, one of which weighed about eight pounds and was two and a half feet in length.

Interest of the western trade centers in the prices that will prevail at the dock points on bituminous coal after September first. At present no one seems to be informed as to whether there will be an advance or not, but it is the common supposition that there will be an advance of at least ten cents a ton on most of the domestic grades of coal. Contracts made the earlier part of the season provided for such an advance on the first of September, and as contract buyers are obligated to buy on this basis it is believed they will be fully protected by the open price made after that date.

George Merryweather, general western agent of Coxe Bros. & Co., Inc., the Rookery, Chicago, returned the early part of the week from a business trip to the northwest, during which he visited Fort Williams, Port Arthur, Winnipeg, Manitoba, and Minneapolis and St. Paul, on business. Mr. Merryweather was in St. Paul last Sunday following the fearful tornado that visited that section of the city Saturday night and he visited many of the places where the depredation was the worst. In an interview this week he said that a large amount of damage was done in the wholesale district of the city and in parts of the residence section. The newspaper dispatches which were sent out Sunday and Monday morning to the eastern newspapers, he said, did not exaggerate the details of the storm, but the full extent of the damage could

not be appreciated without having visited the Twin Cities. Mr. Merryweather spent some time in Winnipeg and reports that it is developing very rapidly and is a thoroughly modern city with a population of 70,000 people. The trip was largely one for the purpose of ascertaining northwestern business conditions on Mr. Merryweather's part.

C. O. Hansen, in charge of the Chicago Avenue dock of the Lehigh Valley Coal Co., in Chicago, has been promoted to the superintendency of the dock of this company at Superior, Wis., and will leave for that point in a few days to take charge of his new duties. Mr. Hansen has been in charge of the Chicago Avenue dock for the past twelve years. The employees of the company this week presented him with a watch fob studded with diamonds. The fob is engraved: "From the Lehigh Valley Coal Co. Employees to C. O. Hansen." The presentation speech was made by John Murray and was feelingly responded to by Mr. Hansen.

Captain T. A. Lemmon, of the Chicago, Wilmington & Vermilion Coal Co., returned last Sunday morning from attending the national encampment of the grand army at Boston, Mass. Captain Lemmon reports that the encampment was one of the most successful ever held. There were 26,000 old soldiers in line on the day of the grand parade and it required from ten o'clock in the morning until five in the afternoon for the parade to pass a given point in the business section of Boston. Captain Lemmon was accompanied by his two sons and Mrs. Lemmon. They returned by way of New York city, Washington and Niagara Falls and had a splendid trip in every possible respect.

There is a prospect that most of the lump and egg Pocahontas and New River coal sold in Chicago after September first, will be on a higher basis. There continues to be a great scarcity of this coal in the western markets and where a dealer is urgently in need of it he is at present willing to pay a premium to secure spot shipments. Some orders that were placed prior to the development of the present scarcity were taken on the basis of \$1.50 at the mine or \$3.55 f. o. b. Chicago, but no new business has been taken during the past week at less than \$1.75 at the mines or \$3.80 f. o. b. Chicago. After the first of September it is probable prices on this coal will be on the basis of \$1.90 to \$2.00 at the mines and on the corresponding basis in Chicago.

On the first of September there will be a general advance in the price of Carterville coal mined on the Illinois Central railroad in the movement to the country. In all probability the mines located on the Chicago & Eastern Illinois in this same district will also participate in this advance. Prices on the domestic grades of these coals will be fifteen cents higher per ton than under the old circular basis. The new Kentucky Coal Co., Fisher building, Chicago, has issued its new circular price list which is a criterion of what other shipping companies will ask as follows: Buckhorn lump, \$1.75; Buckhorn egg, \$1.65; No. 1 washed, \$2.25; No. 2 washed, \$1.65; New Kentucky lump, \$2.50. These are the mine prices. Chicago prices are \$1.00 higher per ton.

Many of the veteran shippers in the Chicago coal trade will be sorry to learn of the death of Ebenezer Mead, a leading retailer at Waukegan, Ill., on Wednesday of this week. The death of Mr. Mead came very suddenly. He was in business at Waukegan for more than twenty years and owned a dock property at that point, which was one of the first ones established at Waukegan. Last year he was ill for some time and his condition was considered serious. It was believed, however, that he had completely recovered from this malady. Mr. Mead had an excellent business record for honesty and probity, and had been successful in the retail business. He was known to most of the coal shipping agents in Chicago who had been in business for more than ten years.

The congestion of loaded coal cars on track in Indiana and Illinois during the week has resulted in some hardship in the matter of getting newly produced coal forward on orders and has resulted in a slight accumulation of this business in the hands of some of the companies and a firmer feeling for the better grades of domestic lump coal sold on the spot. The congestion of freight traffic originated at Terre Haute, Indiana, and reached such proportions that north and south lines were unable to handle it. It gradually extended to the north and south lines and one of the leading coal roads this week has embargoed Chicago proper, with a prospect that the embargo will be continued until such time as the road cleans up part of the coal on track and is able to handle its regular traffic again. The congestion at Terre Haute continues to be a feature of importance, but it is thought this week will relieve it.

As a result of the recent picnic given under the auspices of the Chicago Coal Exchange there was a surplus of nearly \$400 left from the picnic fund. The question of what to do with this money has been a perplexing one. The exchange already has sufficient funds in its treasury to meet all its present requirements, and for that reason it was decided to devote it to charity in one form or another. At a recent meeting of the members of the picnic committee, the question of endowing a bed in one of the Chicago hospitals for the benefit of any who are unfortunate and who are identified with the Chicago coal trade was considered and seemed to meet with the approval of those present. It was decided to appoint a committee of five who shall have charge of this matter, who will decide upon the final disposition of the money, the hospital in which the bed shall be located and what disposition will be made of any surplus. It is believed a coal trade bed in one of the leading hospitals can be endowed for \$300. In addition it is possible a donation will be made to the Daily News fresh air fund, to the Tribune fund and to other worthy charities. The committee appointed to take this matter in charge consists of W. C. Hill, president of the Coal Exchange, chairman; F. J. Browning, L. R. Rutter, Al Bunge and D. W. Buchanan. The committee will meet within a short time and act upon the matter.

Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, Aug. 25.

Continued dullness prevails in the anthracite coal trade and little interest is in evidence in its various departments at present, most people devoting some of their time to recreation or outdoor pleasures. There is a general feeling of hopefulness, however, that with cooler weather an improved demand will set in, giving enough business for everybody. If the old adage of the katydid has any merit in it, this should not be far off, as this insect began its call on August sixth and the "six weeks to frost" have since been reduced to three. This will be remembered as one of the summer seasons of extreme inactivity and dullness, and yet the general average of business is, if anything, above the normal as compared with similar periods in the past.

The tonnage coming forward continues to show a restriction at the collieries on a basis of about four million tons a month, most of which has found a market and prevented any quantity going into stock, though some of the selling agents would prefer even further reductions in shipments, while the stagnation lasts. It is thought possible that some of the companies may close down their collieries entirely for a week the last of this month and may extend their curtailment into September, though there is some objection to this as there are still many buyers who have orders in for shipment before the circular price is in force. If there is a curtailment in production it will hold some of this business over into September. Where storage room was utilized for the smaller sizes earlier in the year there are one or two cases where there is slight pressure to make provision for certain sizes of the prepared coals.

All-Rail Demand is Best Feature of the Trade.

The all-rail demand, though irregular, is still the best in supplying new business and a comparatively fair tonnage is going to it. Many dealers in this class of trade have limited storage facilities or are fully occupied in other directions and they are inclined to be short of stocks at this time of the season. Where this is true they are calling for additional shipments, having also in view the rebate of ten cents a ton. What coal is going from the shipping ports coastwise is largely for reshipment all-rail to up state points, from the unloading ports, and it would seem as if these requirements will continue for some time yet. While not of large volume, they help out materially in these times. The steam sizes are quiet, though better than they were some weeks ago, and the market on them is held somewhat firmer, which, no doubt, will carry these coals over to the fall season, when sufficient demand is usually available. At retail there is little inquiry for domestic coals and the principal business at present is of the steam variety. Prices show much stability and no deviation from circular is heard of.

Conditions of Seaboard Coal Trade Not So Encouraging.

The Atlantic seaboard soft coal trade is quiet and the slight improvement of a couple of weeks ago seems to be fading away. Some people are of the opinion that the fall trade has been discounted to some extent and the demand will not be so accentuated this season as in previous years.

The impression also prevails with many that the reason for this is largely on account of the Norfolk and Newport News shippers flooding the eastern market with low-priced New River and Pocahontas coals, thereby eliminating the demand for the lower grades of Clearfield to a marked degree.

The Seaboard Carriers' Association is apparently determined to stand by its guns in carrying out its proposals to keep vessels idle in order to maintain fixed rates and terms of loading and discharging. A large number of vessels have already been tied up, the owners simply taking them out of the market by discharging the crews and putting caretakers aboard. This was done on the grounds that the total costs have advanced this year over last year—in sailors' wages, thirty-five per cent; provisions, forty per cent, and towing, fifty per cent, and that ninety cents from any of the lower shipping ports to around the cape pays but a very small and unfair profit. Under the circumstances, if the advances in the cost of doing business are true, the rates seem perfectly fair and equitable, placing the Carriers' Association in a good position from that standpoint. Its position has been weakened very much, however, by exacting limitations of loading and discharging in certain restricted periods of time. The shippers, on the other hand, could just as well require that the vessel under charter should arrive within twenty-four hours of a specified time, to allow them to accumulate enough coal for a large cargo and to prevent the accumulation of coal in cars at shipping ports and the usual accruing of demurrage charges on the same.

The limitations of loading and discharging are wholly in favor of the larger shippers, who have ample facilities and really eliminate the smaller producers of, say, 500 tons per day and under.

Trade in Far East Receiving a Fair Amount of Coal.

Trade in the far east is receiving a fair amount of coal, though the total tonnage is thought to be falling off, as the discharging ports that were blocked are gradually being opened up again and are getting into nearly normal condition. Trade along the sound is quieting down some, the demand not being so active as it was a week or two ago. New York harbor business is dull, but it is thought that shipments from the mines have been reduced so as to keep demurrage coal down to the lowest volume. Prices are about \$2.25 f. o. b. this harbor as the lowest figures and range from this upward, according to quality of coal and the necessities of the shipper. All-rail trade is maintaining itself pretty well both as to demand and price. This applies to the territory between the mines and tide and the far east. The main line roads permit their cars to go off their lines to almost any territory, and this is helping this business.

Transportation on coal from mines is excellent, as is also the car supply. In the coastwise vessel market, vessels are getting somewhat scarcer and the Virginia Cape shippers continue their policy of working in with the Carriers' Association as to the maintenance of the ninety-cent rate around the capes. We quote current rates of freight from Philadelphia as follows: Boston, Salem, Portland, Portsmouth and Bath, 75@80c; sound ports, 60c; Lynn and Newburyport, 85@90c; Saco, 90c and towage; Gardiner, 85c and towage; Bangor, 90c. New York harbor rates to Boston are 55@60c.



Buffalo and the Lakes Trade.

BUFFALO, N. Y., August 25.—(Special Correspondence.)—Coal men seem to have given up all hopes of betterment in the coal trade in this territory until the actual burning season comes. The bituminous trade looks better this week than last week and the local bituminous coal sales agents are taking a more optimistic view of the situation. Anthracite business continues dull; the lake shipments are holding up only fairly well, but the prospect is for an increased activity in that direction, to continue until the end of the year. The coal men are the only ones who are wishing for winter; and they are praying for it earnestly.

Lake shipments of anthracite from this port for last week do not compare favorably with those for the previous week and are not what they should have been. This is undoubtedly the result of the closing down of the mines of some of the companies. The Reading's mines were closed week before last, and that affected the movement of lake coal coming here; the Lehigh Valley mines were closed last week, and so the receipts here are below normal. This will certainly account partially for the decrease in lake movement. Unless the present week is an unusually heavy one, the month of August, this year, will fall below the same month last year, which was one of the biggest shipping months ever known. This looks bad, in view of the shortage at the opening of navigation, due to the lake strike. The dock trestles are all working regularly this week and it should be a busy one in the lake shipping.

Lake Shipments for the Week are Less.

Last week's shipments of anthracite from Buffalo amounted only to 104,422 tons, as compared with 154,050 tons for the preceding week and 126,500 tons for the corresponding week last year. The week's shipments were distributed as follows:

	Tons.		Tons.
Chicago	37,200	Sheboygan	2,000
Milwaukee	23,650	Hancock	1,400
Superior	16,900	Green Bay	1,000
Duluth	11,122	Houghton	1,000
Waukegan	6,700	Kewaunee	550
Fort William	2,900		

A peculiar condition exists in the amount of anthracite that is being received by the different companies from the mines. One company reports that it is not receiving the coal for lake shipment from the mines as fast as it would like, saying that it would be shipping more coal otherwise. Another company has been storing coal in its trestles and in stock piles here, waiting for the demand to pick up. The companies, whose mines were closed down for a week, had enough coal here or in transit to continue loading some boats during that week. The most general condition seems to be that the coal is coming from the mines fully as fast as it is desired.

Coal Charter Rates Show no Change.

The coal charter rates are holding where they have been for some time past: 40@50 cents to North and South branches, Chicago river; 40 cents to Milwaukee, Green Bay, Gladstone and the large ports on Lake Michigan, and 50 cents to Racine and the smaller ports; 30 cents to Lake Superior ports. "Those rates are very low," remarked a prominent vessel broker, "but I wish that there was enough demand to take care of the boats available at those rates." The rates, while holding where they are, are not strong.

Line orders for anthracite from the territory supplied from this city continue to be small; and the retail trade is remaining quiet. There is no prospect of better business until consumers begin to buy their winter's fuel.

There are no features to the bituminous market this week. Because the market is no worse this week than last (perhaps that was not possible), and winter is nearer, the sales agents are feeling better. But there has been no increase in the demand for soft coal and no increase in inquiries. Some of the companies have reported that they had some trouble in getting cars at the mines in which to forward coal and that it is not coming here as fast as they would like. This is what all the sales agents would like to see, as it would reduce the amount of coal on the market and therefore make prices firmer. But this car shortage has not been generally observed and has not affected the market yet. Of course, such a thing is liable to happen at this time of year, when factories are opening for the winter trade and the farm products and purchases are being moved. That will undoubtedly bring the first relief to the local market conditions.

The Buffalo, Rochester & Pittsburg Coal Co. has just opened its new coal trestle on Fillmore avenue, in this city. It formerly had a trestle at that point, but it was too small and was torn down to be replaced with a larger one. The new trestle is not for storage, but is used in the retail trade.

It has a capacity of 200 tons of coal. It is built so that another trestle of equal size can be built alongside and joined to it.

J. B. Irish, of the firm of Irish Brothers, of Philadelphia, was in the city yesterday, and was accompanied by M. Thompson, of the Fulton Coal Co., of Gloversville. Rumors have connected him with Irish Brothers as their agents here, to succeed H. E. Smith, who resigned recently. It is understood from one who knows that this appointment has not been finally determined upon yet.

D. L. Tuttle, sales agent of the Philadelphia & Reading Coal & Iron Co., was called down to headquarters, at Philadelphia, last week for a conference with railroad and coal officials.

The propeller Neptune, of the Gilchrist fleet, while passing up with a coal cargo, went aground on Bar point, Detroit river, on Sunday. Her forward compartment filled with water. About 400 tons of the coal cargo were lightered by the wrecker Newman to release her, and will be sold at Detroit. The boat went to Detroit, where a survey of the damage is to be made.



The Philadelphia Coal Trade.

PHILADELPHIA, August 26.—(*Special Correspondence*).—Quietness continues to characterize the anthracite trade and but little new business is being transacted. The market, however, is in a very healthy condition and accumulations of coal in first hands being comparatively light it is expected a good demand will prevail as soon as fall buying starts up. Requirements at this time are of sufficient proportions to take about all the coal shipped from the mines and with some of the specialties short. This latter feature is on account of orders placed earlier in the month for delivery during the last week; the discount of ten cents is in force, enabling the trade, by delaying its shipments until the last moment, to make room for their storage when they do arrive. The temporary restriction of production by the different producing interests to meet current market conditions is working very successfully and helps to keep the trade strong, relieving shippers of much unnecessary worry in providing for the same. It is also keeping stocks down to normal and it is not likely that local supplies will increase during the remainder of the season. Indeed, they are more apt to be reduced from present tonnages. The city trade is quiet, though about the usual summer business is being done. Trade, local to all-rail points, is fair, with orders coming irregularly and in spurts. Shipments coastwise to the east are considerably reduced and are, in a great measure, limited to odd cargoes to fill up the holes made in dealers' piles by daily consumption or movement to householders' bins.

Bituminous Coal is a Shade Quieter

The soft coal market is, if anything, quieter than it was, the situation seeming to be one where consumers are undecided as to the best time to commence to place their orders, with producers anticipating the usual increased demand and not urging business to the same extent as formerly. This is making things rather uninteresting for shippers, who realize the possibilities of interrupted shipments later on, delaying deliveries on urgent business that could just as well be taken care of at this time. Buyers, apparently with a view of saving a few cents, however, prefer to delay and take their chances of getting the coal. Conditions are most favorable at this time to accumulate stocks. Prices are at the minimum, with water freights the lowest of the season, and coal is receiving good dispatch from the mines. A waiting policy can not in any way benefit the consumer. In some of the Pennsylvania mining districts the tonnage has been slightly increased by working better time or by reopening mines that have been idle. Unless a better demand soon occurs, curtailment in the produce will again be necessary. Prices show no change and range from 90 cents to \$1.15 at the mines. Transportation is good and cars are in ample supply. In the vessel market slightly more stringent conditions prevail. Rates are firm and vessels in demand. Current quotations from here are to Boston, Salem, Portland, Portsmouth and Bath, 75@80c; Sound ports, 60c; Lynn and Newburyport, 85@90c; Bangor, 90c; Saco, 90c and towage; Gardiner, 83c and towage.



Baltimore Coal Conditions.

BALTIMORE, Aug. 25.—(*Special Correspondence*).—Although the Atlantic Coal Carriers' Association, which has united in a demand for ninety cents per ton from this and other nearby ports to Boston, is seeking to enforce its charges and several large schooners are tied up in this port because of their inability to secure cargoes at the stipulated rate, the Baltimore shippers are suffering no inconvenience, and for the very good reason that the demand for soft coal from New England ports is so small that the vessels owned by the mine operators are sufficient to meet all demands and there are plenty of foreign vessels looking for cargoes to take care of the export trade.

The Consolidation Coal Co. has its own steamers and barges and is sending to Boston and Providence and other New England ports only about forty per cent of usual shipments at this time of year. Freight rates to Boston are quoted at eighty-five cents, but from the fact that all of the contracts are made on "private terms," it is supposed that many of the vessels controlled by the carriers' association are taking cargoes at rates under the ninety-cent demand.

To meet the situation, however, in case it should develop into anything formidable when a more general movement of coal to New England comes, if it ever does again, there are rumors of a combine by the owners of larger vessels in opposition to those controlled by the carriers' association to take cargoes at such rates as they may see fit and thus force out of the running the smaller craft which go to make up the strength of the association.

From New England ports comes the news that many vessels controlled by the association are tied up at various ports because of their inability to

secure cargoes, and to save expense their owners have practically abandoned all efforts to do business. It is said that this is the first time in marine history that coal carriers have been tied up for the reasons stated.

A suit for \$100,000 damages has been instituted in the city court by Clarence A. Fifer, trading as the Cambria Coal Co., against the Clearfield & Cambria Coal & Coke Co. The plaintiff alleges that on May fifth, 1902, Rogers, Holloway & Co., agents for the defendant, entered into written agreement whereby it was to furnish to plaintiff 20,000 tons of its coal at \$1.07½ per gross ton f. o. b. It is alleged that immediately after making the contract the price of coal advanced and the defendants failed to ship any of the coal contracted for.

The Baker-Whiteley Coal Co. gave its annual excursion last week to the clerical forces of the steamship companies having home offices here. The big ocean-going tug was used to convey the party of more than a hundred down the Chesapeake. A fine collation was served both aboard the craft and at the shore at which she landed.

Ocean coal rates are quoted as follows: Portland, 87½ cents; Boston, 85 cents; Providence, 75 cents; Galveston, \$1.35; Jacksonville and Charleston, 90 cents; Savannah, 75 cents; Port Royal, \$1.00; Wilmington, 85 cents; Velasco, Tex., \$1.50; Tampico and Vera Cruz, \$1.40; Key West, \$1.80.

But four charters have been made during the last two weeks, and all of them were of the "private terms" variety.



Boston and the New England States.

BOSTON, MASS., Aug. 26.—(*Special Correspondence*).—There is a continued demand for anthracite coal in this territory, and while not as large in volume as it was, is sufficient to take what tonnage is designed for this market on the present basis of shipment from the mines. It is also thought that the present requirements will continue during the balance of the season, as stocks are not showing any increase. With the cooler weather which must now shortly prevail increasing the consumption, the supply will likely show a decrease in comparison with shipments. Most of the demand for the past few weeks has been from the all-rail trade, both from the mines and water delivery points. The needs of this class of dealers are generally of a character that calls for more frequent shipments with every spurt of local orders, owing to their limited storage facilities. The better supply of cars, too, for this business is also said to be inducing buyers to put in some additional tonnage at present as later it is probable prompt dispatch in shipments will be difficult to obtain due to the fact that main line roads will refuse to let their cars go to foreign lines. At sound ports there is now little demand, except for what is needed for reshipment to upstate points and an occasional cargo to places where ice closes up during the winter. Prices are firm though it is understood that buyers are seeking reductions in water freights. At retail the demand is only moderate and circular prices remain unchanged here. In Worcester, Providence and Pawtucket advances have been made of 25@50 cents a ton.

Demand for Bituminous Coal is Stagnant

The bituminous market has little of interest to offer and trade generally is quiet. The only feature of interest is in the vessel situation, which is causing attention, for the reason that the Carriers' association is likely to control business later in the season and obtain the higher prices which it is now striving for. As a result of the meeting recently held, the Carriers' association decided to maintain the ninety cent ocean freight from the lower ports and if necessary lay off some of its vessels. This has now been done and a considerable number of vessels have already been tied up to await more favorable conditions and full terms of charter. Rates in consequence are somewhat firmer and inclined to advance. There is a short supply of vessels which indicates there may be greater stringency when fall shipments commence. Receipts of coal from Virginia cape ports are fairly large and they continue to block some of the discharging ports in this harbor, but there is an improvement over a week ago. Prices on the new schedule for Pocahontas and New River are well maintained and show little deviation.

There are encouraging signs of improvement and it is believed when actual fall buying sets in, a large amount of business will develop in this market as stocks generally are reported light.

Vessel freights are quoted from New York to Boston at 55@60c. From Philadelphia 75@80c and 90c from the other ports.



Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York: During the past week but few charters have been effected, and these at rates previously quoted. We would quote freight rates by steamer as follows: \$1.25@1.30 to Havana or Matanzas; \$1.70@1.75 to Cardenas or Sagua; \$1.50@1.55 to Cienfuegos; \$1.35@1.40 to Port of Spain, Trinidad; \$1.55 to St. Lucia; \$1.45@1.50 to St. Thomas; \$1.50@1.55 to Barbados; \$1.30@1.40 to Kingston; \$1.25 and port charges to Curacao; \$1.80@1.90 to Demerara; \$1.70 to Bermuda; \$1.40@1.50 to Tampico; \$1.40@1.50 to Vera Cruz; 8s@8s 6d to a direct port in the Mediterranean, not east of the west coast of Italy, Spain excluded; \$5.00@5.12½ to Manila.



The Guiler Gas Coal Co., Pittsburg, Pa., of which Henry L. Coe is manager and principal stockholder, has bought and is operating a coal mine on the Youghiogheny river, thirty miles above Pittsburg. This company has shipping facilities over the Pittsburg & Lake Erie railroad and its shipping point is Smithdale, Pa. It claims to have an exceptionally fine tract of thin vein Youghiogheny, second pool, gas coal and is shipping nothing but high grade coal which averages 34.26 per cent volatile matter, 58.97 per cent fixed carbon and .79 per cent of one of sulphur. By the end of August the company will have an output of about 250 tons per day from this mine.

Eastern General and Personal Notes.

Howard S. Bowns, of Pattison & Bowns, returned the first of the week from the Adirondack mountains, where he spent three weeks in recreation and enjoying a rest.

William A. Patton, assistant to President A. J. Cassatt, of the Pennsylvania railroad, left the first of the week for a month's recreation at New England seashore summer resorts.

G. W. Creighton, general superintendent of the Pennsylvania, who has been on sick leave for several months, will resume his official duties September first, relieving M. Trump, who will take a vacation.

C. J. Wittenberg, president of the Chesapeake & Ohio Coal & Coke Co., No. 11 Broadway, New York, spent several days of last week in the Adirondacks visiting his family, who are in camp there for the summer months.

The anthracite board of conciliation met in New York last week and agreed to refer the check weighmen dispute to Judge Gray. This practically does away with the question, which has been causing so much strike talk of late.

Major John Byrne, president of the Pittsburg, Shawmut & Northern, who has just completed the expansion of this property, has tendered his resignation as president to become chairman of the board. The office was created for him and affords an opportunity for the rest he covets. Lorenzo M. Johnson has been elected his successor.

The Butler division of the Baltimore & Ohio railroad, comprising the line between Butler and Kane, Pa., a portion of which is narrow gauge, will be merged into the Pittsburg division on September first. The division, which is a short one, was separated from the Pittsburg division a year or more ago, when business was at a high-water mark.

Eckley B. Coxe, of Coxe Bros. & Co., Inc., the well-known coal operators, will likely be the democratic nominee to the state senate from New York city. Efforts have been made to induce him to be a candidate for congress instead of state senator, but have not been successful so far and the probabilities are that Mr. Coxe will be nominated for the senate.

With the return from Europe of Vice-President Theodore Voorhees, of the Reading railway, last Wednesday, after an absence of six weeks, President George F. Baer finds it possible, for the first time this summer, to get away for a brief rest. He has gone to Dark Harbor, Me., to remain at least a week. Mr. Voorhees will have charge of the road in his absence.

The Wheeling Center Coal Co. is a new mining corporation, incorporated in Wheeling, W. Va., in which a large number of prominent business men in that city are interested. The officials of the new company are J. H. Bryson, George W. Crow, W. F. Shaffer, George P. Fulmer and L. A. Hooten. The principal offices of the company will be located at Wheeling.

F. E. Harriman, general coal agent of the New York Central railroad, who has been recreating for the past six weeks following his illness, returned last week to his official duties in splendid health and greatly invigorated by the change. After spending several weeks at Atlantic City, he took a trip by boat from New York to Halifax, and then went by rail to Montreal, from which point he returned home.

We learn that James T. Russell, who is stopping at Atlantic City, has been greatly benefited by the sea air and has about recovered from a severe injury he sustained some time ago to one of his hips, which seriously incapacitated him at that time. Mr. Russell is one of the able coal shippers in the trade, having seen many years of service in this line. In former years he was identified with railroad interests.

The Dodge & Hughes Trust Co., of Pittsburg, receivers of the Natalie Anthracite Coal Co., has announced that the receiver, who is also a trustee under a mortgage made by the company, will sell the property of the company at public sale on the fifth day of October in Pittsburg. This property was formerly owned by the Shamokin Coal Co. It is about seven miles in length and three-quarters of a mile in width.

J. W. Miller, with the Pennsylvania Consolidated Coal Co., of Philadelphia, spent several days last week in New York city, calling upon his friends in the coal trade. Mr. Miller was formerly sales agent at New York for the Tygarts Valley Coal Co., before it sold out its interests about two years ago, and made many friends while here. He returned to Philadelphia the last of the week and left from there on Monday for a short vacation, which he will spend in West Virginia at the company's mines and the adjoining country.

M. Brook Jacobs, who was the New York and eastern sales agent for the United Coal Co., has severed his connection with that company and will enter the coal business with a new corporation, in which he is largely interested, as its president. The new concern, just organized, is known as the Monarch Coal & Coke Co., controlling coal properties in Cambria county and West Virginia. It will open offices in New York city shortly. Mr. Jacobs has devoted several years entirely to introducing high-grade gas coals in the eastern market. His purpose is to supply his own gas coal product to the trade.

It is authoritatively stated that the Blackwood Colliery, which is being rejuvenated in the vicinity of Wilkesbarre, Pa., by the Lehigh Valley Coal Co., will be equipped with electricity. The plans of the company include the installation of an electric plant to furnish conveying power to transport the coal from the gangways and to the main opening of the breaker. The new operation will have all the modern appliances for mining, hauling and transporting coal. The water level development will be exceptionally good and a special shaft will be sunk to tap the lower veins of the basin. All the workings are in good shape, having been kept so during the long period

of suspension. A new breaker will be erected, which can not be completed within a year. The improvements will cost a considerable sum of money and will make this one of the best collieries in the region.

J. A. Renahan, vice-president and general manager of the Smokeless Fuel Co., at New York, who recently returned from a trip abroad, says that both the coal and shipping interests there are very quiet at this time, and no one looks for improvement in the near future. Mr. Renahan, in behalf of his company, has taken considerable interest in the European markets since its inception and has developed a tonnage in the Mediterranean that is taking a good deal of the company's present output. About two cargoes a month since April last have been shipped. A 5,300-ton cargo was loaded last week and one of 7,000 tons on the ninth for the trade in that territory.

McWilliams Brothers, the transportation firm, of No. 1 Broadway, New York, lost two of their coal barges in the storm of Saturday last. They were in a tow of three barges hauled by the tug Vigilant, and were lost east of Charles Island, in Long Island sound. The barges were heavily laden, each carrying 600 tons of coal. It was with great difficulty that the third barge was saved. Four persons, men and women, were rescued from the barges just before they sank. Reports from other sources are to the effect that considerable damage was done by the storm to barges bound down the sound from New Haven. So far the only other losses reported are the barge John McCaffery and two barges in tow of the tug Resolute, of the New England Transportation Line.

S. Winslow, now with the McLean Contracting Co., at Norfolk, Va., but for many years back, in the seventies and eighties, prominently identified with the coal trade of New York, was in the city during the past week, calling upon his friends, and made a visit at the office of THE BLACK DIAMOND, recalling during his stay many incidents of interest to the trade at that time. Mr. Winslow handled in New York harbor and sold the first Pocahontas coal that was sent to this market. It consisted of three schooners, carrying 1,800 tons. It took about six weeks, he says, to sell this coal, but the subsequent demand increased very rapidly. This was about 1885. He also made several trips abroad in 1887 in the interest of American coals, with the view of introducing them in that market, but met with little success, owing to the unfamiliarity of the foreign trade with our product.

George Clinton Gardner, formerly manager of the Flemington Coal & Coke Co., afterward its receiver, and president of the Pittsvein Coal Co., which recently acquired the property, died suddenly on August twelfth at his home in Richmond Hill, L. I., from acute indigestion. He was born in the city of Washington in 1834 and all his life had a very active career, mostly in railroad engineering, in which capacity he was regarded as one of the ablest railroad men in the motive service. By his ability and faithful service he built up a reputation for personal integrity and skill in the affairs of the railroad. In 1856 he was commissioned by the government as astronomer of the north-west boundary. His first railroad service was with the Philadelphia & Erie, in 1869, where he remained for several years. He then went to the Pennsylvania railroad as superintendent, and later also of the Northern Central. From 1879 to 1881 he had charge of the state road of Massachusetts. In 1872 he was appointed general manager of the Ohio River railroad, and in 1896 accepted the same position with the Pacific Co., in Peru, South America. He was the first American engineer to use nitro-glycerin in blasting, while building the great docks at Erie. He came to the Flemington Coal & Coke Co. as general manager in 1901, at the time the Haggin interest bought a control in the property, afterward becoming its receiver. Up to the time of his death he was the president of the Pittsvein Coal Co., which about a year ago secured the property at receiver's sale. He leaves a widow and five children.

The Washington Club, of New York city, gave its third annual clam-bake and outing, in the interest of its members in the coal and transportation trade, on Wednesday of last week, which proved an entire success. Some eighty members attended, causing quite an exodus from No. 1 Broadway, that left the building almost bare, with little business done for the day, and it was remarked that the coal men were sadly missed. Tom Scully, the transportation man, provided the tug for the trip to Glenwood, L. I., the destination of the party. Not having one of his own large tugs in the harbor, he chartered the John K. Gilkinson, of the Hudson Towboat Co., and with the inimitable Captain John in command, the tug profusely decorated with bunting and flags (conspicuous among which was the coal trade flag), and the Eighth Regimental band aboard, started on the day's outing under the most favorable auspices. At Glenwood every preparation had been made at the hotel to serve one of their noted clam bakes, and immediately on arrival those present proceeded to do justice to the efforts of a veritable cordon bleu of a chef, who had fully anticipated the needs of the occasion. It was said to have been a feast fit for the gods and sufficiently tempting to instil life even into the veins of a mummy. With the inner man satisfied, their minds and hearts devoted to lighter strains, speeches were in order, and several very able and interesting addresses were made. Capt. John Gilkinson made the political oration at the gathering, receiving much applause, and seems to have made quite an impression on his hearers, which may mean so many votes made. An incident of the day which afforded a good deal of amusement for the boys was the distribution of a large pin button for the lapel of the coat bearing a picture of the popular coal man W. P. W. Haff, and the inscriptions, "Where's Them Minutes," "Our Bum ex-Secretary," to which there is a tale. The boys immediately began to decorate Mr. Haff with these buttons, showing in a humorous way the high esteem in which he was held as their former secretary. The annual meeting of the club was held during the afternoon and the following officers elected to serve for the ensuing year: Thomas J. Scully, president; Franklin Moore, vice-president; R. J. Bucholtz, secretary; E. Forrist Powell, treasurer.

A DEPARTMENT
For the
RETAIL TRADE

Retail Coal Associations of the United States:
Retail Coal Dealers' Association of the New England States.
Retail Coal Dealers' Association of Illinois and Wisconsin.
Mid-State Retail Coal Dealers' Association.
Northwestern Retail Coal Dealers' Association.
Wholesale and Retail Coal Dealers' Association of Ohio.
Michigan and Indiana Retail Coal Association.
Coal Dealers' Association of Iowa and Nebraska.
Ontario Coal Association.
New York and Pennsylvania Retail Coal Dealers' Association.

CURRENT NEWS AND COMMENT IN THE
RETAIL COAL TRADE SUGGESTIONS AS TO
ADVANCED BUSINESS METHODS THAT
HAVE BEEN TRIED AND HAVE PROVED
SUCCESSFUL—PERSONAL NOTES OF CHANGES
IN THE TRADE—HINTS CONCERNING
PROPER ADVERTISING. * * * * *

The Wholesale and Retail Coal Dealers' Association of Ohio, since the Cedar Point Convention, has been quietly planning a very active campaign for the coming year. The new executive officers, Fred K. Marshall of Sandusky and Percy J. Briggs of Columbus, have taken a very practical interest in the work, and already have the assurance of the support of a great many shippers as well as dealers, who had partially lost interest in the association during the past year. At a recent meeting of the executive committee, Mr. Robert West of the Leeper, West & Terry Co., of Toledo, was selected to succeed Mr. G. Herman, resigned. Mr. West is one of the most prominent of

Wholesale and Retail
Association of Ohio
Reorganized.

Toledo dealers, and will add considerable strength to the board. The association has also chosen a new secretary in Ford R. Cate, who has just entered upon his duties, and will devote his entire time to the work. Mr. Cate will have his headquarters in Columbus, which has always been the home of several of the Ohio coal organizations of the state, and is a very practical point to work from. Before coming to Columbus, Mr. Cate was actively in the retail coal business at Milford, Michigan, where he was associated with his father in the firm of Cate, Potts & Cate. He has also been a road man, traveling for some little time from Detroit, in the interest of the W. C. Clark Coal Co., and last winter covered the state of Indiana for the Glenmore Coal Co. His experience in the retail business, as well as that of a coal salesman, particularly fits him for the new work. He has always been popular with the trade, and particularly so with the dealer, understanding the needs and the requirements of that end of the business from his own experience.

Form of Letter
Announcing Change
in Retail Location.

A change in location in a retail yard is always a matter of moment to a dealer. He wants to be sure that all of his old customers will find him in the new location, without difficulty, but how to announce it so that the information will reach them in the proper manner is sometimes a perplexing problem. About the best way is to send a letter to each one of the customers, so that they will be sure to receive it. Recently the location of the retail yard of the Marquette Third Vein Coal Co. at Joliet, Ill., was changed to a more central point. This company announced the change in a neatly printed letter, resembling type-writing, which was addressed personally to each one of the customers of the company and was enclosed in an envelope with a two-cent stamp attached. The letter was a model of its kind. It said neither too much nor too little and may be a guide to other retail dealers when they make a change of location. It was as follows:

"We are pleased to announce to you that we have moved from our old location to the corner of Eastern avenue and Washington street, where we have a new shed, new office, new Fairbanks scale and new stock of coal.

"We have also built a new shed and office and installed a new Fairbanks scale at the west end of the C. R. I. & P. R'y bridge, at the corner of Allen, Beach, Railroad and Bluff streets, where we also have a new stock of coal.

"With these two sheds we believe we can take better care of you and our other customers than we have ever done, and we hope when you again want anything in the coal line you will remember the writer and give him your order. We will sell you any kind of coal you want and at the very lowest price and give you full 2,000 pounds for every ton.

"Please allow us to thank you for past favors and hope you will continue to give us your business."

In the lower left-hand corner was a list of the domestic coals handled by the company. About 1,500 of these letters were sent out and they have proved a very successful advertisement for the company.

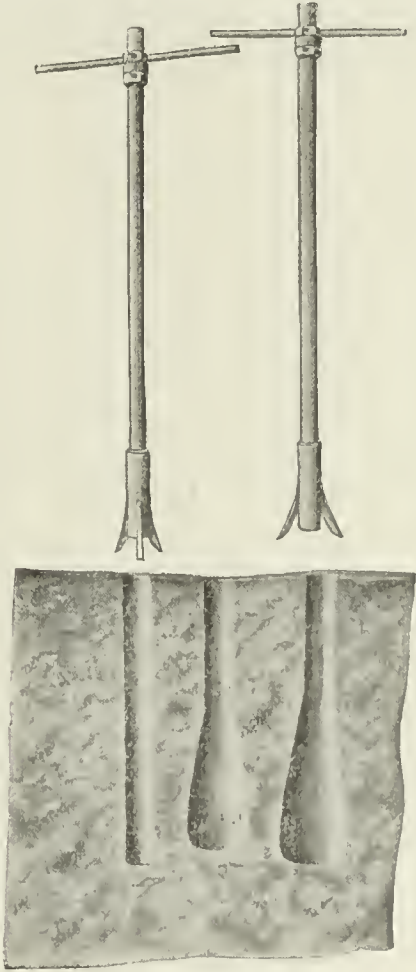
John Lowber Welsh Dead.

John Lowber Welsh, financier, promoter and railroad organizer, died on Monday morning, August twenty-second, in his country home, Hillsbrow, Chestnut Hill, Philadelphia, of a complication of diseases that afflicted him October last, when he suffered a complete physical relapse. Since then he has given up practically all business activity. A week ago a decided change for the worse was noted and he gradually failed until he sank into a coma that held him until death came. He was sixty-three years old and a potential man of affairs. He made a name for himself, both here and abroad, before he attained his thirtieth year by going to Europe in 1870 and placing the Reading railway loan, a feat then regarded as remarkable. Thereafter his connection with the corporation was intimate, and later he acted with Judge Paxson and Samuel Dickson as receivers for the company. He succeeded S. R. Shipley as a member of the board of managers in 1891 and was made chairman of the voting trust. In 1892 he co-operated with A. J. Drexel, J. Pierpont Morgan and J. Rogers Maxwell, president of the Central Railroad of New Jersey in financing the scheme for the anthracite commission to improve conditions for the road. Ever since 1881, when Mr. Welsh was made

a director, he made a successful fight against Franklin B. Gowen for control of the road, and he was directly concerned in every step of the concern's financial progress and was associated in its affairs at different times with John Wanamaker, Austin Corbin and Joseph S. Harris. When the Reading Co. was formed, following the foreclosure sale, Mr. Welsh was on the executive committee of each division—the Reading Co. proper, the Philadelphia & Reading Railway Co. and the Philadelphia & Reading Coal & Iron Co., as well as in the directorate of all the important lines controlled by or allied with the Reading. He gave material assistance to both President Harris and President Baer and retained his interest in the property to the last.

A Modern Expansion Reamer.

An expansion reamer is herewith illustrated for increasing the diameter of blast holes, for the introduction of explosives directly on the bottom and back of the projecting walls of the hole in ample quantities for doing the work, which allows the use of sufficient tamping to prevent the hole from gunning, and insures more effective work with less holes and explosive than is possible with the common practice of doing the work. By the use of this tool the time and expense of firing, burning or spring shots in rock work are eliminated. The tool is applicable to any kind of mining, tunnel or rock



EXPANSION REAMER.

work where explosives are used, and its advantage is apparent to the practical powder man. These tools are made up very simply in two, three and four cutters and any desired length for holes of various depths. The reaming is done rapidly and with little labor, either by hand or attached to the ordinary tripod drill commonly used in tunnel work. The accompanying illustration shows the two and three cutter reamers, with the cutters expanded; the holes shown in the stone were reamed from one and three-quarter inches to four inches. The tools were designed and patented by E. B. Cornelius and B. G. Cope, of Orrville, Ohio.

The C. O. Bartlett & Snow Co., of Cleveland, Ohio, report the following orders recently received: Winnipeg, Manitoba, one four compartment direct heat, rotary dryer, capacity 100 tons of sand per day; the Silver Cup Mines, Ltd., Ferguson, B. C., one single cylinder direct heat, rotary dryer, using waste heat from the ore roasters, capacity fifty tons of slimes daily; James S. Kirk & Co., Chicago, one steam dryer; the Washington Carbon Co., a complete outfit, conveying and elevating machinery for its new plant at Wellsville, W. V.; the Semi-Steel Co., Cleveland, Ohio, elevating and conveying machinery for large brick plant to be erected at St. Paul, Minn.

In The Field of The Retail Dealer.

Written for The Black Diamond.

I was talking with a shipper the other day, who asked me what I thought of the coal merchants of the west in general; he was an eastern man.

Of course, you know what I think of you, brothers, and I launched into a long encomium of your many virtues. After I had expressed myself for ten or fifteen minutes he held up his hands in despair and wanted to know if I got paid for lauding retail coal men in general and those in the west in particular.

Now, I do not know that I have done any particular amount of that kind of thing. In fact, it is my belief that those of my readers who have followed this column industriously have arrived at the conclusion that I do more scolding than complimenting.

So I expressed surprise and wanted to know what he meant.

"Well," he replied, "there are about seventy-five per cent of the dealers I have called on recently that do not know any more about conducting a retail coal business properly than they do about taking a trip to the moon." This interested me, and I sought out the reason for this rather harsh opinion.

"For one thing, they do not know whether they get the coal they buy or not," he went on. "Now, I happened to have a case of that kind the other day. I was carrying a sample of smokeless coal in my grip, and it was a beautiful piece of Pocahontas. It had the greenish tint, the texture, and any man with half an eye could see it was the real stuff.

"I showed this to a dealer in southern Wisconsin who was not a large man in the trade, but he certainly ought to have known what he was buying, and he said that it was not Pocahontas coal.

"Then I asked him if he had ever seen any, and, somewhat piqued, he said that he had not only seen it, but that he had a car in stock.

"I asked him to let me see it and he did. I was most tempted to laugh when he showed it to me. It was a mongrel coal, the like of which I had never seen before—probably came from Missouri or some other outlandish place—and no more like the genuine smokeless than Tug River is like splint.

"I remained for an hour with that man trying to convince him of the error of his ways. We went up and down the line and I asked him to show me several kinds of coal he had in his yard. Only one of them was of the quality that he thought he had purchased. But, notwithstanding this fact, although I offered to refer the matter to a disinterested party for settlement, he would not believe me.

"I do not wonder there are all kinds of substitution by some of the shipping interests in the larger cities. The dealers put a premium on this sort of thing. They do not know when they get the coal they ordered, and the shipper is just sharp enough to take advantage of this fact. There ought to be a night school somewhere where dealers could take a few object lessons in the different coals, unhampered by the advice of shipping agents or salesmen, and the personnel of the trade would be remarkably enlightened before the end of six weeks.

"And then there is another matter the dealers do not know anything about, and that is the cost of doing business.

"On one of my recent trips among retail coal merchants I chanced to ask a customer what percentage of slack he found in a certain coal in handling it. He could not tell me. I questioned him further and he did not even attempt to ascertain this fact, he said. It was too much trouble.

Did Not Know the Percentage of Slack.

"Now, how any man under the sun can attempt to do business without knowing what percentage of his different soft coal receipts is slack and what percentage of it is lump is a problem to me. I should think half of them would go bankrupt before snow flies if they do business on this haphazard plan. I made inquiries all day along these lines, and I discovered that the dealers varied as much in their estimates of the cost of doing business, the loss through screening and handling coal, as there were dealers.

"I asked another dealer what his losses were last year through bad debts. He stopped and thought a moment, and said somewhere between \$50 and \$75. I thought he was fooling with me, so I asked him the question still more directly, and he owned up that he did not know what his losses were, but they weren't very much, he guessed. That was the climax. I came to the conclusion that some of the coal merchants now engaged in business ought to be out working on a section on the railroad. They did not know any more about their business than the average section man knew about running a locomotive, and I have an idea that some of them would have been deficient if they had compared their knowledge of the coal business with the knowledge of the average section foreman of his line of endeavor."

While, of course, I think this man was a little grumpy and did not do exact justice to those whom he roasted so unmercifully, there is some truth in some of his assertions, and the coal merchant who will profit most by them will be the one that will not get mad, but will take this matter to heart and ask himself the question whether he could come under any of the designations mentioned by my friend.

In the matter of distinguishing coal, there are very few different kinds of bituminous which do not have characteristic traits which can be established either with the naked eye or by breaking them.

The observant coal merchant can readily tell these traits, and he will not need either a chemical analysis or to ascertain the number of B. T. U. to establish the fact that he is right.

Take the three different kinds of smokeless coals, for instance. It is

very easy to tell them apart. The Pocahontas variety is fairly firm in texture, the stratification of the piece will run with regularity in parallel lines, and there is always a greenish cast to the coal. New River is some brighter in color, it is lacking in the greenish tint, it is equally as firm as Pocahontas, and from the standpoint of observation might be regarded as the most salable, based on its color. Genuine Tug River coal is beautiful in appearance, it is bright black in color, will crush easily when handled or when an attempt is made to break it the piece will break into small particles, and except for its very bright color it resembles smithing coal in texture and in the component particles into which it can be crushed by the ordinary pressure of the hand. Any coal shipper who has had a slight experience can ordinarily tell these coals and can readily distinguish them.

The same predominating traits are discovered in connection with other fields. Occasionally a new coal may come onto the market which is not so easily distinguished because of a lack of previous knowledge of it, but it is not often that this occurs, and the dealer who handles a small quantity soon can easily distinguish it.

Every dealer ought to cultivate this ability to distinguish the different kinds of bituminous coal. He ought to be able by inspecting a car of coal to tell whether it was the kind billed to him or some substitute.

He not only owes it to himself as a business man to do this, but he owes it to his customers. He may be an honest man, who would not wilfully substitute a cheap coal for one of high grade to his customers, but yet he does it every day because he is too ignorant of conditions, or too careless to thoroughly post himself so he can guard against just this sort of thing.

In the matter of arriving at the amount of screenings in any given kind of coal, that is as essential as knowing the cost of the coal. The yard man who screens the coal ought to have it thoroughly drilled into his mind that he must keep an accurate record of all fine stuff screened out of the lump or mine-run coal when it is forked over, the car it was taken from, and other data which will help in arriving at this necessary information.

Unless the coal is mine run the percentage of screenings should be small. If it is run of mine, it varies greatly. In some producing regions, where the discipline among the miners is lax, it is shot to pieces when mined, and the percentage of unsalable coal, or that which must be sold at a low price, is very large. If the books of the office are kept as they should be, there should be an accurate record of every car arriving at the yard, the shipper, and, if possible, the mine it was shipped from. Unprofitable coal, because it contains too high a percentage of slack or screenings, should only be ordered in a dire extremity, and then the price at retail should cover the loss that will be sustained through too large a proportion of screenings having been taken out of it.

If a dealer feels that he can not completely systematize his work in this way, he certainly ought to take an odd car of coal now and then, keep a complete record of it, if it is on nothing more than the back of a paper sack, and find out how he came out on the transaction.

Loose business methods of this kind are the ones which result in a loss to the dealer instead of a profit. They cause the perplexities of business, but they can be eliminated if a man knows his business. The trouble is, and has been, that the only requisites to engage in the coal business were a sign, an office, a scale, and pull enough with some one shipping company to buy a little coal on credit.

Requisites Necessary to Engage in Coal Business.

There should be still further requisites. A man ought to have a knowledge of what he is going to sell, ability to use that knowledge, ability to keep his books properly so they will show whether he is making money or losing it, and enough capital to buy a stock of coal without placing himself at the mercy of the shipping agent. A sign can be bought for \$3.75, but knowledge of a business must be purchased by experience. An office can be erected for ten dollars, but a man who has brains to occupy it must give some other evidence of it than securing the office. A pair of scales may cost \$150 or more, but it takes more than this capital to secure a stock of coal as a starter.

As for the dealer who guesses at his losses the past year through bad accounts, he certainly is in a bad way. He has no place in business, either in this world or the next, and the quicker he can be induced to step down and out and into some vocation where guess work makes the mare go, the better it will be for the coal trade and for him. Every dealer ought to know when he closes his books for the previous year what accounts are good and what are bad, and be able at a moment's notice to tell approximately what his losses were in that department. The only trouble is that in many cases the dealer does not keep any books. He is the one who is destined sooner or later for the bankruptcy court, and the sooner he gets there the better it will be for everyone else.

I believe my friend's arraignment of western retail coal merchants was severe. But it was not without cause. Why, there are some few coal dealers who will not take THE BLACK DIAMOND to post themselves. Such are hopeless.

THE YARD MANAGER.



Although it was supposed that the evil of fake certificates had been entirely eliminated throughout the anthracite region, it has come to light that it still exists in the vicinity of Wilkesbarre. Owing to these revelations it is expected that sensational developments may occur at any time. It is known that a number of miners secured these certificates under date of August thirteenth which were not issued by order of the executive board. The miners' organization is making a thorough investigation.

Western Retail Notes.

A. W. Dahl has erected a new coal shed and office building at Park and Fourth streets, Clinton, Iowa.

It is expected that retail prices on both anthracite and bituminous coal at Kenton, Ohio, will be advanced September first.

Douglas & Dunn have purchased the retail coal business, lumber and livery business of W. A. Lackey at Williams Bay, Wis.

J. C. Garland has gone into the retail coal business at Rush City, Minn., and is now stocked up on both anthracite and bituminous.

H. W. Gray is building a new coal shed at his retail yard at Fayette, Iowa. It will have a capacity of about a hundred tons of coal.

G. W. Sutton has been awarded the contract to supply the public schools of Bowling Green, Ohio, with coal the coming year at \$2.50 per ton.

Isaac Wantling, a coal dealer at Peoria, Ill., has leased the Leslie Kramm coal mine in the vicinity of that city. He will continue the property in operation.

The board of education of Detroit, Mich., has asked the coal companies of that city to submit new soft coal bids, having thrown out those which were previously submitted.

Thomas J. Noonan has withdrawn as a member of the Patton Coal & Coke Co. at Minneapolis, Minn. William E. Reau will continue the business of the company.

The Great Western Elevator Co. has engaged in the retail coal business in connection with its grain business at Wheatland, N. D. J. C. Beith has been appointed manager.

Charles A. Gardiner was recently arrested at Saginaw, Mich., on a charge of embezzlement preferred by the Sagnia Coal Co. It is alleged that the shortage amounts to \$2,500.

The city council of Faribault, Minn., recently awarded a contract to the Wisconsin Lumber Co. to supply 130 tons of screened Pocahontas lump coal at \$5.10 per ton f. o. b., Faribault.

Drives & Son have been given the contract to furnish the coal to the poor of Madison, Wis. W. F. Pierstorff, of Middleton, Wis., has been given the contract to furnish coal to the Dane county asylum and poor farm located at Verona, Wis., near Madison.

The retail coal dealers of Des Moines, Iowa, have decided not to advance the price of coal as usual on September first. The price of \$3.50 per ton for bituminous coal will be continued for some time.

The Sutton Coal Co. has been incorporated at Syracuse, Ohio, with an authorized capital of \$20,000. The incorporators are B. J. Malone, J. F. Pierce, A. W. Lee, A. F. Beahrs and C. McQuigg.

Coal prices at retail at Denver, Col., will be advanced on September first. Northern lignite will be advanced to \$4.75 per ton and bituminous from the southern Colorado fields will be advanced to \$5.35 per ton. The price of these coals, it is claimed, will be advanced at the mines.

The Milwaukee Fuel Co., of Milwaukee, Wis., has filed a resolution of dissolution, the reason given being that it is apparent the business of the company can not be longer advantageously conducted. L. Isaacs was president and Peter J. Koehler, secretary of the corporation.

A. S. Johnson has purchased the sheds and yards of the Cooperative Coal Co. at Sioux Falls, S. D., and will conduct the business in the future. W. C. Hall, formerly manager for this company has accepted a position with Schier & Baker, another retail coal company at that point.

The business interests of Lincoln, Neb., have submitted a strong protest to Darius Miller, traffic manager of the Burlington system, asking that freight rates on steam coal to that city be reduced twenty cents a ton to the old basis that was effective before the advance of August first.

Retail dealers at Knoxville, Tenn., are laying in a stock of coal, to be prepared should there be a strike in the Tennessee mines after September first. At present the operators and miners in that field are in a deadlock over the new wage scale and it is claimed there is likely to be a short suspension, at least.

The first carload of coal was recently received at the new coal pockets of Conklin & Son at Madison, Wis. The machinery has been tested. The pocket will have a capacity for unloading of 600 tons of coal daily when the men are accustomed to operating it. It represents an investment of \$15,000.

It is reported from Toledo, Ohio, that local consumers of coal have taken in fair stocks and that there will be no difficulty in their securing supplies this winter. Anthracite was recently advanced from \$6.50 per ton to \$6.75 and it is expected there will be another advance of about twenty-five cents on October first.

Coal dealers at Grand Rapids, Mich., are said to be promoting a plan for the establishment of city scales in that city on which coal shall be weighed if demanded by the purchaser. It is proposed to make the consumer pay nominal fees for this re-weighing when it occurs and to have some retail merchant in close proximity to the scales take charge of them.

One of the oldest line-yard coal and lumber companies in Nebraska is the Dierks Lumber & Coal Co., with headquarters at Lincoln. This company owns sixteen lumber and coal yards of which nine are in Custer county. The officers of the corporation are: President, Hans Dierks; vice-president,

Herman Dierks; secretary and treasurer, Peter Dierks. The business was established in 1880 by Hans Dierks.

Frank L. Steen, a coal dealer of Indianapolis, Ind., was recently killed at a grade crossing in Terre Haute, Ind., while driving an automobile. Mr. Steen was born at Charleston, Ill., forty-three years ago. He resided in Terre Haute for twenty-four years and moved to Indianapolis about two years ago to open an office for the Steen Coal Company. He was unmarried and was prominent in a large number of secret and fraternal orders.

Mathias Kockler, a coal dealer at 2251 North Clark street, Chicago, recently applied for a writ of habeas corpus to prevent his arrest under the villainous justice shop system in existence in Cook county. He was sued in a justice court at Phoenix, twenty-three miles from Chicago and a body execution was issued by the justice for his arrest. Kockler claims to have satisfied the claim and also alleges that the body execution was improperly issued.

All railroads operating between the Iowa coal fields are reported to have raised freight rates on coal on August first from three cents a ton on lump coal from Iowa points to Omaha and other points on the Missouri river to twenty-nine cents a ton on slack and nut coal. Nut coal rates, it is claimed, have been raised to the same price as on lump coal, while the rates on slack are much higher than ever before as was charged in that territory for transporting steam coal. The shippers of Omaha are making a protest against the new rates becoming effective.

E. M. Bradshaw and Mart Orr representing the Indianapolis Coal Exchange of Indianapolis, Ind., recently asked the Board of Public Safety of that city for special police power to be conferred on an inspector for the exchange who will make it his business to watch loads of coal that are being delivered for the purpose of detecting short-weight loads. They told the Board at the conference that they were interested in protecting the consumer. The matter was deferred for further action.

George A. Rohrer, engaged in the coal and ice business at Springfield, Ill., is reported to have left that city under peculiar circumstances, leaving behind a wife and indebtedness amounting to about \$5,000. It is alleged that he departed with the wife of George Tidwell, a bartender of Springfield. A warrant has been sworn out for his arrest by Miss Sommers, who conducts a grocery store in Springfield, and who alleges that he obtained money under false pretenses. A large number of creditors, it is said, have been left in the lurch, including several coal mining and ice companies. The disappearance of Rohrer has created a sensation in Springfield.



Eastern Retail Notes.

The Commonwealth Roofing Co. has been awarded a contract for building a coal pocket for the city of Newark, N. J., at Oak Ridge, one of the suburbs. The pocket will be used for the storage of city coal.

The Crystal Ice & Coal Co., of Elizabeth City, Va., has been incorporated with an authorized capital of \$100,000, of which it is said that \$40,000 has been subscribed. J. W. Woodley and others are the incorporators of the company.

The E. M. Upton Coal Co. has been incorporated at Rochester, New York, with an authorized capital of \$5,000 to deal in coal and fuel. The incorporators are Fannie M. Upton, W. E. Woodbury, Rochester, N. Y., and John C. Henderson, of Charlotte, N. Y.

John W. Bain, for nearly forty years in the retail coal business at Philadelphia, died suddenly recently from neuralgia of the heart. He was sixty-two years of age, and formerly was one of the active republican workers of Port Richmond. In addition he belonged to a large number of fraternal societies.

The coal and wood business owned by Mrs. O. N. Kimball at 36 East Front street, Dunkirk, N. Y., has been incorporated under the name of the Kimball Coal Company. Mrs. O. N. Kimball is principal stockholder and president and Charles E. Whelpton is manager. The business was established about forty years ago.

At Chester, Pa., recently, although bids were asked for a small quantity of pea coal for the public building of that city, none of the retail coal companies paid any attention to the matter. In all probability the coal dealers of Chester have had the same experience as coal dealers in other cities with such contracts and morally did not want to run the risk of getting the business.

On petition of John W. Galloway, Judge Harlan of the circuit court at Baltimore, Md., has appointed D. G. McIntosh receiver for the coal firm of Galloway & Clayton. The partners in the firm, it is alleged, have failed to agree as to the proper method of liquidating the claims against them and for this reason the receiver was asked. The receiver has furnished bonds amounting to \$1,500.

Retail coal dealers of Philadelphia are preparing to advance the price of anthracite on September first to \$7.00 a ton for the prepared sizes and to \$7.25 when carried into the householders' bins. There are nearly 500 coal dealers in Philadelphia, and it is claimed since the strike occurred their profit has been too small, and by making an advance of this character they will secure a better profit.

Walter D. Bush, president of the George W. Bush & Sons Co., at Wilmington, Del., recently died at his home in that city. Mr. Bush was a sufferer from the malady which resulted in his death for three months, but never gave up hope of recovery. He was the eldest son of the late George W. Bush and was born in 1851. At an early age he identified himself with his father in the coal and freight business and advanced rapidly in the management of the company. Mrs. Bush and three daughters survive him.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Brookside Colliery Co. is preparing to erect a washery on the dump at Mt. Jessup, Pa.

The Interstate Coal Co. has been incorporated at Washington, D. C., with an authorized capital of \$200,000. The incorporators are J. Francis Horton, F. Lombard Woodward and M. B. Woodward.

The Routt County Coal Co. has been incorporated at Washington, D. C., with an authorized capital of \$5,000,000. The incorporators are N. B. Dotson, G. F. MacRae, B. L. Dorsey, R. S. Donaldson, George M. Shafer, E. W. McCormick, and E. M. Freeman.

The Southern Coal & Iron Co. has been incorporated in New York city, with an authorized capital of \$42,000 to engage in mining coal and iron ore. The incorporators are George F. Handel of East Orange, New Jersey; J. J. Fleming and M. H. Cane, of New York.

The Fairmont Coal Co. has let the contract for the construction of a coaling station at the Pinnickinnick coal mines, in West Virginia, to include a fifty-foot steel span bridge and a trestle to cost altogether \$20,000. The plant will have a daily capacity for coaling 240 locomotives.

Alfred Harvey, Burton C. Kingsley, Otis H. Halford, Thomas H. Hull and George S. Horn of Scranton, Pa., have formed a company for the purpose of developing and mining the Grassy Island fourteen-foot vein of coal in Blakely borough. The new company is now undertaking the work of drilling a hole to drain the water so as not to interfere later with sinking the shaft, on which work will be commenced some time in October. The company has secured a perpetual lease on the land and as soon as development work has progressed sufficiently will erect a breaker with a capacity of a hundred tons of coal daily.

The Delaware, Lackawanna & Western has let the contract for the sinking of the "Loomis" shaft in Hanover township, not far from Wilkesbarre, Pa. This is the first of the shafts to be sunk in that field, in which eight or ten others will ultimately be sunk. It will have a large capacity and will reach thirteen workable veins of coal. The shaft will be sunk near the easterly end of the Bliss bridge. A tunnel will be opened at the river's edge under the Pennsylvania tracks, and will extend to the Dundee, where a large power house is to be erected and operated by water power, supplying all the breakers, mines and other buildings with electricity for lighting the property and operating the machinery. It is claimed there is so much coal in this field the company will be mining it for years on this tract of land.

General Eastern Coal and Coke Notes.

The American Coal Co. has declared the usual semi-annual dividend of five per cent, payable September first.

Lucien Hill, on August first left the employ of the Pittsburg, McKeesport and Connellsville railway at Connellsville, to accept a position as eastern

representative of the United Coal Co. of Pittsburg. His headquarters are in New York.

James O'Donnell, until recently superintendent of the Primrose colliery near Mahanoy City, Pa., has been appointed mine inspector of the fifteenth district in the anthracite region to fill the vacancy caused by the death of Martin Kelly of Minersville.

Dullness in the coal trade is reported at Sayre, Pa., as a result of the slack demand for anthracite at present. In the industries at that point a number of men have been laid off and work is nearly at a standstill pending activity in this branch of business.

The strike at the Barnum colliery near Pittston, Pa., which was inaugurated by the miners' organization over the matter of check weighman, has been settled and the men have returned to work pending the adjustment of the difficulty by the conciliation board.

Eight hundred men employed at the Old Forge colliery of the Erie Co. at Scranton, Pa., recently went on strike alleging that the scales used by the company were not correct. This is the same alleged grievance the miners at the Barnum colliery gave recently when they went on strike.

A. B. Starr, general superintendent of freight transportation over the Pennsylvania railroad has completed the figures for July showing that all previous records were broken. During that month the Pennsylvania handled to the lakes 19,000 cars of coal amounting to over 900,000 tons. This is an increase over the same month last year of 7,000 cars or over 300,000 tons.

The United Coke & Gas Construction Co., of Sharon, Pa., an underlying company of the United States Steel Corporation, is reported to have received an order for 80,000 tons of coke from M. A. Hanna & Co., of Cleveland, to be used in the blast furnaces of the latter. This order, it is said, will keep the plant of the company at South Sharon in steady operation for a number of months.

The Dominion Coal Co. is reported to be building steel steamers which will have a capacity of 1,500,000 to 2,000,000 tons of bituminous coal a year and which will be largely used in the trade with Montreal. The harbor commissioners of the latter city have been asked to improve the docks leased to the company, on the ground that the increase in its shipments will demand it, and that they are now in a dangerous condition.

The Continental Coal Co., of Baltimore, has gone into the hands of a receiver, with liabilities amounting to \$25,000. Employees of the company have secured an attachment against the store and property of the company to guarantee the payment of their claims. The officers of the corporation are endeavoring to reorganize, clean up the indebtedness and resume operations. The mines of the company are located in the Meyersdale region of Pennsylvania.

Coal shipments from the New River field of West Virginia, during the month of July, are said to have exceeded all previous records, amounting to 452,025 tons, which is almost 50,000 tons in excess of the production during the month of June, which was considered a record-breaker. The coke was not included in the July shipments and included several thousand tons. Of

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Miners and Shippers,
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the July shipments it is reported that fully eighty per cent went to tide and was shipped via Newport News.

At a recent meeting of the board of conciliation in the anthracite region resolutions were adopted giving the right to operating companies to discharge men who load large chunks of coal or rock more than three feet square, but holding that before such discharges can be made, the men should all be informed of the existence of such a rule. The grievance was brought up by miners employed in the operations of Coxe Bros. & Co., Inc., and that company was asked to take them back and give them another trial, the men having been discharged June fourteenth.

Felix Yence and George D. Ecksaza, two miners employed in the Harwick mine at Cheswick, Pa., were recently arrested charged with entering a gaseous room to blast coal, after Mine Inspector F. W. Cunningham had placed a sign on the room notifying all miners to keep out. As they were about to fire the shot Inspector Cunningham detected them and the arrest followed. It is believed if the shot had been fired it would have resulted in a disaster similar to the one which occurred last winter in the same mine when 178 miners lost their lives. The miners were committed to jail for thirty days and fined \$100 each.

Improvements aggregating about \$300,000 are under way at the Brownfield and Redstone plants of the H. C. Frick Coke Co. in the Connellsville region. When they are completed it is said the plants will have the highest grade of machinery and be the most improved of any in the region. Work is being prosecuted on the air shaft and ventilator at the Redstone plant and new engines are being installed while a modern boiler house is being erected. The cost of this work will be about \$100,000. At the Brownfield plant the work of rebuilding the ovens has been practically completed, amounting to \$200,000, and they will be as good as new ones. There are 446 ovens at that point.

Many improvements are under way at the No. 6 breaker of the Pennsylvania Coal Co., near Pittston, Pa. The capacity of the breaker will be materially increased and modern machinery will be installed bringing it up to the standard of the No. 14 breaker, which is regarded as one of the best in the region. Temporarily the breaker has been closed down while the improvements are in progress. The increase in output will amount to about 1,000 tons per day, which will bring the capacity up to 2,500 tons in each working day. Practically the breaker will be rebuilt, the head having been raised six feet. The coal upon entering the breaker will be sorted as to size by means of shaker screens instead of by grate bars, which it is believed will amount to a considerable improvement.

Southern Coal and Coke Notes.

New Southern Enterprises.

The Proctor Coal Co., in the Coal Creek region of Tennessee, is contemplating the installation of a compressed air plant at its mines.

The Anderson Coal Co. of Jellico and Halsey, Kentucky, has been incorporated, with an authorized capital of \$15,000. W. S. Anderson of Halsey, Kentucky, will have charge of the development work.

The Diamond Coal Co. has been incorporated at Nashville, Tenn., to develop operations in Hamilton county, with a capital stock of \$10,000. The incorporators are G. H. Garmany, W. K. Garmany, I. A. Roberts, John T. Eubanks, and J. B. Mulligan.

The Yolande Coal & Coke Co., which was recently incorporated, is making plans to develop extensive coal mines and coke ovens at Yolande, Alabama, where it owns a large tract of land. It is probable that it will build about 500 coke ovens in that field.

John H. Tonkin of Wilkesbarre, Pa., who was referred to in THE BLACK DIAMOND last week as arranging for the development of coal properties in the vicinity of Wheatcroft, Ky., will organize the Rock Spring Coal & Coke Co., with a capital of \$100,000, as a developing company. Coal mines, with a capacity of 1,000 tons, will be opened. Mr. Tonkin can be addressed at Marion, Ky.

The H. Smith Quarrying Co. has been incorporated at Birmingham, Alabama, with an authorized capital of \$8,000, to engage in the operation of coal mines and to quarry limestone, marble and clay. The headquarters of the company will be in Birmingham. The incorporators are W. W. Praytor, Trussville; N. E. Hitt, East Lake; S. H. Smith, Hogansville, and J. B. Martin, Trussville, Alabama.

The Harder Gas Furnace Co. has been incorporated at Birmingham, Ala., with an authorized capital of \$500,000. The officers of the new company are as follows: President, W. L. Harder; vice president, Frederick Brucker; secretary and treasurer, O. N. Rouschenberger. It is claimed the company has patented a process by which it can convert bituminous coal into gas and use the latter for steam-making purposes. It is said that the company has made experimental tests in Birmingham, which have proved satisfactory, all the smoke being consumed.

General Southern Coal and Coke Notes.

It is announced that bituminous coal will be advanced thirty cents a ton at Charleston, S. C., on September first.

The store of the Turkey Creek Coal Co. at Hughes, Indian Territory, was recently destroyed by fire, causing a loss of \$10,000, which was fully covered by insurance.

The Webster County Coal Co., which has been sinking a shaft near



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nection with mine.

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Trade Mark.

Providence, Ky., has struck coal at a depth of eighty-five feet. A switch will be built connecting the mine with the Louisville & Nashville railroad.

In spite of the early rumors to the contrary, the Louisville & Nashville railroad has secured a renewal of the contract to supply Alabama coal to Tampico, Mexico, during the coming year, and will haul it to Pensacola, Fla., where it will be loaded in vessels. The contract calls for the delivery of a minimum of 10,000 tons of coal a month at Pensacola.

It is reported that the Southern Railway now owns 72,000 acres of coal land in Walker county, Ala. E. D. Stone, mining expert for the company, has recently made an investigation of the land and has found that it is very rich in coal. That along the Warrior river is especially so. No announcement has yet been made when the company will develop this coal.

At the joint conference of operators and miners in the Tennessee district the operators asked a reduction of fifteen per cent in the pay to the diggers of coal and ten per cent reduction for dead work. The miners asked a straight run-of-mine basis and nine hours pay for eight hours' work. No agreement had been reached in that field, according to the latest reports.

With one or two exceptions all of the iron and steel companies in the northern Alabama district which own coal mines have posted notices at the latter that they will resume work on the "open shop" basis, and that all miners who present themselves for work, whether union or non-union, will be given positions. It is feared this will result in more or less friction in that field, as the miners are well organized.

It is reported that the Alabama Consolidated Coal & Iron Co., of Birmingham, Ala., has signed the temporary scale with its miners, which is the same as a year ago, providing for a minimum of forty-seven and a half cents and a maximum of fifty-seven and a half cents for producing coal. About 600 employes are affected by this contract and have returned to work. They all belong to the union. The other large furnace companies continue to refuse to sign the contract.

Literary Notes.

William Allen White analyzes some of the opposition to the re-election of President Roosevelt in an article on the Postal Frauds in the September *McClure's*. Roosevelt's "unreasonableness" in dealing with crimes against the state, his prosecution of thieves and law-breakers, has organized against him dishonest forces in high circles and in low circles. The appearance of one honest man in a group of thieves produces the instant

crystallization of the group. Mr. White finds a homely and practical meaning in Roosevelt's action in the postoffice business, namely, that when a thief steals from the American government, if there is a law to punish him he must prepare for trial, and if guilty go to jail. That is why Roosevelt is regarded as an unsafe man in certain business circles, where business methods and traditions license acts which, scraped off the veneer of high finance, are mere stealing. The encouraging conclusion is reached by Mr. White that "the movement toward common, old-fashioned honesty seems to be a general movement. It seems to be springing from the people, and to be making itself manifest through men like Roosevelt and Bristow and Folk and Jerome and the Chicago crowd bearded by "Billy Kent, and hundreds of lesser lights known to the people of every community; this movement is using the party system to its ends with much practical skill; and also the movement toward political decency is clearly growing strong in the great newspapers and magazines of the country."

With six stirring short stories, with the second installment of the absorbingly interesting "Dr. Nicholas Stone" novel, and with three special articles, including the now famous "Indian Fights and Fighters," the reader of *Pearson's Magazine* for September finds himself supplied with one of the brightest, most interesting companions to his travels in this, the most ideal of all vacation months. In the "Dr. Nicholas Stone" installment the hero, on the trail of the "insurance murderers," is himself rescued in the nick of time from cremation—a cheerful dispensation of Providence, considered in these sizzling days of past-middle summer. "The King and Queen of Smugglers" is a charming love and adventure story by Halliwell Sutcliffe. "The Gem of Life" is a story of love and mystery garnished with the breath of life among the golden maidens and the brown men of far-away India. Then there is a stirring "Don Q" story, separate and complete in itself, as is every story in this famous series. And three other bright stories are there. In the special articles, Cyrus Townsend Brady's "Indian Fights and Fighters" tells of the last stand, and the cutting-up of the Seventh Cavalry, and the death of that most celebrated of all Indian fighters—Custer. Albert Bigelow Paine contributes an installment "The End of the Ring," in his Thomas Nast article. And in "California," in the "Stories of the States" series, is told the early days of lawlessness, murder and vigilance committees down to the present magnificent prospects of this Cæsar among our states.

The power of human personality is strongly impressed on the reader of the September number of *The Booklovers Magazine*. Three strong men of the age, strong in widely differing degrees—Minister Witte, "Boss" Platt, and the late G. F. Watts—are the subjects of three most interesting articles. Beyond its obvious timeliness, Mr. N. T. Bacon's estimate of "Russia's Ablest Statesmen" is in reality a well balanced and well informed resume of the state of Russia's internal affairs, much more valuable than columns of war news. Mr. Joseph M. Rogers has done for Platt what he recently did for Quay—painted him to the life. His study of the "Easy Boss" abounds with anecdotes and epigrams, and is profusely and very amusingly illustrated. The illustrated article on "A Painter of Men and Ideas" is an appreciation of the life work of one who was not only a great painter, but a great man—George Frederick Watts. Mrs. Charlotte Perkins Gilman's paper on "The Growing Power of Woman" records her impressions of the International Congress of Women recently held at Berlin. The art features of the September number of *The Booklovers Magazine* are singularly rich. Mrs. Marcia Oakes Woodbury's four pictures of little "Dutch Children," reproduced in color, are particularly quaint and charming. The photographs of "Artistic Bridges and Gateways," taken by Mrs. Phebe Westcott Humphreys, illustrate a most commendable phase of what might be called the idealization of the commonplace. Mr. A. G. Learned presents in "Some Types of American Beauty" four drawings that are notable in their way as are the now familiar ones by Gibson, Christy, and other delineators of pretty girls. Mr. Learned's types are fresh, dainty and very pleasing.

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General Review of the Markets.

The advent of September first in the coal trade generally marks a new era in all branches of the business—in anthracite as well as in bituminous. During the six months of spring and summer, business is on a weak basis and generally there is more pressure to sell coal than there is to buy it. From September first till the new mining year, which commences April first, it frequently happens that there is more pressure to buy than there is to sell. In anticipating the future of the fall and winter market for 1904 and 1905, it can not be said that all of the conditions are entirely favorable. Nevertheless, there is every reason to believe that there will be a greater improvement in demand and that prices which will prevail for the next six months will return a better profit to producers and shippers of coal than those they have recently experienced.

The worst feature of the situation is in the matter of production of bituminous coals. There is no question but that the stimulus given the trade by the anthracite strike of 1902 resulted and is still resulting in a continued heavy investment in, and the development of new coal properties. Normal production of bituminous coal today would be markedly in excess of the normal consumption. Tremendous gains have been made in the opening of new properties. The number of these new properties has been large, but one of the features of the situation which merits comment is the fact that each mine opened has had a tonnage much in excess of the mines that were opened ten or fifteen years ago. It is not uncommon now to hear of a bituminous mine with a capacity of 1,500 to 2,000 tons a day, while a few years back 1,000 tons was probably better than the average for the new operations that were being developed. To the close student of the question of supply and demand, it must be apparent, then, that the maximum tonnage which can be produced is excessive; in other words, that if all the mines were producing there would be an overproduction.

The most favorable feature, however, is found in the fact that railroad transportation necessarily places restriction on the output of the mines, even though more coal can be produced than can be transported. The particularly favorable feature of the outlook for the fall and winter is that transportation facilities the country over, as compared with a year ago, will probably be less, while the coal tonnage which will be required will be greater. This somewhat anomalous statement can be explained in this way: Stocks of coal are much less than they have been on September first during the last half decade. Low prices during the summer made buyers over-confident and they practically have not stocked any coal except some few cars, which have moved during the past fortnight. To transport the same tonnage of coal as was moved from April first last year to January first of the present year will place much greater pressure on the railroad companies, owing to the fact that none is now in stock.

Railroads Have Followed a Policy of Retrenchment

On the other hand, a policy of retrenchment has been followed in the operation of transportation companies. They have not increased their equipment; they have not added new switch tracks or increased their terminal facilities, so that they are not in position to cope with any increased business. As a matter of fact, they have permitted the efficiency of their equipment to deteriorate through the summer by closing their machine shops and by keeping cars and locomotives in as long service as possible. It is fair to assume, then, that the physical condition of the railroads of the United States is not as good as it was a year ago. Add to this an increased tonnage of coal to be moved (and coal tonnage constitutes nearly sixty per cent of their traffic), the chances seem to indicate that we will have more trouble from lack of transportation, from delays in the movement of coal and from insufficient motive power and cars than we had last year. The production of coal is not such a feature as the matter of transportation, and it is apparent that production must be more or less curtailed from this time forward till the close of the winter season; that operators will be correspondingly restricted in their output and that

supply can not exceed the demand, owing to these physical impossibilities.

In the spot bituminous trade this week there is a better feeling, and, while demand is light yet, the outlook seems more favorable than it has been in some months. The improvement in the situation is reflected in the greater confidence shown by producers of coal in the future. They are following a waiting policy and are not attempting to dispose of their coal with the same urgency which characterized the situation six or eight weeks ago. Prices are on a steadier basis, which is an indication that the producing companies are not digging more coal than they have a market for, but are keeping their shipments well within conservative limits and will continue to do so until such time as the demand will absorb a normal tonnage. In eastern tide-water markets it is reported that there is a quiet demand for coal, but there is no surplus that is offered under demurrage and prices hold to a steady basis. The range of quoted prices given is better than it was, and if there was a heavy demand which would absorb a large amount of coal the business would be on a most satisfactory basis. Buffalo also reports more favorable market conditions, indicating that sales agents and producing companies believe there will be a fair volume of business during the fall and winter. Prices there have gained slightly, but are still very low. In the eastern all-rail trade considerable coal is being taken. Consumers have light stocks and are beginning to store some coal for their future requirements where they have yardage room, while the dealers are taking in coal in anticipation of the fall demand from householders.

Domestic Bituminous Coals Are On a Better Basis

In the western bituminous trade a better feeling continues to dominate domestic coals, while steam coals are on a weak basis. Orders placed for the better grades of both western and eastern soft coal have in several instances been in excess of the probable production for the month of September. Where this has occurred the producers have made slight advances in their prices and believe they will be able to obtain the higher quotations by the time that they have caught up with business which they now have in hand. Owing to strikes and the fact that there has not been a general resumption of manufacturing, the demand for steam coal in the west continues light. Railroads are taking a little better tonnage, but otherwise there has not been much change. Screenings, slack and other fine grades are on a weak basis, generally speaking, with prices in some instances below the cost of production. September is the stocking month for bituminous coal in the west and there should be a decided improvement in the situation during the next few weeks. By the middle of the month it is anticipated that demand will be in full swing and that current business will have assumed very satisfactory proportions.

In the east there is a fair run of current orders for anthracite for immediate delivery. All-rail buyers are taking the most coal, largely from the fact that they do not always have storage facilities and are obliged to take in supplies when householders begin to place orders with them. Householders are returning from their vacations and are laying in their winter's supplies, which constitutes the bulk of the present business in the all-rail trade. In eastern coast-wise business there has been some weakening of vessel rates and dealers are taking advantage of this to place orders for scattering cargoes, which will round out storage stocks.

In the western anthracite trade there was a little flurry the latter part of August to take advantage of the discount from full circular basis, but it is expected the first week in September will be quiet and that the actual fall business will not commence much before the middle or latter part of the month, depending very materially upon the weather conditions and whether there is frost before that time. Retail demand continues to be sluggish, but will undoubtedly show a better tone from this time forward.

Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., Sept. 2.

General trade conditions pertaining to coal are more encouraging this week than they have been at any time within the past six months. This statement does not signify that prices are on a satisfactory basis and that the volume of business is larger than can be taken care of, for there is plenty of room for improvement without any of these extreme conditions being reached. The meaning intended to be conveyed, however, is that there has been a gradual improvement. That this is true is found in connection with the returning confidence of the shipping interests. Coal companies who have been keeping their expenses down to as low limits as possible during the summer are beginning to expand. They are taking on new traveling men, preparing to increase their advertising and are making preparations which indicate that they expect a large volume of business from this time forward. This confidence in itself is an indication of better things in the coal trade. It shows when it becomes general in the way it has during the past fortnight that all the principal factors in the situation are gauging the outlook from about the same basis and that this is an encouraging one.

Greatest Improvement Has Been In Domestic Coals.

In the bituminous list the greatest improvement has occurred in domestic coals. Early orders are coming in quite freely and mark a difference as compared with the conditions which existed a month ago at this time. Then there was no demand and orders were few and far between. The weakest branch of the bituminous trade in the west continues to be in steam coals. Screenings and the small sizes are extremely dull in the Chicago market, and elsewhere it is reported that demand is scarcely sufficient to cover production. Run-of-mine and inch and a quarter steam coals are also weak, with prices showing practically no change from last week. It is realized that there must be more of a revival of activity in general industrial circles before the coal trade can hope to profit materially by securing an enlarged demand and better prices than those prevailing at present. Strike conditions affect the coal trade more or less. The increase in the number of men involved in the packing house strike and the extreme improbability of an agreement being reached between the employers and employes in that industry is only one factor which is curtailing the requirements of the trade for these coals. There are numerous others, it being reported last Monday that there were over 100,000 laboring men on strike in the United States, which, of course, would have a wide influence in curtailing the production of the industries involved and in the consumption of coal in such industries.

In the western anthracite trade the demand the past week has been somewhat spotted. Some of the shippers report they have had a larger run of orders than the latter part of last week, while others say that business is holding steady on about the same basis as a week ago. Much depends upon the territory which is reached by the different shipping companies. Those which move a large tonnage to parts of the west where the crops have already been harvested are undoubtedly beginning to feel some of the benefits which always follow the harvest season.

Anthracite Collections are Reported as Very Backward.

The most bitter complaint at present is over the matter of collections. One anthracite shipping agent in Chicago is authority for the statement that never in his ten years' experience have collections been as bad as they were during the month of August. He says that it seems almost impossible to secure money from the trade and that many accounts have become long overdue. City collections are described as worse than in some parts of the country, but all are in bad shape. These conditions are explained on the ground that retail dealers have taken in supplies of coal, but have not yet received sufficient orders to absorb them and therefore are unable to meet their obligations, because they have the coal still on hand. This probably has considerable to do with the situation and has influenced the reduced movement of domestic bituminous coals that has occurred thus far during the fall. The active consuming season is not remote, however, and as soon as householders begin to take in coal there should be an improvement if bad collections are due to this cause. It is probable though that poor business conditions during the summer, the lack of work on the part of some laboring men due to strikes and the curtailment of their income for other reasons all have had an influence in bringing about the present situation.

The movement of anthracite westward by way of the great lakes continues on a steady basis. There was some complaint the latter part of last week of a reduction in the volume of coal arriving at Buffalo, due to the restrictions on production at the collieries, but this week more coal was forwarded by rail to that point and movement westward has again increased to about the normal basis that prevailed throughout August. Shipping agents in the west are not exerting much pressure at this time to get coal forward. They have accumulated some stocks which are fairly well sorted, and the feeling seems to prevail that there will be sufficient anthracite available for all requirements. All-rail movement from the collieries continues steady and is sufficient to meet the current requirements of the trade.

In the western bituminous trade nearly all eastern coals remain on a steady basis, owing to the restrictions placed on production, and the fact that movement is no larger than is called for by current business. The transportation conditions which had more or less influence on the situation a week ago have been relieved and there is no complaint of embargoes or shortage of cars at any important point. In the western fields mines have been operating as full time as the number of available orders has required and there have been plenty of cars and fairly quick transportation. In the West Virginia and Ohio fields the car shortages spoken of last week no longer are a factor, and operators are being given prompt service.

Notwithstanding that the effect of these hindrances to railroad transportation has been eliminated and fairly good time is made in moving coal, the situation last week attracted more attention than ordinarily and the prediction is more freely made now than at any time that there may be more or less difficulty in moving coal during the fall and winter when requirements of tonnage from the rail lines will be largely increased through the addition of other commodities, such as grain, foodstuffs and general merchandise. The situation last week caused some attention from those who take into account all the factors which go to make up a good or a bad coal market, and it is generally conceded that if there is as much disturbance to transportation conditions as may reasonably be expected during the next few months it will have a stimulating effect on prices and on the urgency with which buyers of coal press their demands for supplies.

In eastern bituminous coals, smokeless continues to hold a commanding position, which must reveal to the operators producing this coal the wisdom of keeping their all-rail movement westward within conservative limits. Lump and egg smokeless are most active and are very far short of the requirements of the trade. Some of the Chicago shippers this week have issued circular prices for the month of September based on a price of \$2.00 f. o. b. the mines for these grades, which would make the selling price at Chicago \$4.05. This is almost a dollar higher than the price of run-of-mine at the mine, and any further increase in the prepared sizes will place them phenomenally high, judged from a comparative basis. Run-of-mine Pocahontas and New River coals are held on the same basis as formerly and are fairly steady, although the requirements of the trade are restricted, and the Chicago market can not stand heavy shipments at this time without developing weakness in the price situation. Tug river smokeless continues to be well held and the range of prices prevailing is \$2.95@3.05 f. o. b. Chicago.

In the demand for West Virginia splint coal there has been little change. Prices are steady and orders placed with the principal shipping agents form the basis for ordering coal forward. The range of prices on lump is \$3.25@3.55 f. o. b. Chicago. Some run-of-mine splint has been offered in the Chicago market during the week at sacrifice prices which resulted in a loss to producers. This market can take only a small tonnage of such coal and producers should have orders in hand before they make shipments. Fairmont coal is kept within reasonable limits by the larger shippers, with the market fairly steady at the previous range of prices.

Youghiogheny coal holds unchanged, with now and then a small lot offered at prices ranging around \$2.90@3.00 f. o. b. Chicago. Pittsburg No. 8 coal is in light supply.

In the Ohio list of coals there has been no important change. It seems assured that there will be no advance in the price on Hocking all-rail in western territory, demand continuing to be light as compared with former years. The principal shipping interests report that arrivals are not heavy, however, and it is only occasionally that any demurrage coal is on offer. Jackson Hill lump is held to a steady basis with quotations on the basis of \$2.25 f. o. b. the mine or \$3.90 f. o. b. Chicago in jobbing movement and ten cents higher in movement to the trade.

Some Western Domestic Coals Are Advanced

On the first of September the price of Cartersville standard coals originating on the Illinois Central railroad was advanced fifteen cents a ton for lump and six-inch egg, making the circular basis \$1.75 f. o. b. the mine for the former and \$1.65 for the latter. It is reported that most of the shipping interests on this road have orders accumulated ahead for the prepared sizes and for washed coal. Under the circumstances there is a feeling that the new price can be well maintained until such time as new business begins to accumulate. Some of the shippers on the C. & E. I. road have also made a similar advance in their prices. High grade domestic coals from the principal fields of Indiana are also on a firmer basis, generally speaking, with some of the producing companies oversold, they having put in effect an advance of ten cents a ton. High grade Linton lump is held at \$2.15@2.30 f. o. b. Chicago or about \$1.50 at the mine. Four and six-inch domestic lump from Sullivan county is held on the basis of \$2.25@2.35 f. o. b. Chicago or \$1.45 f. o. b. the mine. Steam grades of Indiana and Illinois coals are weak and the price range is about the same as on last Saturday. Run-of-mine is also on a weak basis. Northern Illinois operators have not announced any advance in chunks and domestic lump coal, but it is anticipated such an advance may be made either the fifteenth of the month or October first.

Western screenings are attracting much attention and are largely in excess of the supply as is quite common at this season of the year. The range of prices is 90c@1.00 f. o. b. Chicago for Brazil Block up to \$1.65 f. o. b. Chicago for the best grade of Cartersville three-inch screenings. Some Wabash screenings have sold around \$1.00 on the Chicago f. o. b. basis, while Springfield screenings have shown a wide range. Sullivan and Greene county standard inch and a quarter screenings have held at \$1.25@1.40 f. o. b. Chicago, according to whether they were drawing car service or not. Undoubtedly the curtailment of consumption owing to continued quietness in manufacturing circles and due to the packing house strike is the cause of the present exceptionally low market on this class of coal.

In the western coke trade there has been no important change. A small amount of seventy-two hour Connellsville coke is moving at \$4.65@4.75 f. o. b. Chicago, while some of the high grades of West Virginia coke such as Fire Creek and Gauley Mountain are attracting more attention and are moving in small quantities at circular quotations. Gashouse coke is in short supply and is held very firmly. Quotations on gashouse coke are \$3.75@3.85 f. o. b. Chicago. Marmet gas coke is held at \$4.00 f. o. b. Chicago.

Specialties such as cannel coal and smithing coal are held on a steady basis. Movement of the former is fairly liberal at this time of the year, as dealers who handle it are taking in stocks on orders placed in the summer.

The West Virginia Mining Field.

WHEELING, W. VA., Sept. 1.—(*Special Correspondence.*)—The situation in West Virginia still presents the unique phase of two districts shipping an immense amount of coal, while other districts are idle or comparatively flat. Every little indication on which hope can be based is grasped with enthusiasm, but the fact remains that generally the coal business in this state is still bad. New River mines are shipping a great deal of coal to tidewater and Fairmont continues to send big consignments to the lakes. In other fields there are some mines which manage to keep going with others doing partial or no time and at no point is there a substantial boom. On the whole, however, the situation is better than it was five or six months ago.

Prieses fail to pick up and coal is being sold as low as ninety cents a ton, run of mine, which is just about as near the cost of production as possible.

Less was heard of a car shortage this week, a number of cars having been sent into Fairmont, but on three days in the last week there were not available cars. It is a question if the demand was really acute whether there would be any risk of serious delay. Those who are skeptical in this line naturally are not in Fairmont region and they are the ones who affect to believe operators with an eye to advertising have a penchant for complaining about car shortages and being always rushed with orders. Hence, they can not understand why Fairmont should be so active while other fields present a different appearance.

Heavy Shipments Over the Baltimore & Ohio Railroad

The Baltimore & Ohio railroad reports tell the story. From June fifteenth to August twenty-sixth over 1,250,000 tons, it is said, were moved from Fairmont to the lakes. From 500 to 750 cars are going over this railroad now to the lakes, which is almost exclusively from Fairmont, the local trade along the line in Ohio not being included.

Freight traffic generally has been light this summer and the coal operators along the Baltimore & Ohio have kept things almost normal, for in this section there are not seen the lay-offs and reductions of forces common to the Pennsylvania and other lines. There have been but a few instances of retrenchment and they pertained to the clerical or office working forces at division points, although there are rumors of decreasing the operating force.

Alleged railroad discrimination is heard again in the suit brought by the Media Coal Co., of Barnesville, Ohio, about twenty miles west of Wheeling, with head offices in Fairmont, against the Baltimore & Ohio railroad before the interstate commerce commission. Failure on the part of the railroad to construct proper sidetrack connections like those given to competing companies and undue preferences for competitors are charged.

Railroad Engaged in a Political Fight

It is said that Representative Joseph H. Gaines, who is having a hard fight to get back into congress, having a rival republican candidate in the field, nominated by a rival convention, and also a democratic opponent, is being fought by the Chesapeake & Ohio railroad because of a resolution he presented in the house asking for an investigation of charges that the railroad was discriminating against independent shippers in the New River and Kanawha districts. Action on the Gaines request has not yet been taken. It would not be surprising if he is being fought along this line, for the subject of railroad discrimination is growing in intensity in West Virginia.

The Youghiogheny & Ohio Coal Co. has begun a survey for a two-mile switch from a 15,000 acre tract it owns in Belmont county, Ohio, to a connection with the Pennsylvania railroad at Glens Run, opposite Wheeling. When the survey is made the railroad will build the road and development of the coal land will immediately follow. The coal company is a Pittsburg concern which operates extensively in Ohio and Pennsylvania.

Kansas City and Missouri River Trade.

KANSAS CITY, Mo., Sept. 1.—(*Special Correspondence.*)—The district convention of the United Mine workers of District No. 14, which closed in Pittsburg, Kan., on August twenty-fifth, did not appoint a conference committee to meet with the operators to arrange details of wage scale matters. Such a proceeding was unnecessary. Bennett Brown, the commissioner, and S. W. Kniffin, the secretary of the Southwestern Interstate Coal Operators Association, has met with the miners' scale committee and agreed upon a contract covering all the disputed points. The only changes in the contract over last year were the incorporation in it of the agreements reached in the year between George Richards, president of the miners union and Bennett Brown, defining sections of the agreement which were under dispute.

One of the most important steps taken by the convention was the election of a statistician. The duties of this office will be confined to gathering statistics relating to the cost of mining coal, the market prices, cost of living, etc.

The convention also went on record as favoring miners' stores co-operatively conducted. The plan is for the district organization to own the stores. The action of the convention was not final, but the proposition will be referred to the membership by referendum vote. If the movement is successful it is proposed to use the district fund in starting the stores. This fund, which is raised by a fifteen-cent per capita tax a month, amounts to about \$1,500 a month and the amount now to its credit in the bank is about \$18,000. The district constitution provides that the money shall be used only for strike purposes.

Miners Plan to Own Their Stores

It is proposed to have the principal store in Pittsburg and branches at Meriden, Mineral, Scammon, Weir, Chicopee and Frontenac. Ultimately the plans call for the establishment of a store in every coal camp in the district.

The convention voted \$1,000 in cash to the Colorado striking miners, and levied an assessment on the miners of the district of fifty cents a month per capita, aggregating \$5,000 a month, to be sent to the strike fund until the trouble is ended.

John H. Dennis, a coal mine operator of Macon, Mo., has been missing since August thirteenth. He left home to go to Bevier, where he said he intended to hire some men. He is known to have had considerable money. All the abandoned shafts in the vicinity have been examined and also the sides of the highways between Macon and Bevier. His absence was not reported to the police by Mrs. Dennis until August twenty-second, because she supposed her husband was detained by business. Mr. Dennis is forty-seven years old and has been in the coal business twenty years as pit boss, superintendent and operator.

Advices from Salt Lake City, Utah, are to the effect that the Utah Fuel Co. will send no more coal to points north and west of Ogden after September first. The company has been notified by the Southern Pacific railroad that the coal tariff rates to points north and west of Ogden have been cancelled. This means that the coal and coke of the Utah company is to be shut out of Idaho, Montana and Nevada, and that the territory is to be supplied henceforth with coal from the mines along the lines of the Union Pacific and Oregon Short Line.

Price lists for retail buyers, issued early this month by Kansas City dealers, call for the following prices for fuel, August delivery: Pennsylvania anthracite, all sizes, \$10.50; Arkansas anthracite, highest grade, lump, \$6.50; Arkansas anthracite, highest grade, sizes, \$7.50; Kansas and Missouri lump, \$4.25, \$4.00, \$3.50; Excelsior lump, \$3.75; seventy-two hour foundry coke, Connellsville and New River, \$10.50; gas house coke, \$5.50; Davis big vein blacksmith coal, \$7.50.

The dealers are well supplied with coal of all kinds and are already booking heavy orders for winter consumption.

Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Sept. 1.—(*Special Correspondence.*)—"The movement to consolidate the thirty-six independent river and rail coal companies of the Pittsburg district into one large corporation may possibly fall through because the preliminary estimates of the value of the plants as given by some of the companies are regarded as excessive." J. H. Sanford, of the Clyde Coal Co., with offices in the Connestoga building, made this statement today, adding that most firms had given very conservative estimates of the value of their plants. The question of financing the big concern has been considered and eastern capitalists are being interested. The matter is entirely in a primitive state, but there is no intention of giving it up, and in a few weeks the proposition will be given careful consideration.

Mr. Sanford pointed out today that many coal operators are out of the city on their vacations and until they return nothing can be accomplished, but within a week or two the movement to consolidate is expected to take some definite shape. The thirty-six independent companies in the business hold about 100,000 acres of coal land, representing a large part of the available marketable coal land in the district. These companies have an approximate tonnage of 9,000,000 tons annually and are in what is known as the Pittsburg district. The entire proceedings so far as consolidation is concerned, have been preliminary, no options having been asked for. It is believed that \$30,000,000 will be required to finance the company.

Independent Operators Demand Prices That Are Too High

"The organization of such a company would be of the utmost benefit to the coal trade," said Mr. Sanford, "but unless some of the independents who have given approximate estimates on the value of their plants shade their prices, the movement will fail. Most firms have given estimates of the value of their properties, which are considered reasonable, while others no doubt have given excessive prices. This, however, is a matter of adjustment and there is no reason why a conservative basis can not be decided on. Nearly all of the independents have expressed a willingness to become a part of the proposed corporation. Eastern capitalists are being interested in financing the deal, but nothing definite has been done. No meetings have been called, but it is likely that within a week or two the organization of such a concern will begin to assume some life. No, I do not care to say who are the principal movers in the proposed organization, but I hope that the company will be formed, because it will be an excellent thing for the coal business generally."

The Pittsburg-Buffalo Coal Co. has just issued a handsomely bound volume of interest to the trade. It is bound in black leather and handsomely stamped.

Among the data compiled are some very interesting statistics on coal mining conveniently arranged for reference. Comparison is made of the coal tonnage in the United States with that of all other countries, showing that the domestic production for the last year exceeds that of the second highest coal producing country, Great Britain, by nearly 100,000,000 tons. By a careful calculation the fact is brought out that the coal output of the United States loaded on cars would form a train extending around the world four times and from Pittsburg to Buffalo.

Coal Firm Prepares History of the Trade

Coal was mined in the United States in 1697 when Father Hennepin discovered "cole" in Illinois and in 1864 William Penn granted the privilege of mining coal in Pittsburg. Thomas Jones made the first attempt to transport coal down the Monongahela and Ohio rivers. No records of tonnage of coal mined were kept until 1840, when Pennsylvania produced 464,826 tons. Production increased slowly and the million-ton mark was not reached until ten years later. The production of this state last year was 103,271,057 tons. The total production of bituminous coal in the United States last year was 285,107,392 tons, and anthracite 74,313,919 tons, or a total of 359,421,311 tons. The total value was \$354,154,285 for bituminous and \$152,036,448 for anthracite, a total of \$506,190,733. The increase in production over the

previous year was, bituminous, 24,890,548 tons, value \$63,295,802; anthracite, 32,940,324 tons, value \$75,862,862.

The increase in production in the Pittsburg district has been remarkable. Last year the tonnage was 37,804,192 tons, including the production at the river mines of 8,227,838 tons. This was an increase in the brief period of seven years of 19,617,535 tons or more than 100 per cent.

Regular shipments of Pittsburg coal to Ohio river ports began in 1817 and in the following year records show the shipments aggregated 116,000 bushels. Pittsburg coal was shipped to New Orleans in 1830. In 1863 first regular shipments were made to Cleveland, the freight being \$4.67 a ton.

Cost of Production Compared in United States and Great Britain

An interesting comparison of the cost of production is made between this country and Great Britain. In one year, according to the records, the production in the United Kingdom was nearly 43,000,000 tons less than in the United States and the value of the British product was put at \$467,000,000 and that of the United States at \$372,000,000. The difference is not due to the quality of coal, but to the superior methods employed for mining in this country. In 1902 there were employed at coal mines in the United States 518,000 men and at the mines in Great Britain 805,000 men were employed, but the production in the United States was nearly 50,000,000 tons greater. Mining machinery and automatic electric haulage systems are used almost exclusively in the Pittsburg district mines today, while a few years ago all coal was mined with picks and hauled out in cars drawn by mules.

Uriah Bellingham, vice-president of District No. 5, United Mine Workers, returned this morning from Brownsville, where he investigated conditions in the mines. His report was anything but encouraging. He declares many of the mines have been running only a small portion of the time, the only mines running anywhere near full being the Braznell and Grindstone mines. He expects a resumption, however, when the Superior docks are cleared and when a stage of water sufficient to float boats down the Ohio comes.



The St. Louis Coal Market.

ST. LOUIS, Mo., Sept. 1.—(*Special Correspondence*).—There has been a slight strengthening in the coal market during the past few days. Coal is coming in quite freely and there have been large quantities sold. So many mines have been opened up recently and such large outputs are coming in that the supply has more than kept pace with the demand.

The increase in prices has been caused by the improvement in the demand, occasioned by the season, which has commenced to open up. The domestic demand particularly is showing quite an improvement. The cheaper grades of coal, while a lot are coming in, have shown the smallest improvement in prices, because the demand for those grades is not so great.

The prices now quoted are: Mine run, \$1.15 per ton on the east side; shaker screen \$1.39 per ton, and high grade, strong at \$2.00.

W. Kishbaugh, general sales agent of the Mill Creek Coal Co., at Mauch Chunk, Pa., is here for a few days as a guest of J. D. Barth, president of the Barth-Rose Coal Co.

Change in a Leading St. Louis Coal Company

The Berry-Bergs Coal Co. is a new company that has recently been incorporated here with a capital stock of \$30,000, fully paid, with the following incorporators: Ed. H. Coffin, 149 shares; Frank J. Bergs, 148 shares; Robert L. McLaren, Jacob P. Bergs and W. H. Coffin, one share each. The new company has purchased all the assets, in fact the entire business of the Berry Coal & Coke Co., of this city. E. H. Coffin is the president of the new company. For twenty years he was with the Wabash railroad as city ticket agent, but retired to go into the directorate of the Lincoln Trust Company and sold out his holdings in that financial institution when it was consolidated with the Missouri Trust Company. F. J. Bergs, the vice-president and general manager of the new company, has been secretary of the Berry Coal & Coke Co., but for several years before going into the coal business was the city passenger agent of the Wabash railroad. Both gentlemen have a very wide circle of acquaintances among business men in St. Louis. W. H. Coffin, son of E. H. Coffin, is the secretary and treasurer of the company. Business will be continued at the old offices of the company at 613-614-615 National Bank of Commerce building.

The yards will be at the old place, Wabash and Missouri Pacific railroads, at Vanderventer avenue. Mr. Berry will have holdings in the new company, but will hereafter make his home in Chicago, and will organize the Berry Coal & Coke Company of Illinois, with offices in the Monon building, Chicago. He will look after the northwestern territory for both companies.



Southern Markets and Coal News Notes.

NASHVILLE, TENN., Sept. 1.—(*Special Correspondence*).—Nashville retailers report that there has been a great activity in coal for the last week or ten days on account of the raise of one cent per bushel that went into effect on September first. While the dealers are fairly well stocked and while the price of the mine product is less than it was a year ago, the usual raises will be made this fall, another being decided upon for October first, following the one just about to be made. Good coal can now be bought in one hundred bushel lots at twelve cents for lump and eleven cents for nut. The October rate will make it fourteen cents for lump and thirteen cents for nut. There is not so much hurry apparent as there was last year to get in winter coal and the activity has been confined to small orders.

Just at present the large coal mining companies on the Tennessee Central railroad, eastward of Nashville, are throwing their entire output into the Chicago market. The Chicago-Tennessee Coal & Coke Co. at Waldensia; the Cumberland Coal & Coke Co. at Millstone and the Crawford Coal & Iron Co., of Crawford, are all reputed to be making good sized shipments to Chicago.

This movement of coal has taxed the Tennessee Central and the Illinois Central has had to increase its motive power at Louisville as a result of which the two roads are making arrangements for joint facilities on a large scale at Hopkinsville. Transportation officers of the Tennessee Central and the Illinois Central are now preparing to make fast time freight schedules between Chicago, St. Louis and Nashville. Prospects for coal development on the line of the Tennessee Central this fall are very bright and it is believed by those in close touch with the situation that the combined operations on this railroad before the close of the year will be turning out for eastern and northern markets fully 5,000 tons of coal per day. It is even rumored that the Tennessee Central in order to accommodate the large demand for the excellent quality of coal on its line will have to build at least one branch into a very productive coal territory in the near future.

Notes from the Eastern Tennessee Fields

Jesse T. Hill, general manager and treasurer of the Alpine Coal Co., of Chattanooga, has been at Knoxville attending the joint meeting of the miners and operators and he regards the situation as a very acute one. The present wage contract expires September first, and unless an agreement is reached by then a strike of the 4,000 miners in eastern Tennessee and in Kentucky may follow. Twenty-four coal companies in this field were represented at the Knoxville meeting. Later reports are more reassuring on the wage and scale agreements.

The St. Charles Coal & Coke Co. has been organized at Bristol, Tenn., with a capital stock of \$50,000. It will do a coal and coke business in Lee county, Virginia. The officers are N. D. Bachman Jr., president; C. W. Bondurant, vice-president.

Insley King will open a retail coal yard at Knoxville, Tenn., on the Island Home pike.

A. McDonald and J. H. Watts, with three others, incorporated as the Stanley Creek Coal Co., in Roane county, are about to commence the shipment of coal from their new mine on the Paint Rock branch, about two miles from Almy in Scott county. The company has 500 acres with a forty-inch vein of very fine domestic coal. They have been at work several months and have 1,000 feet of entries completed.

News Notes from the Alabama Field

The Clifton Coal & Coke Co., of which George Clifton, of Greenville, Miss., is president, with a barge line from Greenville to Vicksburg and Natchez, and whose business is to buy and sell coal, expect to handle during the first twelve months at least 75,000 tons of Alabama coal. Mr. Clinton has just been at Birmingham and New Orleans and states that the company is getting in readiness for its work. While the concern has only two tugs, a tow boat and eighteen barges, it is proposed to increase its capacity and it will soon be in shape to handle a large amount of the product of the mines.

With the barge lines of the Pittsburg Coal Co. and the Clifton Coal & Coke Co., there should be a large amount of Alabama coal handled down the Mississippi river from now on. No less than 150,000 to 250,000 tons of coal will probably see its way down the Mississippi from the mines of Alabama. There are prospects in Alabama for an advance of prices within the next few weeks.

Since the strike started in Alabama many nonunion miners from Kentucky have come to Birmingham to go to work in the coal mines thereabouts. The 7,000 union miners who are out receive funds of \$10,000 a week, it is said, from the national organization of the United Mine Workers.



Connellsville and Coke Production.

CONNELLSVILLE, PA., Sept. 1.—The *Courier*, reviewing the coke situation, says: "There is a silver lining to the clouds that have been overhanging the coke trade. In the two weeks dating from August thirteenth to the twenty-fifth, there was added to the active list of ovens in the Connellsville region more than 1,000 ovens. Of these 649 were placed in operation last week and are now in the producing column. The balance are being fired this week and will show in the tonnage next week. This will bring the condition of the trade back to where it was about two months ago. This week production is increased while the shipments fell off a trifle.

"Prices in the coke market are stiffer. The iron trade journals say consumers can get furnace fuel from the Connellsville region for \$1.35@1.40. They are not making any contracts for that figure this week. Some small contracts were made below \$1.40 in this region to cover the balance of the year, but they were comparatively few. The furnace men have been buying in small consignments. They figure that the market will not advance so during the balance of this year that they will not be able to buy all the coke they want at acceptable prices. Non-Connellsville coke is freely offered in the Pittsburg and Valley districts for \$1.25. Foundry of the same kind is selling at \$1.60 with few takers. Connellsville foundry is bringing on an average of \$2.00 a ton. There may be some selling at \$1.85 or \$1.90 a ton, but \$2.00 straight is the price quoted. All the small plants in the region that can get sale for their foundry are marketing that grade of fuel solely, there being more profit in it than furnace at the low price now quoted.

Southern Cokes are Important Competitors in the West

"In the western markets the southern coke makers are making desperate efforts to sell their coke. They, of course, can quote much lower prices than the Connellsville region operators, on account of a lower wage scale, and in some instances lower freight rates cut a figure with the consumers. Connellsville foundry in Chicago is bringing a premium of twenty-five cents a ton for spot delivery this week. There was a sudden demand for it and the supply was not very great. Within a day or two, however, it will be greater than the demand.

"There is not much stock coke on the yards of the region. That is

usually the ease during the summer months. Most of the stock accumulates in the winter, when there is a sudden shortage of cars that prevents the operation of plants after a start has been made on the day's run, or rather when the railroads fail to deliver cars ordered and promised. The coming winter, though, will not likely see much inconvenience owing to car famines. The railroads and big freight producing corporations have been steadily adding to their car equipment for the past three years. Two years ago conditions were exasperating to the coke and furnace men. The railroads were then neither able to place empty cars nor move the loaded ones out of the region and to their destinations with any degree of promptness. Now they have hundreds of miles more track, including sidings and double track on main lines.

"Last week the H. C. Frick Coke Co. fired 649 ovens at the following plants: Southwest No. 2, 70; Footedale, 100; Kyle, 42; Lemont No. 1, 100; Central, 100; White, 46; Valley, 51; Calumet, 90; Adelaide, 50. This week there will be several hundred more ovens fired by the Frick company, among them 220 ovens at the Redstone plant, south of Uniontown, which has been under repair and which is now one of the finest works in the Connellsville region.

Detailed Report of the Operation and Output

"The detailed report of the operation and output of the region for the week ending on Saturday, August twentieth, shows a total of 23,157 ovens, of which 13,657 were active and 9,498 were idle. The estimated production was 158,481 tons, compared with 151,293 the previous week. Thirty ovens of the Newcomer Coke Co. have been added to the list. The plant is located in the Connellsville region proper, near Continental No. 3. Except the changes of the Frick company, noted above, the other changes were slight.

"The shipments last week aggregated 8,447 cars, distributed as follows:

To Pittsburg	3,374 cars
To points west of Pittsburg	3,821 cars
To points east of Connellsville.....	1,252 cars

"In the Lower Connellsville region there are 6,073 ovens, of which 4,725 were active and 1,348 were idle. The estimated production was 65,060 tons, compared with 54,630 the week before. New ovens added this week are 300 of the Orient Coke Co. in this district, 120 of which are active."



Cars Are Needed at Head of the Lakes.

SUPERIOR, WIS., Sept. 1.—(*Special Correspondence.*)—The coal season here is just about a month late. While records were broken for receipts last month and the business has continued heavy this month the shipments out are comparatively light. The cars that are not actually needed in the coal business now have been taken to the wheat fields and it is expected to be only a short time before cars are rushed in full of wheat and then rushed out full of coal. Then receipts by lake are apt to put records by the boards. Just now the docks are so full that many boats are still compelled to wait several days to unload and the call of the wheat fields for the cars has left a scarcity here.

Unofficial announcement has been made that a big lake steamer will be constructed at the Superior shipyards this fall and winter. The drafting room is being put in shape and all arrangements are making around the harbor for the building of the steamer. She is expected to be a big boat, similar in construction to the Wolvin, but perhaps not as large.



Improvement Is Noted in the Detroit Coal Trade.

DETROIT, MICH., Sept. 1.—(*Special Correspondence.*)—In the City of the Straits coal conditions have not changed any during the past week, but, however, we imagine that the next two or three weeks will witness the disappearance of the usual summer quietness. The decided change in the weather the past week ought to have a tendency to remind returning householders of their empty coal bins. The dealers are exhausting every conceivable source of attractive advertising to remind their customers that they are prepared to fill their orders.

The most encouraging feature of the situation throughout the state has been the decided increase in the demand for bituminous coal. While the volume of the business is probably less than it was a year ago, it is so much improved over what it was two months ago that the change is worthy of note. Not only are orders coming from dealers much more freely than they were in June and July, but the indications for the immediate future hold out some encouragements of a still better business during the coming month.



Takes Exception to Statement by Dr. Moss.

To the Editor: In your issue of August twentieth appears an article by R. S. Moss, wherein he endeavors to cast reflections on some important work recently done by Professor S. W. Parr, of the University of Illinois, the results of which were lately published by the university. Mr. Moss states that the heat units of the coal samples of which analysis were given, ranged from 10,000 to 12,000, when in fact, the range is from 8,645 to 13,285. It would be desirable for him to state what locality had been done injustice, and for my own information, I would like to have his opinion on this point in the next article of his series. The statement that Professor Parr's theory of "water of composition" is imaginary and stupid is no argument, and if it is not a reasonable explanation for the difference in the heating power of the pure coal, it is certainly to be hoped that Mr. Moss will offer proof to that effect.

A. BEMENT.

Freak Photograph Taken in an Illinois Mine.

The accompanying illustration is probably the most noteworthy freak photograph ever taken in a coal mine in this country. It was taken in the mine of the Chicago & Marion Coal Co., near Marion, Ill. The object of the photograph was to show the thickness of the coal vein at that point, which is something over seven feet. Unfortunately the photographer forgot to change his plate and took two photographs on the same film. The result was odd in the extreme. Any person who looks at the illustration will speedily come to the conclusion that he is drunk and seeing things double, or else that they have in the southern part of the state a new kind of Siamese twins, one of whom is a miner and the other a prominent business man.

Another peculiar freak of the photograph is that one of the principal figures has three hands. This is E. H. Irwin, well known to the Chicago trade through his long identification with Hull & Co. Mr. Irwin is also secretary and treasurer of the Chicago & Marion Coal Co. and has the title of general manager of Hull & Co. Occupying this dual position, it is fitting, possibly, that he should have his picture taken twice in the same photograph. The one that appears in the foreground is the general manager of the Chicago firm. On account of his manifest duties in this position, it is quite necessary that he should have three hands, and it is said that Mr. Irwin at times wishes that he had four, in order that he may take care of the business that comes to his desk. The figure in the background is Mr. Irwin as secretary and treasurer of the coal company. In this capacity he is also quite a busy man, but works largely with his brain, so that the necessity for his having as many hands is not quite so apparent. He feels that one is sufficient and only uses that one in handling the currency and for counting the profits which properly come through the operation of the coal producing property.

Endeavoring to Keep Photograph Under Lock and Key

Nevertheless, Mr. Irwin is endeavoring to keep the photograph under lock and key, in spite of the fact that it depicts him in his various official



FREAK PHOTOGRAPH OF TWO CHICAGO COAL MEN.

connections, for fear that some dime museum will hear of it and offer him a large salary. THE BLACK DIAMOND doubts very much if a sufficient salary could be offered to take him away from the connections that he already has. The other two figures are not those of Siamese Twins. In the foreground appears H. Tracy, a member of the firm of Hull & Co., and also interested in the Chicago & Marion Coal Co., while in the background is the figure of a mine boss who is measuring the height to the roof. The latter was taken in the first photograph on the plate and Mr. Tracy appeared on the second. By a peculiar coincidence their bodies appeared in such a position that the hint of Siamese Twins is more than carried out. It is said that if Mr. Tracy, who is one of the best chess players in the country, were to select a twin brother, he would choose one who could play chess better than he could, in order that he might while away his leisure time with him.

These photographs on the same plate were taken in entirely different parts of the mine. In the first one, the vein is much thicker than in the second, as is evident by carefully scrutinizing the picture. Mr. Irwin No. 1 and the mine boss are reaching as high as their hands will extend to touch the roof, which measures about nine feet at that point. In the second one Mr. Irwin No. 2 and Mr. Tracy do not reach quite so high, the roof being lower at that point. Aside from these freak features, this photograph is of interest as showing the thickness of the vein in the Carterville district. The average is slightly over seven feet, while the extreme thickness at some points in this mine is nine feet and a few inches. Messrs. Irwin and Tracy had no idea, when they ordered the picture, that the results would be so astonishing.



Dealers at Fairmont, Minn., recently submitted bids to supply Hocking screened lump coal to the public schools of that city, all of which were on the basis of \$6.00 per ton. The board of education postponed taking action on the bids.

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, Sept. 1.—(*Special Correspondence.*)—The scarcity of smokeless coals, both New River and Pocahontas lump and egg, continues to keep this market in a kind of ferment, and dealers found it necessary this week to again advance the price of smokeless coal to \$2.00 a ton at the mines. Although this price was fixed only on Tuesday several sales were reported immediately, which shows that \$2.00 can be obtained as easily as \$1.75 for spot coal. Of course the trouble is to get the coal at the mines. Added to the difficulty presented by limited production, the car supply has again become a source of great inconvenience, and coal men are complaining most bitterly of the shortage at this time. The continued demand for smokeless lump and egg, and the inability of the shippers to fill orders for these grades of fuel, have materially increased the demand for mine run which has been rather dull, and now the price of this grade has been gradually advanced until \$1.15 at the mines is about the average with a number of concerns asking \$1.25. Nut and slack is still a drug on the market, though no sales have been made or at least reported below seventy-five cents for either standard New River or Pocahontas.

The market for splint coal is only fair. It is nothing to brag about except that there is no cutting of prices anywhere. Sales of splint lump are reported at \$1.35@1.40 and a scattering few at \$1.50 for favorite descriptions for immediate delivery. West Virginia nut and slack is very plentiful, and is quoted at sixty cents, but it can be bought for less money in some instances where the holder of it is anxious to have his lump output as large as possible.

Anthracite Advances Twenty-five Cents a Ton

Another item of importance in this market this week is the advance of twenty-five cents in the retail price of anthracite, which will go into effect September first. This has been anticipated to a certain extent, but it will stimulate trade a great deal, as people always buy immediately after an advance.

A trip along the river front shows that the river dealers have been getting their full share of the retail trade. The number of empty barges in the harbor proves this. Still there is very little movement in coal afloat. The few elevators outside the combine are not out of coal, and there is a disposition to hold off buying as long as possible. Standard grades of Pittsburg lump are quoted at seven cents to eight cents a bushel, and the little Kanawha lump there is for sale is held at eight cents a bushel. Nut and slack ranges from four to five cents a bushel afloat. Nearly all the coal elevated from the river is used in the strictly retail business of the city. At the present prices for river coal afloat it is impossible for the river people to load any considerable amount on cars for shipment out of the city. The cost of the coal and handling, plus the local freight rate is greater in almost every instance than the cost of rail coal plus the through rate from the mines. River coal will commence to move again soon; that is, several of the elevators are getting low on stocks, which must be replenished, and as soon as a little buying is done the price will probably be boosted wholesale afloat.

The retail business of the city is spotted. One day it is good and the next it is very bad. The average, however, is not discouraging, but rather the contrary. All the standard grades of lump are sold for \$3.00 a ton delivered to families and other consumers; Pocahontas and New River \$3.50; anthracite, \$7.25, but \$7.50 after September first; nut and slack, \$1.65 for Kentucky; \$1.65@1.75 for Kanawha and \$1.75@1.90 for Pittsburg. Gas coke is selling well at nine and ten cents a bushel, the higher price being for crushed, and the lower for lump.

The car supply on all the roads except, perhaps, the Louisville & Nashville, has been very short, and no immediate relief is in sight. A car sheet of the entire New River field, which seems to be in the worst shape, shows that the entire tonnage of the district for one day early in the week was only 14,300 tons. This is only a small percentage of the output of the field. No accurate figures could be obtained from the other fields, but the scarcity of cars is complained of just the same.

New Coal Sheds for City Waterworks

The new steel coal sheds for the new \$18,000,000 Cincinnati waterworks are nearing completion, and are immense affairs. The sheds at the California pumping station are constructed to hold 7,280 tons, while those at Pendleton hold 7,580 tons. The coal sheds are really immense steel bins, elevated several feet above the ground, and are arranged so that they will empty themselves into small cars underneath. These cars will then be taken directly to the furnaces. The sheds, which are essentially alike, are built entirely of steel, even the roofs being of that material. Each coal house will have an incline to the river, but the location is such that coal can not be unloaded from the river at a stage lower than twenty feet. Calculations have been made, however, for such a storage capacity that when the California pumping station is run at its limit, the coal house will hold a supply sufficient to keep the pumps going 113 days, and the Pendleton station 145 days. It is not likely, however, that the new pumps will have to be run up to their capacity for the next twenty years. In case the supply of coal should run short, each coal house will have rail connection so that rail coal can be secured. Coal men need not be getting out their pencils to figure on this business for some time, however, as the officials who are constructing the new waterworks say themselves that it will be at least two years before the pumps will be started.

Advantage of Using Higher Grades of Coal

One of the observant and progressive coal salesmen that recently spent a great deal of time in northern Indiana in the interests of a concern that sells only the highest grades of coal, says that he is satisfied that the

people of the district of which he speaks are gradually but surely learning the lesson that the highest priced coal is often the cheapest in the long run. He says that they are now buying coal that a short time ago they would not think of buying on account of its price. He made a number of sales at more than a dollar a ton higher than coals these consumers formerly had been using.

Personal Notes and Gossip at Cincinnati

William Sweeny, manager of sales for Percy Heilner & Son, is in Philadelphia.

Frank Prendergast, president of the Baltimore & Ohio Coal Co., Columbus, O., was here on Monday.

T. R. Morgan, general southern agent of the Kentucky Block Cannel Coal Co., is here for a few days.

F. H. Benedict, one of the well known road salesmen of Castner, Curran & Bullitt, has gone to Chicago.

T. F. Farrell, traffic manager of the New River Consolidated Coal & Coke Co., is spending a few days at the mines.

William Immenhort, who has been on the sick list for some time, is able to attend to his duties again in the office of John T. Hesser & Son.

H. D. Davis is the affable young man who holds down the office end of the Cincinnati Coal Co., whose headquarters are in the Union Trust building.

Edward Schoenebaum, general manager of the Otto Marmet Mining Co., and the Marmet-Halm Coal & Coke Co., is spending a few days in this city.

Harry P. Jones, general manager of the Big Hill Coal Co., is in Knoxville this week attending a convention of miners and operators of the Jellico and Kentucky districts.

J. O. McCloskey, sales manager of the Stearns Coal Co., with headquarters in the Union Trust building, reports business running along smoothly, and believes he is getting his share of the orders.

Robert P. Gillham, general manager of the Campbells Creek Coal Co., is back at work after a pleasant vacation of ten days spent with S. F. Dana, of the same company, at Westminster Park, N. Y.

Sidney P. Hostler, of Chicago, formerly manager of the Winifrede Coal Co. here, was a business visitor during the week. Mr. Hostler represents several concerns whose headquarters are in Cincinnati.

Capt. C. J. Menges, superintendent of the harbors and harbor towboats of the Monongahela River Consolidated Coal & Coke Co., has gone to Memphis to look after some of the business of the company.

The Monongahela River Consolidated Coal & Coke Co. is wrecking the towing steamer Adelle at Coal Haven, and the Fred Wilson at Louisville. The boilers and machinery of these boats will probably be used on other crafts.

The Luhrig Coal Co., of this city, has just closed with the Trinity Coal Co. to handle Luhrig coal in Chicago and the northwest. Edward A. Bigelow, of the Trinity Coal Co., was here during the week and closed the contract.

A. Hickenlooper Jr., secretary and treasurer of the Cincinnati Gas, Coke, Coal & Mining Co., returned a day or two ago from his vacation, which was spent at Lake Harbor, Mich. He is the picture of health, and is ready to resume his arduous duties.

F. L. Garrison, president of the Kanawha Coal & Coke Co., went to Charleston, W. Va., early in the week to attend the regular meeting of "The Allotment Committee," an organization which has for its purpose the allotment of cars during each month to all mines on the Chesapeake & Ohio railroad.

Winfield Scott Carr, Edwin Hubbell and Harry Rigdon, the three Cincinnati coal gaugers, having nothing to do on account of the low stage of the river, are enjoying their vacations. Captain Carr and his family are at the St. Louis fair; Captain Rigdon has gone to Mackinac, and Captain Hubbell has just returned from Hot Springs.

William Burlingham, western manager of the Chesapeake & Ohio Coal & Coke Co., has just returned from a trip to Chicago and the northwest. Richard Bacon, Michigan salesman of the same company, is spending a few days in Cincinnati and P. H. Burlingham, Ohio salesman, has gone to Lake George, N. Y., to join his wife, who is ill there.

W. W. Daniels, vice-president and general manager of the Columbia Fuel Co., spent several days in Cincinnati as the guest of Alexander Cunningham, president of the Luhrig Coal Co. Mr. Cunningham, being a member of all the clubs in the city, found no trouble in entertaining his guest, but Mr. Daniels most enjoyed golf at the Country Club.

The Phoenix Coal & Coke Co., through W. L. Gordon, general manager, reports business little less than booming. On August twenty-sixth Mr. Gordon took orders for ninety-five cars of coal, sixty-five of which were for immediate delivery. Mr. Gordon has more orders for canal than he can fill during the next month. He is now on a trip through central Kentucky.

The Monongahela River Consolidated Coal & Coke Co. lost a barge of coal in Millcreek harbor the other night by sinking. The night watchman

did not know that it had sunk until the superintendent of the harbor came on the fleet in the morning. As the barge sank in forty feet of water it is not likely that there will be any salvage on it, and the loss will approximate \$2,000.

The Luhrig Coal Co. reports having secured the contract for supplying the Portsmouth, Ohio, street railway company with coal for the remainder of 1904, 1905 and 1906. The company's power houses use about 15,000 tons a year of No. 3 and No. 4 washed coal, and this takes the entire output of the Luhrig Co. of this grade of coal. The contract for the future is made on a sliding scale based on the price of mining.

A group of coal men on 'Change the other day were discussing the strange disappearance several months ago of Charles Jones Jr., of the Pittsburg Coal Co., branch of the Monongahela River Consolidated Coal & Coke Co., and it was the unanimous opinion that he is still alive. He mysteriously disappeared, throwing up a \$5,000 a year position, and has never been heard of. He left an insignificant shortage and a few unpaid bills. He was universally respected in the trade, and had no bad habits.

The Kanawha Coal & Coke Co., which was so unfortunate last winter in the ice break-up as to have its harbor completely blocked off by other company's barges sinking in it, has at last succeeded in getting all the wrecks removed. Immediately after the break-up there were seven or eight barges sunk in the Kanawha Co.'s landing, four barges being piled on top of each other. The company is now in good shape again to do a river as well as a rail business at this point. Capt. Henry Immenhort, who has charge of the retail business of the Kanawha Coal & Coke Co., had no end of trouble with the wrecks in the company's landing, and is now happy that he can do business uninterruptedly again at the river.



Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York: Owing to the dearth of business homeward to the states from Cuba, the West Indies and Mexico, outward coal freights to these points are somewhat stronger, although there are occasional steamers, desiring to load in the Gulf, that are willing to accept favorable terms outward. These outward rates, however, are at such a low level that often owners think that it pays better to have their steamers proceed in ballast to the Gulf rather than to load coal outward to Cuba or Mexico.

The Henley, 1,469 tons register, was recently chartered from Norfolk to St. Lucia at \$1.55, and the Fernfield from Philadelphia to Havana at \$1.30, both of which fixtures are five cents over previous similar charters. The Therese, 1,117 tons register, was also chartered for coal, Philadelphia to St. Thomas on p. t., and Port of Spain, Trinidad, at or about \$1.35, and the Evelyn, 1,185 tons register, Baltimore to Guantanamo p. t. We also know of a number of other charters, which we are not at liberty to report, but the rates paid were about the same as recently quoted.

The demand for tonnage in the above directions is increasing very ma-

terially and prospects are bright for a much increased trade. There is no demand, however, for tonnage to South American and far east ports, and the Mediterranean situation is unchanged.

We would quote freight rates by steamer as follows: \$1.25@1.30 to Havana or Matanzas; \$1.70@1.75 to Cardenas; \$1.50@1.55 to Cienfuegos; \$1.35@1.40 to Port of Spain, Trinidad; \$1.55 to St. Lucia; \$1.40@1.45 to St. Thomas; \$1.50@1.55 to Barbados; \$1.30@1.35 to Kingston; \$1.25@1.30 and port charges to Curacao; \$2.00 to Demerara; \$1.60@1.70 to Bermuda; \$1.40@1.45 to Tampico; \$1.40@1.45 to Vera Cruz; 9s 6d@10s to Rio; 11s@12s to Santos; 8s 3d@8s 9d to a direct port in the Mediterranean not east of the west coast of Italy, Spain excluded; \$5.00@5.12½ to Manila.



Trade Notes.

Ira E. Stevens, "the machinery man," Old Colony building, Chicago, has contracted to supply the Benton Coal Co. with an Aetna 24 by 42 hoisting engine and a Robinson fan for its new shaft being erected near Benton, in Franklin county, Ill.

Catalogue No. 51, issued by the Whitehead Machinery Co., of Davenport, Iowa, is a useful book to have around a coal operation. It gives a complete list of the second-hand machinery handled by this company including all kinds of engines, steam pumps, condensers, dynamos, smokestacks and engine wheels.

"The Book of the Four Powers" is one of the most attractive advertisements issued this year. It was published by the department of publicity of the Allis-Chalmers Co. This book tells for the first time in a connected way, the story of the Allis-Chalmers Co. and of the great variety of products of this company. It is prepared in the highest possible style of the printer's art. The covers are in brown and green and heavily embossed, and the illustrations are extremely fine and numerous showing a number of power plants installed by this company in all parts of the world. The heaviest of super-calendered print paper is used. This book is beautiful enough to grace a library table and will be found of value even by those who are not interested in the machinery manufactured by this company.



The Rocky Ford Cannel Coal Association has completed development work on a cannel coal mine near Rocky Ford, Colorado. The tunnel to the mine has been driven in a distance of 250 feet, where a much better quality of coal has been discovered than that on the surface. The company will have a large output, but expects to dispose of most of the coal which it produces in the state of Colorado.

Fire in the barns of the Klondyke Coal & Mining Co., west of Clinton, Ind., recently cremated fourteen mules, resulting in the closing down of the mines until more mules could be obtained. Two hundred miners and other employes were thrown out of work temporarily by the fire as a result of the inability to haul the coal after it was dug.

First Motor Truck Ever Used in The City of Cincinnati.



FIRST COAL MOTOR TRUCK EVER USED IN THE CITY OF CINCINNATI.

The accompanying illustration shows a new electric coal truck which is being used in Cincinnati in the delivery of coal and which is attracting a large amount of attention from the householders of that city. It is owned by the Marmet Co., which thus has the honor of having first introduced a modern motor car into that city for this purpose.

This electric motor truck began its service about six weeks ago and is now in daily use, making deliveries of coal to all parts of the Queen City.

It is of twenty horse-power, is geared to climb the steepest grades at a speed of five miles per hour, and will run at the rate of fifteen miles per hour when empty.

The truck is said to be the first of its kind in the country which has seen service of this character. It is equipped with a new type of Edison storage battery which enables it to carry enough power for long trips when heavily loaded, without recharging. It was manufactured in New York city.

Western General and Personal Notes.

T. J. O'Gara of O'Gara, King & Co., Old Colony building, Chicago, returned the early part of the week from an eastern business trip.

Sidney P. Hostler, president of the Hostler Coal & Coke Co., Ellsworth building, Chicago, has returned from a business trip to Cincinnati.

J. W. Dawson, general manager of the Kellys Creek Colliery Co., Ward, W. Va., was in Chicago the early part of the week on a business trip.

B. Uline, of the Napanee Lumber & Manufacturing Co., engaged in the retail coal business at Napanee, Ill., was in Chicago this week on a business trip.

Alexander O. Kane, of Hazellurst, Ill., was in Chicago this week, becoming acquainted with coal shippers. Mr. Kane has recently engaged in the retail trade at that point, having bought the business of James Herbert.

Charles R. Price of Charles R. Price & Co., Fisher building, Chicago, has returned from a business trip to St. Louis. When asked if he visited the fair while in the exposition city, Mr. Price replied in the negative. He did not have time.

Frank B. Felt this week announces that he is the sole owner of the Producers Coal & Coke Agency, which has offices at 356 Dearborn street, Chicago. This company acts as western agents for several large operators in Pennsylvania, Ohio and West Virginia.

Fred W. Stanley, who represents Coxe Bros. & Co., Inc., in the western part of Iowa as traveling salesman, was in the city this week. Mr. Stanley reports that western dealers are taking in a fair amount of coal and that the prospects for business later in the season are fairly good.

Fenwick Atwill, with The Marmet Co., Plymouth building, Chicago, is back from a two weeks' vacation trip at Traverse Bay, Mich., where he had a splendid time and prepared himself for another campaign for orders for gas coke and the other coals handled by this company.

Arthur J. MacBride, resident manager of the New River Consolidated Coal & Coke Co., Fisher building, Chicago, has returned from a business trip through the northwest. As a consequence the mails to Cincinnati have been busy with numerous orders which he has been forwarding.

Another boat blockade at the docks at Superior, Wis., is reported as imminent. There are a large number of vessels at that point waiting to discharge coal cargoes and a number moving up the lakes which will reach there before all those at present in waiting can unload their cargoes.

H. W. Kauffman, secretary of the Banner Coal Co., on the west side, Chicago, has returned from a vacation trip of two weeks, which he spent at Mackinac Island. He reports that the trip was a most pleasant one in every respect and that he feels highly benefited as a result of his outing.

Prof. E. J. Babcock, of the state university of North Dakota, has been on a trip through the lignite coal fields of that state for the purpose of obtaining samples of coal which will be used in making tests at the St. Louis exposition under the direction of the United States geological department.

J. E. Chatterton, of Chatterton & Son, Mt. Pleasant, Mich., a leading dealer at that point, was in Chicago this week on his return from an extended trip to Oregon, where he spent the greater part of the summer, and where he has business interests. On his return trip he visited the St. Louis exposition.

It is reported this week in Chicago that Armour & Co., the large packing firm, has let a contract for run of mine coal to operate its plants in the Chicago district to the Zeigler Coal Co., the corporation in which Joseph Leiter has a controlling interest. The terms of the contract have not been made public.

Gustave Huette, secretary and treasurer of the C. Reiss Coal Co., Sheboygan, Wis., has been elected to succeed the late George B. Mattoon as president of the Mattoon Manufacturing Co., of that city, and will retire from his present position with the coal company. The coal company has not selected a successor to Mr. Huette.

Col. Thomas Lowry, president of the Sault Ste. Marie railroad, and interested in 20,000 acres of coal land in the Virden district of Illinois, was in Chicago this week, accompanied by Fred S. James, who negotiated the purchase of this immense tract of land last year. It is believed that the visit pertains to the development of the property.

N. L. Kratz, treasurer of the Covey-Durham Coal Co., Plymouth building, Chicago, is the proud father of a new boy, which arrived last Saturday afternoon. The new arrival is the first in the family and is a lusty chap weighing seven and a half pounds. THE BLACK DIAMOND joins in the congratulations which have been tendered Mr. Kratz.

F. L. Jewett of the Jewett, Bigelow & Brooks Co., Fisher building, Chicago, is back from an extensive business trip to Kansas City and other western cities. He reports a very successful trip, and when Mr. Jewett's well known modesty is taken into consideration and he makes such a statement it is safe to say that he captured a larger tonnage of coal business than he expected.

Prices at dock points on the great lakes were not advanced on September first, but remain on the same basis as at the opening of the season. Some of those in the coal trade were of the opinion that a slight advance might occur. Circulars on dock coal for the month of September which have been sent out or will be sent out within a few days, announce former prices, with the additional statement that they are subject to change without notice. Should there be a shortage in the bituminous coal which

moves up the lakes during the season of navigation it would almost surely result in advances later on, and for that reason coal dealers should not delay taking in their coal, while prices are on the present basis and while they can secure the necessary transportation facilities.

Ira E. Stevens, the "machinery man," Old Colony building, Chicago, continues to capture orders for machinery. He reports this week the sale of Robinson cages for the new mine of the Benton Coal Co., at Benton, Franklin county, Illinois, and the sale of an Aetna hoisting engine for the Jupiter No. 1 shaft at DuQuoin, Ill., of the Manufacturers Fuel Co., Marquette building, Chicago.

Eugene Ambler of Eugene Ambler & Co., Ellsworth building, Chicago, returned the latter part of last week from a vacation trip at Chetek, Wis., where he captured the record string of black bass in that vicinity for the season. According to Mr. Ambler, who is a man of undoubted veracity, even when telling a fish story, he captured several black bass weighing four pounds and a half and five pounds.

H. J. Koeber, of Henry Holverscheid & Co., First National Bank building, Chicago, is at Flambeau, Wis., on a fortnight's vacation but will return to Chicago the early part of next week. Mr. Koeber is a valiant fisherman, and while no very strong fish stories have been wafted down from the neighborhood of Flambeau, it is probable he is waiting until he returns so that he can corroborate them by furnishing the evidence.

R. G. Waggoner & Co., retail dealers in coal at suite 17, Temple Court building, Chicago, have made extensive alterations and repairs in their office, making it one of the best in the city. The decorations are very artistic, and in his new surroundings Charlie Koehler, who is R. G. Waggoner & Co., wears a complaisant expression of prosperity which is thoroughly in keeping with his success as a coal merchant.

L. M. Hammond, president, and Ray Hammond, secretary and treasurer of the L. M. Hammond Coal Co., Plymouth building, Chicago, are back from a short vacation spent at Lake Petoskey, Mich. Both profited by their sojourn in the lake region of Michigan and they are wearing substantial coats of tan as a result of the outing. The trip was of great benefit to L. M. Hammond, who has been in poor health for nearly a year.

The news was received in Chicago this week of the death of Henry Brinton Coxe, at Brussels, Belgium, on Wednesday of this week. Mr. Coxe was a director in Coxe Bros. & Co., Inc., and was one of the original members of the firm before it was incorporated. At that time he took an active part in its affairs. His home was at Philadelphia. Information was received by cablegram and was very meager, giving none of the details of the illness.

The Davis Colliery Co., Old Colony building, Chicago, has made the purchase of an extensive tract of land bounded by Wallace and Lowe streets, Chicago, on which it will establish a modern retail yard. The price paid for the property was \$45,800 and it was purchased from the American Steel Foundries Co. The land is 510x250 feet and contains a switch from the Panhandle tracks. It will make an ideal site for a coal yard and will be equipped to handle a large tonnage.

The St. Paul Board of Trade, of St. Paul, Minn., is engaged in advocating the passage of a reciprocal demurrage law in the state of Minnesota modeled on the law in force in the state of Virginia. It has enlisted the support of the newspapers of the state, who are advocating the passage of the measure, and will also introduce a bill at the session of the legislature next winter providing for the enforcement of reciprocal demurrage under the direction of the Minnesota Warehouse and Railroad Commission.

F. M. Kirk, of the Kirk-Wood Coal Co., and E. A. Upstill, of E. A. Upstill & Co., Cleveland, Ohio, two prominent operators in the eastern fields, were in Chicago this week on a business trip. They report that there is a minimum amount of coal moving in the middle districts of the country. They also report that there is a car shortage at some points which is affecting the prompt dispatch of freight and that this will be felt more later on. It will have a tendency to curtail shipments and make prices firmer. They look for no large advances in the immediate future, however, but do not see how there can be any decline from the present selling prices. Coal in many fields is now being marketed practically at cost and a reduction could not occur without causing a loss. Any change in market conditions must be for the better or many of the operations will be closed. None of the large operators is closing long time contracts, believing there will be an upward tendency to prices soon.

W. J. Snyder, secretary of Zeller, McClellan & Co., Brazil, Ind., was in Chicago Thursday of this week on a business trip and called upon a number of friends in the coal trade. Mr. Snyder predicts that the coming winter will record even lower temperatures than the one a year ago, basing his prediction upon scientific principles. He calls attention to the fact that the summer has been an unusually mild one, and that the temperature for the three months ending September first, according to the government records, was the lowest experienced in the past thirty-three years. Based upon this fact Mr. Snyder calls attention to another scientific fact, and that is that the heat which we experience on this terrestrial sphere is that radiated from the earth after it has been heated by the sun's rays. Reasoning on the hypothesis that the earth has not absorbed as much heat the past summer, in other words, that it has not as much in store, Mr. Snyder is basing his reputation as weather prophet on the assertion that the winter will be a cold one. Let us hope so for the benefit of the coal trade. As the six weeks which must elapse since the katydid began its song are nearly over, the time for cold weather is nearly here, and coal men soon ought to begin to reap the benefits.

Western Coal and Coke Notes.

New Western Enterprises.

Eli Adams, with his sons, have commenced opening a new coal mine near Oswalt, Iowa, not far from Colfax.

The What Cheer Coal Co., of Bay City, Mich., has filed articles of incorporation at Lansing, with an authorized capital stock of \$100,000.

The Sutton Coal Co. has been incorporated at Syracuse, Meigs county, Ohio, with an authorized capital of \$20,000 to deal in coal lands and open coal mines.

The Brown & Sooper Co. has been incorporated at Cutler, Ill., with an authorized capital of \$2,000. The incorporators are Jabez Brown, Andrew Sooper and Polly Barwell.

The Lowell Coal Co. has been organized and will develop extensive coal mines at Lowellville, Ohio, where it has secured a tract of coal land containing several hundred acres.

The Carrier Mills Coal Co. has been chartered at Carrier Mills, Ill., with an authorized capital of \$20,000. The incorporators are G. W. Carrier, H. H. Piatt and H. Thompson.

The Maple City Coal Co. has been incorporated at Monmouth, Ill., with an authorized capital of \$2,000. The incorporators are E. D. Porter, Samuel Murray and W. H. Woods.

The Plano Block Coal Co. has been incorporated at Centerville, Iowa, with an authorized capital of \$12,000. The incorporators are Carl Polson, E. J. Thor, Oscar Lindblom and others.

The Atlas Coal & Mining Company has been incorporated in Chicago, with an authorized capital of \$26,000. The incorporators are given as Elisha Baugh, E. M. Shenstone and F. T. Noonan.

Charles J. Crawford, of Ft. Dodge, Iowa, and Jared L. Johnson, of Chicago, have acquired coal lands on Holiday Creek, not far from Ft. Dodge, Iowa, and are opening an extensive mine at that point.

The Pleasant Grove Coal Co. has been incorporated at Cleveland, Ohio, with an authorized capital of \$30,000. The incorporators are F. F. Marshal, J. Marshal, F. L. Henry, L. M. Henry and Harvey Swartz.

The Greenford Coal Co. has been incorporated at Youngstown, Ohio, with an authorized capital of \$50,000. The incorporators are James E. Melvin, Jacob Stambaugh, G. A. Greenmayer, Emil J. Anderson and H. G. Byer.

The Banner Oil & Gas Co. has been incorporated at Ypsilanti, Mich., to prospect for coal, oil and gas in that field and will begin work immediately. Leases on about 3,500 acres of land have been secured in that field.

The Dennis Carbon Fuel Co. has been incorporated at Logansport, Ind., with an authorized capital of \$400,000. The incorporators are James H. Dennis, Harry R. Dennis, William H. Alford, Winfield S. Johnson and Parks M. Martin.

The Maroa Improvement Association, of Maroa, Ill., is endeavoring to enlist outside capital in the formation of a company to develop a coal mine at that point. Local capitalists will show their interest in the company by subscribing for part of the stock.

The Keystone Coal Co., of Des Moines, Iowa, has secured a tract of land consisting of several hundred acres in the suburbs of that city, located on the Interurban line, and will at once commence the development of a new and modern coal mine.

The Consolidated Coal Co. has filed articles of incorporation at Saginaw, Mich., providing for a capital stock of \$100,000. The incorporators are Walter S. Eddy, Arthur D. Eddy and George L. Humphrey. The principal office of the company is to be in Saginaw.

The Black Diamond Coal Co., recently mentioned in THE BLACK DIAMOND, has been incorporated at Auburn, Ill., with an authorized capital of \$50,000. The incorporators are Henry A. Solomon, George W. Solomon, Robert C. Solomon, Jr., and Edward C. Solomon.

The Chapman Mining Co. has been incorporated at Columbus, Ohio, with an authorized capital of \$100,000 to open coal mines at Moxahala, Perry county, Ohio. The incorporators of the company are Horace L. Chapman, F. B. Chapman, S. L. Quinsi, Henry N. Rowe and H. Lee Benton.

General Western Coal and Coke Notes.

The tipple of the Glenrock Coal Co. at Glenrock, Wyo., was recently destroyed by fire and the mine has been closed.

C. C. McDonald, receiver for the Consumers' Coal Co. at Chenoa, Ill., has reopened the mine at that point and resumed operations.

A ten-foot vein of coal is said to have been discovered at Owensville, Ind., at a depth of 300 feet, by prospectors who were drilling for oil.

The Lincoln Coal Co. at Lincoln, Ill., will shortly resume operation. Walter Puterbaugh has been made superintendent for the company.

The Muncie Coal Co. owing to inability to get the coal transported from the mines, has closed its operation near Petersburg, Ind., for the present.

The Whitebreast Fuel Co. of Iowa has renewed prospecting work in Polk county, Iowa, and is acquiring extensive mineral rights in that territory.

Fire at the Coaldale mine near Des Moines, Iowa, recently destroyed the shaft and a portion of the dump trestle, causing a loss estimated at \$7,000.

The work of rebuilding the top works at the operation of the Coal Valley Coal Co. on Walnut creek, not far from Des Moines, Iowa, has been commenced.

The coal strike in the Coshocton, Ohio, field which was inaugurated April first, has been terminated and 2,000 coal miners in that district have returned to work.

Coshocton capitalists claim to have discovered a southern end to the Massillon vein at West Fayette, Ohio. They have leased 1,500 acres and will sink a shaft at once.

The Cora Coal Co., which was recently incorporated in Springfield, Ill., has acquired extensive coal rights in the vicinity of its mine near that city for a consideration of \$36,000.

V. B. Parrish, Thomas Adamson and M. Z. Williams have leased the mine of the Corey Coal Co., near Lehigh, Iowa, and will operate it in the future. They are practical coal men.

The new shaft of the Chicago, Wilmington & Vermillion Coal Co. just north of Streator, Ill., was recently opened. About a hundred miners will be furnished with employment at present.

It is reported from Zeigler, Ill., that Joseph Leiter has now secured a large number of skilled miners and that he is hiring no more, having as many as he will require to operate the property.

J. L. Oliphant, who owns a considerable tract of coal land south of Washington, Ind., is organizing a new coal company which will develop the property by opening a modern coal mine.

The Colorado Fuel & Iron Co. is reported to have purchased the extensive coal fields near Carthage, N. M. The company will build a railroad to the property and will open a number of new mines.

A meeting of the stockholders of the Bridger Coal Co. will be held at Butte, Mont., on September twelfth for the purpose of considering the advisability of selling the property of the company located at Bridger, Mont.

Joseph Mortel has secured options on several hundred acres of coal land from Thirtieth street west in Des Moines, Iowa, and it is reported that he will shortly take over the mineral rights and will open coal mines.

The Zeigler Coal Co., of Zeigler, Ill., has offered rewards aggregating \$1,500 for the arrest and apprehension of the persons who fired into its train at Christopher, Ill., and who committed other depredations against the company.

The Girard Coal Co., operating mines at Girard, Ill., is reported to have closed its mine, locking out its employes. The trouble is said to have originated between the miners' organization and the superintendent of the property.

The Nicola Coal Mines, Ltd., organized in Spokane, Wash., with properties located in the Nicola valley, British Columbia, has let the contract for extensive development work and will operate several shipping mines in that district.

Coal operators and miners of Montana met in joint session at Helena, Mont., Monday of this week for the purpose of agreeing upon a wage scale for the new mining year, which commences October first. It is not thought that any trouble will be experienced in reaching an agreement.

Prevailing Wagon Prices at Chicago.

	Dealers' Wagons. Per ton.
Grate	\$6.50
Stove	6.75
Chestnut	6.75
Egg	6.75

BITUMINOUS.

ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg.....	3.50
Carterville stove, washed No. 1.....	3.50
Carterville nut, washed No. 2.....	3.50
Westville-Danville domestic lump.....	3.00
Danville lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.	
Brazil block	\$3.75
Greene County lump and egg.....	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.25
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00

OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00

PENNSYLVANIA COALS.	
Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

WEST VIRGINIA COALS.	
Black Band	\$5.00

THE BLACK DIAMOND

PUBLISHED WEEKLY IN THE INTEREST OF THE COAL INDUSTRY
BY THE BLACK DIAMOND COMPANY (INCORPORATED)

OFFICIAL PAPER OF THE ILLINOIS COAL OPERATORS' ASSOCIATION—President, O. L. Garrison, St. Louis; Vice-President, Jos. A. Agee, Chicago; Secretary-Treasurer, E. T. Bent, Oglesby; and Recording Secretary and Secretary of Commission, C. L. Scroggs, Chicago; Herman Justi, Commissioner, Chicago; THE INDIANA COAL OPERATORS' ASSOCIATION—J. C. Kolsem, President, Terre Haute; Secretary, Philip Penna, Terre Haute; THE IOWA COAL OPERATORS' ASSOCIATION—President, C. H. Morris, Des Moines; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa; Treasurer, T. W. Carpenter, Des Moines; Commissioner, John P. Reese, Albia.

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ENTERED AT THE CHICAGO POSTOFFICE AS SECOND CLASS MATTER.

"CONFIDENCE is returning" is the keynote of an editorial in the *Wall Street Summary*, a leading financial journal. This is an indication of better things in all lines, including the coal trade. You better stock up, Mr. Consumer and Mr. Dealer, before it is too late. Car shortages and other evils will make it impossible after a while and then you will blame the coal producers and shippers who urged you to do so while yet there was time.

BECAUSE THERE was a little friction in the anthracite region and unwise talk on the part of labor leaders that there might be a strike of a few miners, most of the heavy editorial writers on American papers have taken the matter seriously and are writing long-winded articles about the failure of arbitration. THE BLACK DIAMOND does not believe that arbitration is the ultimate solution of the problems facing capital and labor, but nevertheless it is a good plan to let the cat die before attempting to bury it.

TOTAL EXPENDITURES for fuel by the railways of the United States in 1902 were \$120,074,192, and this represented the requirements of only one branch of the industrial world, not to mention the domestic consumers, who number 70,000,000 people and who consume fuel in excess of this value. Mighty is the coal trade! The only trouble is that the factors in it do not always recognize how mighty it is. These three-syllable numerals do not convey to the average mind all they represent.

Accurate Tare Weights for Coal Cars.

An interesting article appears in this week's issue of THE BLACK DIAMOND, written by B. F. SIPP, commissioner of the Coal Shippers' Association of Chicago, with relation to the tare weight of coal cars. This article is fair to both the railroad companies and the coal shippers. It calls attention to a matter which is as vital to the former as to the latter. Owing to the fact that the tare weight on empty cars is not frequently corrected by the railroads, a number of inaccuracies have crept in which cause loss to the rail lines. It is shown in Mr. SIPP's article that frequently the marked tare of cars is greater than the actual tare. When cars are shipped to connecting roads the marked tare is taken as the basis in reweighing and rail lines are unable to collect freight on coal which is actually contained in the car. In two instances he shows that there is a difference of about 4,000 pounds between the marked and actual tare. This difference favors the shippers. Under the weights of the Western Weighing Association, where marked tare is accepted as the car weight it does not enter into the contents of the car, and, therefore, the railroad companies can not collect freight on the two tons of excess coal carried. As the railroad companies are generally desirous of getting all that is coming to them in the matter of collecting freight, it is probable that they will see the wisdom of frequently restenciling their cars and correcting these inaccuracies.

A condition of this kind is also a source of much annoyance and some loss to a coal shipper. He weighs the empty car at the mine and gets the actual tare, loads it with coal and gets the gross weight, deducting the actual tare

from the gross weight, showing the actual contents of the car. When he presents his invoice, he endeavors to collect for two tons more of coal than the freight bill shows the car contained. Explanations are made, but a great many dealers fail to understand why they should be obliged to pay for two tons more of coal than they pay freight on. The upshot of the matter is that there is a controversy, and perhaps in the end the coal shipper can not collect for these two tons of coal. In that case he has not only been subjected to much annoyance, but to actual loss, which will more than eat up any profits that otherwise would have accrued from such shipment.

Mr. SIPP has taken up this matter with the executive officials of western rail lines and has received assurances from some of them that there would be a restenciling of the cars and that every effort would be made in the future to make the marked tare the actual tare. Officials of the western rail lines, and even those in the east, should take this matter up at their earliest opportunity. They will find, upon investigation, that it will increase their earnings as well as save much annoyance to their patrons.

Transportation Conditions This Fall.

The coal shipper or coal dealer who desires to favor his customers will call their attention to some of the features of the transportation situation which are likely to make trouble later on and will perhaps make it impossible for coal consumers to receive coal promptly and when they desire it.

It is the opinion of THE BLACK DIAMOND that as much trouble will be experienced this fall and winter in getting coal forward as was the case a year ago. There are reasons why this belief is held. One of the most important of these is to be found in the laggard manner in which coal has been stocked. Large steam users have evidently labored under the belief that they can secure coal in any quantity and at almost any price, at any time they want it. This feeling originated in the conditions which prevailed during the summer. It is true that at that time buyers made the price and the coal frequently reached them before they were in readiness to accept it. As a consequence, they have accumulated no supplies in advance of their actual requirements and stocks of bituminous coal, especially, are probably the lowest today they have been on September first in five years. This applies to railroads, manufacturing industries and to retailers. It can easily be seen that to meet normal requirements this fall it will require the movement of a larger tonnage than a year ago, and it will be remembered that a year ago, after the first of September, there were constantly increasing difficulties in getting coal through with prompt dispatch. Last week THE BLACK DIAMOND called attention to some temporary features pertaining to coal transportation which were occurring at this season of the year and which certainly ought to have caused some apprehension as to the future. This week it is reported from Superior, Wis., that the coal interests at the head of the lakes are facing a serious shortage of cars, due to the grain movement and the requirements for transportation for other commodities.

Another feature which the average coal buyer will not take into consideration may be found in the physical condition of the rail properties this year. From January first a policy of retrenchment has been adopted and followed by nearly every important railroad company in the United States. Equipment, such as rolling stock and motive power, has not been maintained at the same standard of efficiency, because repair shops have been closed to effect a saving in expenses. There have been practically no additions to the equipment of railroads, and in view of these two causes it is safe to say they are not in a position to handle as large an aggregate tonnage as they were last year at this time. Coal, being a low grade freight, will no doubt suffer long delays in movement for this reason. During the past year (if we were to expect increased efficiency on the part of the rail lines), there should have been added new locomotives and new cars and the equipment formerly in service should have been kept at the highest point of efficiency. In addition, the rail lines that handle the largest tonnage of coal should have materially increased their switch track facilities and their yardroom at terminals. These things have not been done and the coal shipper who takes such matters into consideration and who advises his customers to anticipate their requirements from now on will not only earn their gratitude, but he will undoubtedly save them money and enable them to eliminate the petty annoyances which always result from delayed shipments. There is no question but that the production of coal from now until the first of April, 1905, will be sufficient to meet all the requirements, providing there are sufficient railroad facilities to take care of this production. But if the railroads can not handle the coal after it is produced the mining facilities of the country will be of little avail. There is such a close connection between production and transportation that conditions pertaining to both must be ideal in order to get out all the coal that the mines of the country can produce. We hardly think that the outlook for transportation comes up to this requirement, and we believe if coal men will investigate this matter they will arrive at the same conclusion.

Relation of Actual and Stenciled Tare Weights of Car Equipment to the Short Weight Problem.

Written By B. F. Sipp, Commissioner Coal Shippers' Association of Chicago.

The more frequent light weighing and stenciling of freight car equipment on the part of the various railway lines would be decidedly beneficial to both shippers and the owners of the cars.

It is the inaccuracy of stenciled tare weights of freight cars which has called forth the installation of track scales by most of the large shippers of freight for their own benefit, who weigh the cars loaded and empty. Some interesting features have developed in the reweighing of coal by the western railway lines in this respect called for in their circular of July first.

In the case of two Monon cars, No. 6725 bearing the initials C. I. & L. when weighed empty at the mines of the Lower Vein Block Coal Co., Mine No. 1 the actual tare was found to be 20,200 pounds; the stenciled tare weight 24400 pounds. Car 6651 C. I. & L. actual tare weight 20300 pounds, stenciled tare 24200 pounds. These cars were not only carefully light weighed before loading, but were carefully weighed after they were loaded at the tippie and every pound of coal was in the cars. They went west of Chicago and when the cars were put on the track scales by the western line and reweighed the stenciled tare weight was taken, the way bill corrected, 4200 pounds less on the former car and 3900 pounds less on the latter car. The result was, when the cars got to destination the consignee, instead of settling for the coal on mine track scales weights, which were absolutely correct, he took exception and wanted to settle on the weights shown on his freight bill, because he thought there was a shortage of coal by reason of the railway company's weighing. In fact there was no shortage of coal; all of it was in each of the cars and he got every pound of coal that was shipped him, and all of this was due to the inaccuracy of the stenciled tare weights.

Specific Instance Is Only One of Such Cases

This specific instance is only one of many such cases in which shippers of coal and the mine operators have been suffering by what is claimed to be short weights. Further the railway company was standing in its own light in this instance by not having correct tare weights, losing the freight charges in transportation on 4200 and 3900 pounds of coal respectively, all reverting to the consumer.

It is known by actual practice that the shrinkage in the weight of the ordinary wooden cars is as much as 1500 pounds in the first few summer months after they are built. If they are again weighed the new stenciled tare weight can be trusted for a reasonable time, but in order to have shippers feel some reliance in the stenciled tare weights of the cars the equipment ought to be reweighed at least once every year and restenciled, and if any general repairs are made on cars they should be light weighed while at the shops after those repairs and then restenciled. Where the stenciled tare weight is more than the actual tare weight of the cars and where the load has been reweighed by some railway line beyond the initial road and the billing corrected, using the stenciled tare weight, while the shipper has on his own scales secured the correct tare, it is a bone of contention between the shipper and receiver and the railway company is losing on its freight charges. When the actual tare is more than the stenciled tare weight there is no complaint. In some cases it may even up at the end of the year, but the proposition as a whole is wrong. If more accurate stenciled tare weights are obtained they will minimize the short weight question when the relation of the actual tare and stenciled tare of cars is considered.

Another Point in Solving this Problem

If tests of open cars are made to arrive at the cubical capacity for the different grades of coal, so that the load may be carried safely from point of origin to destination and cut down the loss from shaking off of cars while under transportation, a solution will be arrived at, with the possible exception where pilfering and stealing is done from the open car in terminals and along the line, which the railways are making every effort in their power to reduce, their attention having been called to it as well as to this matter of more frequent light weighing of equipment and restenciling.

Calls Attention of Railroads to this Matter

Mr. Sipp has sent a letter to the executive officials of the various railroads calling their attention to this matter, which in part is as follows:

"On account of the very noticeable discrepancy between the marked tare weight and the actual tare weight of cars, a large number of the mines that have track scales light weigh every car before loading it with coal at the tippie and secure the actual tare weight. I have had some reports sent me of the record of the weighing, gross, tare and net coal at the mines, and the information is interesting, as showing the importance to railway lines, as well as the shipper, of the necessity of frequent light weighing of cars for the purpose of having more accurate stenciled tare weights, such that can be depended upon by your shippers and by which the railway companies may avoid loss in freight charges that is now reverting to the customer. Below I give a list of shipments from Brazil, Ind. made by the Lower Block Coal Company from its mine No. 1, and the Otter Creek Coal Company, merely as specified cases:

LOWER VEIN BLOCK COAL COMPANY.

No.	Initial.	Weight			Stenciled
		Gross.	Actual Tare.	Net.	
15719	St. L. V. & T. H.	114900	33900	81000	33600
21202	Ill. Cent.	118600	38200	80400	37400
26982	G. T.	68500	26000	42500	25000
6725	C. I. & L.	61100	20200	40900	24400
6651	C. I. & L.	62800	20300	42500	24200

OTTER CREEK COAL COMPANY.

Date.	No.	Initial.	Weight			Stenciled
			Gross.	Actual Tare.	Net.	
July 23	13803	C. & E. I.	113700	31700	82000	34200
July 2	12432	C. & E. I.	113800	31200	82600	33200
July 1	12092	C. & E. I.	113500	31100	82400	32300
July 20	25229	C. & E. I.	86400	25400	61000	25800
July 19	7314	C. & E. I.	76200	22400	53800	21400

"Since July first some of the western lines leading from Chicago to the Mississippi river have been weighing coal. In this reweighing they take the stenciled tare weight and in almost every case there has been a difference between the invoice and the freight bill, because the mines light weigh and get the actual tare, the freight bill showing less coal than the invoice because the stenciled tare is wrong, and the assignee has been settling on the weights as shown on the freight bill, considering the railway company's weighing as accurate, when it is nothing more nor less than inaccuracy of the stenciled tare weights as against the actual tare weights at the mines that is causing the trouble.

"This question of frequent light weighing of car equipment ought to be taken up by every railway in the American Railway Association for the benefit of not only the railway lines, but shippers."



Technology of Coals.

Written By Dr. R. S. Moss.

ARTICLE X.

The coal fields of Ohio belong to what is known as the Appalachian field and occupy upward of 10,000 square miles, covering one-fourth of the total area of the state.

These coal measures are divided into three series, termed the lower, barren and upper measures. The lower measure, as its name implies, is the lowest series or strata in which coal is found. This measure contains from ten to twelve different seams of coal, all of which are thick enough at one point or another to mine. Working up from the lower coal measures we come to the barren strata, so called because it contains but one seam of coal, which at no point exceeds two feet in thickness, hence is not profitable to mine. Above the barren seam we come to the upper measures, in which we find nine different and well defined seams of coal.

As everyone knows these various seams are designated by numbers, the lowest number commencing at the bottom, hence we find the various seams the upper measures, which as one would naturally expect, commence with No. 3B, No. 4, No. 4A, No. 5, No. 6, No. 6A, No. 6B and No. 7. Coming now to the barren measure the solitary seam found here has not been numbered, simply from the fact that it has never been mined; ascending we reach the upper measures, which as one would naturally expect, commence with No. 8, the so-called Pittsburg coal, then No. 8A, No. 8B, No. 8C, No. 9, No. 10, No. 11, No. 12 and No. 13. It has been supposed that No. 8A, B and C are simply a part of No. 8 seam.

Description of the Massillon Seam of Coal

Be this as it may we find that No. 1 or the Massillon seam of coal is mined in Portage county at a depth of 175 to 235 feet. The seam varies from three and one-half to four feet. This coal is considered one of the best coals for domestic use found in the state, in Stark, Medina, Wayne and Summit counties. No. 1 seam varies in thickness from three and one-half to five and one-half feet, and is from fifty to 150 feet deep. The coal from Medina county is chiefly used for steam purposes, No. 1 coal from the other counties being principally used for domestic purposes. This is a close-grained coal, mines in large, solid masses, hence comes into the market in good condition. No. 2 coal is mined principally in Jackson county and the seam varies from two to six feet in thickness. This is a high grade coal of good quality, used very extensively for both domestic and steam purposes. Analysis of this coal shows its value:

Moisture	3.59
Volatile matter	33.04
Fixed carbon	57.25
Ash	6.12
	100.00

No. 3 seam is mined in Columbiana and Mahoning counties and the thickness of this seam varies from two and one-half to six feet, three feet being about the average. The coal is of fairly good quality and finds a ready market. No. 4 vein, which occurs about fifty feet above No. 3, varies from three to four and one-half feet thick, is not as good a coal as No. 3. No. 5 vein is mined principally in Lawrence county and averages about three feet thick.

Description of Hocking Valley Coal

No. 6 vein, known as the Hocking Valley coal, is mined in Hocking, Athens, Perry, Coshocton, Tuscarawas and other counties, and is perhaps the most important, at least it is the most persistent vein found in the state. It is from three to twelve feet thick, is known under a number of trade names, and the quality of the coal is almost as varied as the names. Gen-

erally speaking, it is a most valuable fuel for both steam and domestic use. The following is the analysis of a fair average sample:

Moisture	5.75
Volatile matter	36.32
Fixed carbon	50.01
Ash	7.92
	100.00

The No. 7 seam of coal is mostly used in the state for domestic purposes. It is mined chiefly in Guernsey county at an average depth of 100 feet. This seam runs from four to six feet thick. No. 8 seam, known as the Pittsburgh vein, is the lower bed of the upper measure and lies from 400 to 500 feet above coal No. 7. This coal is mined in Meigs, Belmont and Jefferson counties. The vein runs from two and one-half to six feet thick and this coal is used for steam, manufacturing and domestic purposes, chiefly the former. A fair average analysis of the coal follows:

Moisture	1.07
Volatile matter	38.43
Fixed carbon	54.12
Ash	6.38
	100.00

The other seams are not of much importance. Like the coals of other states, we find a marked difference in the character, analysis and thickness of the same seam of coal in various parts of the coal field. In the Mahoning valley, for instance, we find No. 1 coal contains less ash and moisture and burns much freer than in any other part of the state. It is also much better and of higher calorific power in one mine or portions of a mine than another, so that we find the same seam at different places possesses peculiarities by which as a rule they are known. In the Coalton district of Jackson county we find coals only twenty-four inches thick being mined. These coals possess characteristic properties which make them especially valuable for various purposes. Such a vein could not be expected to mine large, hence, in appearance, it does not appeal to the domestic trade. Then, again, we have coals known as a general term from the region from which they are mined, for instance, the Pomeroy region, the Iron-ton region, the Wheeling creek region, Mahoning valley region, etc., all of which indicate roughly at least the kind of coal obtained. This is certainly much better than a number of terms in vogue at present, although distinctive names are undoubtedly to be commended whenever they are not suggestive of something totally different than what they are. The well known Brier Hill coal is, as a general rule, slightly higher in volatile matter and lower in fixed carbon than Jackson hill, ash slightly less, but higher in moisture.

(To be continued.)

Are County and City Coal Contracts Profitable?

There is a growing tendency on the part of coal merchants in all parts of the country to refuse to bid on contracts to supply coal to county and city institutions. Recently at a leading city in Kansas the merchants refused to submit bids after they were repeatedly urged to do so. It is not known how this matter culminated, but it is believed that the dealers finally withdrew their objection and bid on this class of business. At Chester, Pa., there is danger that the fires in the municipal buildings will expire, because local retail coal merchants have refused to bid on this business and no one has yet been found who will supply the coal.

These are only two recent cases which have come to the attention of THE BLACK DIAMOND. There are probably many others, if the truth were known, but they have escaped attention.

This growing reluctance on the part of coal companies not to meddle with public contracts is due to the stigma which usually attaches to accepting this business. There have been several times in the history of the city of Chicago when leading firms have been requested personally and by letter to submit bids on public contracts, but they have refused to entertain the proposition, preferring not to be open to any unjust suspicion which might be directed against them. The same reason probably holds good in connection with retail firms at the points that were mentioned.

Why Public Contracts Are Objectionable

In accepting a public coal contract, a coal merchant, in addition to supplying his product at a reasonable price, must always play at petty politics to secure the business. In very many instances he is looked upon as the legitimate prey of cheap politicians, who attempt in various ways to extort bribes from him, and if he refuses to grant them he is made the target for all the abuse and slander they can direct against him. If this is not the case with the politicians, other coal merchants who were unsuccessful bidders to supply this class of business take a turn at throwing mud, and more often than not, no matter how honest and upright the coal firm may be that secures this business, when the contract has been fulfilled, the reputation of the successful coal contracting firm has been injured beyond repair.

These things should not exist and the coal merchants of this country should strive to bring about reforms in connection with public contracts, which may be designated in a general way under the following headings:

First—Politics and partisanship should not enter into the award of a contract for coal for the public service.

Second—The coal contractor supplying public institutions should not be subjected to petty blackmail, which consists of continual demands made on him to lend money to profligate politicians, to contribute to political funds, to buy tickets to political entertainments and outings, and to become partisan so that he may secure the contract. When he is awarded the contract the supposition should be that he should supply the coal that is called for, receive a fair price for it, and the transaction should be on the same basis as one with private interests.

Third—Newspapers should not be permitted to criticize coal contractors supplying the public service, unless there are good grounds for believing dishonest practices are going on. If there are dishonest practices those guilty of them should be sent to the penitentiary where they belong.

Fourth—Political grudges should not be the basis of attacks on public coal contractors. So long as they are honest with the public service they should be amply protected within their rights.

Fifth—A coal contractor should be considered honest until he is proved beyond a reasonable doubt to be dishonest. Now he is considered dishonest until he proves himself honest.

Sixth—Coal contracts to supply public institutions should be fair to the coal contractors, not demanding the impossible, such, for instance, as a higher evaporative power from the coal than can be reasonably expected from it; not requiring any more from the coal contractor than would a private interest when dealing with him.

Corruption of Politics is to Blame

In all probability many of the disadvantages resulting to legitimate coal firms that accept public service contracts originate in the corruption of public servants. Politics is a game in which money is freely used. Frequently

a public officer is elected at an expense to him greater or as great as the salary which he will draw while in office. This is true especially of the smaller fry of politicians, such as county commissioners, boards of aldermen, boards of education, and members of boards of public works. Such bodies, who generally have the letting of public contracts of all kinds, are made up of men who do not realize the first principles of legitimate business and who have never had any business experience in a large way. In drawing up contracts for supplies for public institutions they frequently make the latter ridiculous, and if they do not do this they make them so drastic that no one could accept the business under contract and abide by all its provisions.

But it is in the matter of petty bribery that the worst abuses arise. The county commissioner or the alderman does not come out and demand money. He asks to "borrow" it. It is, of course, thoroughly understood that if he does borrow it, it is with no idea of ever returning the loan.

The honest coal contractor in meeting this condition is between the two horns of a dilemma. If he loans the money he will be blackmailed so long as he has the contract; if he fails to lend it there will be an "investigation" immediately, his name will be trailed in the dust through innuendo and false charges and it is difficult, no matter how thorough the final exoneration may be, for him to ever recover his reputation in the public estimation.

But the fault does not originate entirely among the small fry of office holders. Too many newspapers are run on the theory that every public coal contractor is dishonest. If his reputation had been as untarnished as a gold dollar prior to the acceptance of this contract, thereafter every attempt will be made to sully it. These newspapers seem always to be looking for a chance to cast reflections on a coal man, and a political grudge born of a petty politician, gives them an excuse for "writing him up."

An Instance Showing the Effect of Politics

Recently in Chicago a very grave injustice was done to a coal contracting firm through political spite work of this character. O'Gara, King & Co., one of the substantial and honorable firms of the city, had a contract to supply certain county institutions with two different grades of coal. Some five years ago Congressman Lorimer was a member of this company, but since 1899 he has had no connection with it in any way whatever. Still, because they have been antagonistic to Congressman Lorimer, the newspapers of Chicago have hesitated at nothing to injure the reputation of this coal company.

The latest "investigation" resulted from a political grudge. In January of this year Congressman Lorimer was asked to support a certain member of the board of county commissioners for renomination, but refused to do so. This member determined upon securing revenge, and having no way to reach Congressman Lorimer, he made an attack upon the coal contracting firm of O'Gara, King & Co., who had part of the county contract, evidently on the supposition that this would be an effective means of securing the desired revenge. A general investigation of all county contracts was ordered, which was mainly directed at O'Gara, King & Co., with a view to damaging this company in the public estimation as much as possible. The investigation was held and what was the result? Exoneration for the coal firm under consideration. No tangible proof was discovered, such as freight bills, etc., showing that any wrong had been done the county. In the Chicago coal trade, which watched the investigation with some interest, it is fair to say the general belief prevails that the investigation was born in malice, and that it failed to prove any wrong-doing.

In the meantime, however, the reputation of the company was seriously injured by the unwarranted and unjust statements made in the newspapers and because the first statements which were made public alleged there was wrong-doing. If this coal contracting firm had violated its agreement with the county in any way, why is it that it now has the best of standing with the county and has been asked to bid on the new contract for the coming year? From a close analysis it must appear that this attack was, like a number of others on coal men, unjustified and unfair, having a single purpose, to inflict as much injury as possible to satisfy a political grudge.

We cite this instance, which is fresh in the public mind, to show the menace that results to any honest coal firm which contracts to supply fuel

for public service purposes. There is another feature of these public service contracts which has never been discussed. This is the matter of the form used in drawing them up. These forms are drafted by public officers whose only knowledge of the coal business, generally speaking, pertains to the consumption of eight or ten tons a year for household purposes, and who personally could not tell the difference between washed Illinois coal and anthracite. The contracts are of such a nature that it is almost impossible to live up to them. They require a certain evaporative test, which, under some conditions, can be made, but under others with the same identical coal it is an utter impossibility. In making an evaporative test it is necessary that conditions as to the condition of the atmosphere, draft, etc., should be ideal to obtain the best results. Climatic conditions frequently vary and

when they are at their worst a test may be ordered which does an injustice to the coal contracting firm.

In addition to the evaporative tests there should also be chemical tests of the coal by analysts who are above suspicion, and other cumulative evidence should be accepted showing that the coal was shipped from the mines and the district from which it should come, such as freight bills, etc. A coal company having a large tonnage is anxious to dispose of its product. It will accept a contract of this character.

There should be an unanimity of action among coal men, all refusing to accept any form of contract which is not fair to them. In other words the coal contract should be as fair to the producer or shipper as it is to the county or city.

Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, September 2.

September opens with a dull market on anthracite, but with the situation well in hand by the companies. Usually at this time of the year there are many bargains in the way of odd lots of individual coal, but this is now the exception rather than the rule. Special grades of Lehigh coals, that usually demand a premium, are now being offered on the basis of ordinary white ash coal, or about at the company circular, but in general prices on all sizes are being well maintained all around. The market is not taking the entire product of small sizes, the companies placing their surplus in storage for winter needs, while the individual coals of harder grades in small sizes are being disposed of in some instances at sacrifice prices.

Situation May Be Quiet Until Advent of Cold Weather

The week's shutdown at the mines occasions no surprise, and while with the starting up of the fall demand there may be a little flurry in the trade, it is generally believed that the situation will be inclined to be fairly quiet until the advent of cold weather. Eastern tidewater points are filled up and the principal market from now on will be in the larger communities and to all-rail points, where storage capacity is limited.

With these general conditions some buyers have been and are looking forward to a break in prices, but the situation, so far as supply and demand are concerned, has been so closely watched that the general market conditions seem to be in better shape than even at a year ago this time. In view of which it is very unlikely that anything but the full circular will prevail throughout the year.

Seaboard Bituminous Trade Remains Quiet

The Atlantic seaboard soft coal trade remains quiet. Some of the very poorest grades can be picked up at, say, \$2.25@2.30 f. o. b. New York harbor shipping ports, as can gas slack, but \$2.40 seems to be about the right price for a little better coal, and from that it ranges upward according to grade, with the specialties selling at \$3.05@3.25 f. o. b. New York harbor shipping port.

There is an improvement showing in all-rail business, and prices are getting much firmer f. o. b. mines, and the inquiries and orders show an appreciable improvement, with producers inclined to refuse orders at anything but strong, firm prices. This trade, however, is being competed for fiercely by Pocahontas and New River in the far east, delivery from tide-water ports and in those territories receiving a certain amount of setback from this competition.

The Coastwise Carriers' Association seems to be fairly well maintaining itself by putting the larger craft, that it is unable to charter, out of business, discharging their crews and putting a vessel keeper aboard. This does not pay, but from present appearances it looks as if most of the members of the association were going to hold to their agreement fairly well up to October first, 1904, though it is known where freights have been negotiated for not up to the agreement by members of the Association, and instances are known where rates have been cloaked by an alongside or delivered price. This would look as if, should there come a break in the Association, that it would be a bad one.

There is a general cutting down in production in the coal trade, which to a certain extent is helpful, not allowing accumulation of demurrage coal at tidewater ports that would demoralize the market, though it is generally felt that the total tonnage of the producing regions is keeping up fairly well.

Consumers in Far East Have Stocked Some Coal

Trade in the far east is quiet. Consumers seem to have fair stocks of coal in their bins, and the idea seems to be conveyed that this consuming territory has a little discounted the fall demand by putting in coal ahead. It is known that some of the shoal-water ports that are closed up during the winter time by ice have more than their usual supply of coal on hand for this season of the year, though it is not doubted a month or so before ice makes there will be the usual rush to get in the last few cargoes.

Trade along the sound is quite dull and orders are scarce. The monthly proportions of those taking on coal are not at all lived up to on most grades, and some of the specialties are reported as feeling competition from the next lower grades of coal, which have offered inducements.

New York harbor trade is quiet. There does not seem to be much coal around that is forced upon the market, but orders are scarce and prices remain pretty low.

All-rail trade shows an activity generally, the prices are firm, and the demand is on the increase, with tonnages of coal coming forward larger than they have been.

Transportation from mines to tide is excellent and up to all demands. Car supply is good, all requisitions being honored.

In the coastwise vessel market vessels are in sufficient supply for the demand, and those outside of the Carriers' Association seem to be taking the business.

We quote current rates of freight from Philadelphia as follows: Boston, Salem, Portland and Bath, 75@80c; Lynn, Newburyport, Gardiner and Bangor, 85@90c; sound, 60c; Portsmouth, 75@80c; Saco, 90c and towage.



Buffalo and the Lakes Trade.

BUFFALO, N. Y., Sept 1.—(*Special Correspondence*).—If it could be truly said, in respect to the coal trade, that all's well that ends well, the bituminous coal shippers and jobbers would not be complaining so much of the past month in the trade, for the close of the month sees the market in better shape than it has been for some time with a prospect of a continuation of these conditions. There was a little spurt in anthracite rail shipments at the end of the month, but the lake shipments simply remain steady and are not advancing as they are expected to do at this season of the year. The coke market remains about the same, with the former rock bottom prices prevailing.

As was expected, there was a little spurt in anthracite orders at the close of August. The rail business was rather quiet during the month, as most of the retailers had their stocks well filled and consumers were not buying any coal at the time. But the regular full circular prices on anthracite will be put into effect on September first, doing away with the August discount of ten cents. Any retailers who did not have full stocks filled them up at the end of the month, to be ready for the fall demand. The local retail trade has shown no signs of revival as yet and probably will not until near October, when the actual burning weather for coal commences.

August Shipments Were in Excess of July

Shipments of coal for the months of August, just closed, according to the Customs House records, amounted to 516,240 tons, as contrasted with 351,801 tons for the month of July and against 606,850 tons for the month of August last year. With one exception, more coal was shipped during last August, than for any other month in the history of the port. So it can be seen that the shipments this year must have had to be very large to show an increase over that month. The month of August, this year, is the largest of the year in the amount of anthracite shipped from the port; of course, the figures for June were large, as all the coal that had been loaded during the winter was cleared then. Last year was an unusually big year in shipments from Buffalo, and it is not surprising that this season is behind it somewhat, but the shortage of several hundred thousand tons of coal, which this season is at present showing, seems greater than it should be and is so regarded by the shippers here.

The shipments for the month of August were distributed as follows:

	Tons.		Tons.
Chicago	186,850	Racine	2,200
Milwaukee	99,950	Hancock	1,400
Superior	87,200	Houghton	1,000
Duluth	61,453	Ashland	900
Waukegan	17,500	Menominee	846
Sheboygan	16,400	Saint Clair	725
Fort William	10,700	Bay City	560
Green Bay	9,100	Kewaunee	550
Toledo	8,720	Port Colborne	511
Kenosha	4,750	Port Huron	325
Gladstone	4,500	Grand Marais	100

Total516,240

Bituminous Market Conditions Show An Improvement

Bituminous sales agents are this week talking better conditions in their branch of the trade. They say that the orders are coming in better and that there are more inquiries. This confirms the belief that the month of September will see a decided change in market conditions. When solicitors have tried to sell some coal to consumers this summer the reply was that they had coal enough to last them through hot weather and that they would not need any until the fall. That time has very nearly come and the stocks of coal that were put in during the strike scare of last spring are beginning to get low. These stocks have been the cause of much of the depression in

the market this summer and when they are used up the market will improve. That time is now believed to be at hand, on account of the better demand during the past few days.

The Lackawanna railroad has recently made and has in contemplation numerous terminal improvements at Buffalo and along the Niagara frontier. To give some of the newspaper men an idea of this work the railroad gave a special trip around the Buffalo terminals to the representatives of the local papers, including the representative of THE BLACK DIAMOND. The general scheme of the terminals here is to have a base yard at which and from which all the freight trains of the road arrive or depart. This base is located at East Buffalo. There is a westbound and an eastbound yard at that point having a combined capacity of over 5,000 cars. About half a mile east of this yard is located the transfer trestles and the storage trestle of the road. The storage trestle is over a mile long from approach to approach, the longest trestle in the world. This is used in the winter time when lake navigation is closed. Adjoining that trestle is the transfer trestle, where the coal is transferred from the coal cars of the Lackawanna into foreign cars, for the road allows none of its own coal cars to leave its line. The trestle is now transferring about 130 cars per day. Another transfer trestle is being built near this point, which will have a daily capacity of 150 cars. It will have three tracks on top, and cars can be loaded on both sides of the trestle.

Description of New Lackawanna Coal Terminals at Buffalo

The lake coal trestle is located at the foot of Erie street. It has a yard of 150 cars capacity, and as high as 500 cars have been handled through it in one day. Also at that point is located the retail trestle for the city trade; other smaller ones are located at various points around the city. A new yard for the transfer with the Michigan Central, Grand Trunk, Wabash and Pere Marquette has been used for the first time this summer. It has a capacity of 375 cars and is located at Black Rock. Also another new yard has been opened in East Buffalo, on the Abbott Road, for transfer with the Buffalo, Rochester & Pittsburg, Buffalo Creek, and the Steel plant railroad, with a capacity of 500 cars. A new yard for transfer with the Nickel Plate is under contemplation. It will have a capacity of 500 cars. The present yard, used by both the Nickel Plate and the Lake Shore, will be devoted entirely to Lake Shore business. The contemplated improvements of the terminals here involve an expense of \$400,000.

Coal Company Gave Annual Excursion Saturday

E. L. Hedstrom & Co. gave their annual excursion down the river last Saturday. About 200 local retailers attended and report a most enjoyable time throughout the day. The start was made at 10 o'clock. The trip included a sail around Grand Island, with several stops for baseball games and other diversions. Two pleasant meals were served on the boat. The party voted the affair a great success. A. E. Hedstrom, E. C. Roberts and C. T. Roberts, of the company, attended.

L. M. Johnson, the new president of the Shawmut railroad and coal companies, paid his initial visit to Buffalo in his new capacity last Saturday. He was in conference with General Sales Agent Grant H. Jones while here.

The rumor has come to Buffalo that the Bessemer road was to build a line into Buffalo or else get a traffic right over the Nickel Plate for an entrance here. That road is owned by the steel corporation and this report is regarded in some quarters as being the old threat of Carnegie to build a road to tidewater. Owing to the growing importance of the Lackawanna Steel Co. here it is regarded as possible that this report may be well founded.

The Philadelphia Coal Trade.

PHILADELPHIA, Pa., Sept. 1.—(Special Correspondence.)—The anthracite coal market here continues unchanged from last week. Demand is light, which is not an unnatural condition for this season of the year, and especially now that the prices have advanced to the full circular and dealers can see no incentive to increase their stocks at this time. The trade is looking for an increased business, however, with the return of householders from their vacations, now that the summer season is practically over, due to the fact that many of them are still in need of coal and will immediately begin to take in winter stores. Most of the selling interests admit that dullness prevails in this territory and find it difficult in some instances to move off the coal as it arrives. The companies' product is being well taken care of, with the curtailed production at the mines, and in some instances the latter are oversold on the specialties. A fair tonnage is going to points around the cape, while shipments to the south are in greater request than for several weeks past. All-rail trade is showing signs of a good demand and already there is a fair supply of orders available from this source. The market on steam sizes is slightly firmer and some of the accumulations earlier in the season are now being disposed of, which should put these coals in good shape for the increased output at the mines later on. A little new business is developing in the retail trade, which, while not large, is thought will increase steadily from now on.

Bituminous Demand is On a Sluggish Basis

The demand for soft coal continues very slack, and but few orders are being sent to shippers. In some directions the market seems a little better, showing more inquiries, with an occasional order for delivery. Owing to the protracted dullness and its continuance till this late in the season, producers hardly know how to view the situation and in most cases are keeping their tonnage down to current requirements. This phase of the market may be accentuated to some extent, too, by the fact that most people expect an increased demand about this time, figuring that the limited requirements during the summer should have produced empty storage yards by now, and that consumers would be anxious to buy and get some supplies ahead. The continued favorable ocean freights are certainly an inducement to place orders before bad weather sets in, but the depression in the various consuming industries is such that buyers seemingly prefer to hold off in their coal purchases until improved conditions obtain. Prices

show no change, though producers of the standard grades are not so eager to accept the low figures, but rather are waiting for later business.

Transportation from the mines is good and cars are up to all present requirements, being regulated according to dispatches given them at unloading points. The vessel market holds firm and rates of freight are as follows: Boston, Salem, Portland and Portsmouth, 75@80c; Bath, 80c; Sound ports, 60c; Lynn and Newburyport, 85@90c; Saco, 90c and towage; Bangor, 90c.

Boston and the New England States.

BOSTON, MASS., Sept. 1.—(Special Correspondence.)—While the demand for anthracite in this consuming territory is not as strong as it was recently, there are apparently enough orders coming in from day to day to keep the trade moderately busy, rather indicating that the wants in this region are not yet entirely supplied. This demand may decline somewhat, now that full circular prices again prevail at wholesale. In many cases the retail price has also been advanced to the winter schedule, leaving no inducement to add further to the supplies on hand until active consumption sets in. The easier vessel market, which continues to prevail, with a good supply of light-draft vessels offering, has permitted of additional cargoes being sent to shoalwater ports and has also induced some orders in the regular trade.

Charters for vessels can be made from New York to around the Cape for fifty-five cents and as low as fifty cents has been named, which are attractive figures when compared with those usually ruling at other seasons of the year. Most of the coal arriving at receiving ports continues to be re-shipped to all-rail points inland, and enough orders are on hand from this source to take the coal that is being shipped coastwise. The production at the mines proceeds on about the basis of 4,000,000 tons a month, which on the prepared sizes is finding a market up practically to the entire production.

This also relieves the smaller coals, which are in better demand. At retail trade is inclined to be quiet, most consumers still having some unfilled orders in the hands of dealers, who are making deliveries on them daily.

Bituminous Trade Continues on a Dull Basis

In the bituminous market trade continues very dull and there is but little demand for coal of any grade at the moment. This applies also to the higher grades and specialties, though selling agents are not urging business as much as they did some time ago, believing that orders must come to them voluntarily shortly. Prices remain unchanged at last quotations, ranging from \$2.75 alongside for the poor grades of Clearfield up to \$3.00 and over for the better coals. Pocahontas and New River are steady at the figures recently named, making them, with freight added, \$3.30 alongside this harbor. Most of the coal that has been afloat in the harbor here, which congested the unloading ports, has been gotten out of the way, and unless further accumulations occur the market will likely be stimulated and may result in producing some new orders.

Vessels of the larger class are inclined to be in short supply, and while it is not affecting trade at this time to any extent, an increase in business would soon create a pronounced shortage. This is brought about by the Carriers' Association tying up many of its vessels in order to uphold the stipulated rates and terms of charter. Small vessels are fairly plentiful, and rates, while not advanced, are firm. New York quotations to Boston are 55c; Philadelphia quotes 75@80c and the further lower ports 90c.

Beech Creek Coal & Coke Tonnage.

The tonnage of the Beech Creek Coal & Coke Co. for the week ending August twenty-first, for the year to that date, and for the corresponding date last year is as follows:

	Tons.
Coal tonnage for week.....	148,657
Total for year 1904.....	4,503,008
Total for last year.....	4,911,762
Coke tonnage for week.....	470
Coke tonnage for year.....	17,054
Coke tonnage for last year.....	75,394

Pennsylvania Coal and Coke Shipments.

There was a falling off in the shipments of coal and coke originating on the lines of the Pennsylvania railroad east of Pittsburg and Erie for the week ending August twentieth, as compared with the previous week. Last week's shipments were as follows:

	1904. Week ending Aug. 20.	1904. Year to Aug. 20.	1903. Year to Aug. 22.
Short tons—			
Anthracite coal	82,012	2,825,669	2,942,885
Bituminous	458,621	16,845,810	17,662,153
Coke	144,686	5,277,150	6,375,267
Total	685,319	24,948,629	26,980,305

A tunnel has been started at the No. 3 slope of the North Mahanoy colliery near Mahanoy City, Pa., which it is believed will be driven a probable distance of 400 feet to serve as a short cut to haul the coal to the bottom.

Eastern General and Personal Notes.

J. H. Sessions, northwestern sales agent at Minneapolis for the Philadelphia & Reading Coal & Iron Co., was in Philadelphia recently on a business trip.

The C. M. Dodson Co. will shortly commence the erection of a washery at the Beaver Brook colliery. The plant will be fitted up with all the modern improvements and will likely be completed before cold weather.

The annual report of the Pocahontas Collieries of Virginia has just been made public, showing that its receipts during the year 1903 were \$483,849. The total surplus of the company at the end of the fiscal year was \$512,984.

The boiler inspector of Montreal, Canada, who has charge of enforcement of the smoke ordinance of that city, has made a report in which he advises the use of anthracite for domestic and steam purposes. He especially suggests that the railroads be made to conform to the ordinance.

The W. A. Stone Coal & Coke Co., of Uniontown, Pa., has received a charter in West Virginia. The capital stock is \$100,000. The directors are W. A. Stone, Albert Gaddis, Samuel W. Jones, B. V. Jones, Harry B. Gans and W. L. Gans, all of Uniontown. The company has a tract of land on the Monongahela river.

The harbor police of New York city recently scoured the waters of Staten Island sound, off Elizabeth, N. J. They were in search of coal pirates and ran into a gang of them. The pirates escaped but the policemen captured four of their boats, and it is thought that this will put a stop to thefts of this character, for a time at least.

The Philadelphia & Reading Coal & Iron Co. recently came to the rescue of Schuylkill county at Pottsville, Pa., which is without funds, by paying \$11,000 in advance on its taxes. This will enable the county to meet its current obligations without borrowing money and paying interest on it, and shows the interest of the large coal corporation in civic affairs at that point.

Public notice has been made of the sale of 3,114 shares of capital stock of the Douglas Coal & Coke Co., by the sheriff at Wilmington, Del., on September sixth. The company, it is claimed, was organized under the laws of Delaware, but has large holdings and interests in Tennessee. The complainant in the suit under which the stock was attached, is given as Joseph T. Emery.

The Delaware & Hudson Co. is having erected at its Leggett's Creek colliery near North Scranton, Pa., a complete electric plant. Electricity will be used in this mine to operate the hoisting engines and also for haulage purposes. This is largely an experiment with the company, but if it is successful electric haulage will be introduced in all of the collieries of the company, it is claimed.

Frank Oberander, who has been shipper for the Philadelphia & Reading Coal & Iron Co. for many years, is spending the summer with his family at Bradley Beach, New York, where he rented a cottage for the season. This does not prevent him from coming to business daily, however, but it makes shorter hours and with an occasional day off permits him to enjoy the pleasures of the seashore.

James J. Hill's steamer, the "Minnesota," which has been building at the Eastern Shipbuilding Co.'s yard at New London, Conn., for the last four years, left the harbor last Saturday, bound for New York, where she was on exhibition for two days for general inspection. The "Minnesota" has attracted a good deal of attention while here. She is bound for Newport News to take on coal for the Pacific coast.

Charles E. Lester, New York manager of W. C. Mason & Company, is living in New Haven, Conn., during the warm season, having removed there some time ago. Possibly he may continue to reside there. A number in the coal trade have permanent homes at New Haven and other sound points, being able with good transportation facilities to make the trips daily and prefer it on account of its climate to New York.

The Continental Coal Co., of Somerset county, with headquarters at Baltimore, has been placed in the hands of a receiver by the United States Court at Baltimore. Andrew J. Clark and N. Winslow Williams have been appointed as receivers. It is claimed that the company has a total indebtedness of \$93,000. The total assets have not been made public, but it is said that the creditors of the company have demanded this step.

Lucien Hill, son of Jerome Hill, who has been in charge of the United Coal Co.'s offices at 17 Battery Place, New York, since it was established here, has succeeded his father in the management of the company's affairs and will look after the sales of its gas coals. Mr. Hill has been identified with the company for some time in connection with its Philadelphia office. Jerome Hill intends to spend most of his time at his home in Tennessee.

A. B. Harris of the firm of Geo. D. Harris & Co., No. 1 Broadway, New York, is at present stopping at Fort Edward, New York, enjoying a vacation. Mr. Harris is one of the active young men in the trade, who, with his brother, have assumed practically the entire responsibility of the business, their father, the senior member, devoting but little of his time to it. Mr. Harris will not return to his office until the first week in September.

It is rumored that the Buffalo, Rochester & Pittsburgh railroad is after the coal holdings of the Goodyears in Indiana and Armstrong counties, Pennsylvania. The report says, also, that should the railroad company acquire this property a branch line will be built from Yatesboro to Kellysburg, Pa., to connect with the Indiana branch of the Buffalo, Rochester & Pittsburgh railroad, for the purpose of furnishing an outlet for the coal in this new territory. The Goodyear holdings consist of nearly 10,000 acres

adjacent to the coal property now owned by the Buffalo, Rochester & Pittsburgh road. People who have knowledge of the operations of the latter are now prepared to confirm the report.

William S. Kuhn of Pittsburgh, and A. C. Converse of New York, acting for a syndicate of capitalists, have purchased 30,000 acres of coal land in the vicinity of Somerset, Pa., located in Jenner and Conemaugh townships. The new owners of the property have filed their application for a charter for a corporation to be known as the Jenner-Quemahoning Coal Co. The property is located in a compact body and it is expected it will be developed within a short time on an extensive scale.

The International Coaling & Lightcrage Co., of Baltimore, has been formed to engage in the bunkering and loading of coal on steamships. It is claimed that it controls the Charles G. Day patent which, it is said, is an ingenious affair and a great improvement over the old method of loading coal into ships. The officers of the company are as follows: President, John W. Snyder; vice-president, Howard Tebbs; secretary and treasurer, Frank L. Hancock; directors, John W. Snyder, Robert Ramsay, Harry P. Lucas, Howard Tebbs and Frank L. Hancock.

The anthracite conciliation board in passing upon the strike of coal miners at the Barnum Colliery in the anthracite region, recently decided that the strikers should return to work with the instructions that if the matter of correct weight by the scales in use at the colliery of the company was not adjusted amicably, to submit it to that body. The men have returned to work under these conditions and it is believed there will be no further trouble. They alleged that the mine scales were 1,000 pounds short and that the company failed to get pay for all the coal they mined.

A government test of the new coal dock at the Brooklyn Navy Yard at Brooklyn, N. Y., is under way. This dock cost \$160,000 and is thoroughly modern in every respect. It was completed about two months ago, but it will not be accepted by the government until a thorough test is made. The purpose of the test is to ascertain if the dock can unload coal from a barge at the contract speed of sixty tons an hour. The dock has seventeen bins, each with a capacity of 525 tons, or a total of 8,925 tons. The construction of the dock itself is not to be considered in the test.

Traffic officials of the Pennsylvania & Reading railroads are pleased with the outlook for September. They report that there is already much new freight business in sight, particularly in the iron and steel trade. A resumption in the operation of iron and steel furnaces will increase the demand for coal and coke and they also expect that the movement of these commodities will be much greater than it was during the summer. An official of the Pennsylvania, in a recent interview, stated that the tonnage of coal and coke during August showed a substantial increase over July.

The Philadelphia & Reading Coal & Iron Co. has increased its facilities remarkably for extending its business in New England territory. It now has for ocean transportation sixty-four barges, three steam colliers and ten ocean-going tugs. This represents a total ocean-carrying capacity of 112,675 tons of coal. The barge service of the company is growing more and more in popular favor and is offering advantages for prompt and efficient transportation to customers of the company. The barge and coastwise service is not confined to anthracite, but a large amount of bituminous coal is carried.

The Pittsburgh & Lake Erie railroad has awarded the contract for the construction of a new coal, ash and sand handling plant at McKees Rocks, Pa. This plant will cost \$35,000, and will be able to handle seventy tons of run of mine coal in an hour, while the bins will have a capacity of 500 tons. The tracks to the hopper will have a large enough grade to cause the cars to run to the hopper from their own gravity. There will be sufficient room for ten cars above the hopper and ten empty cars below. It will be possible to transport coal to locomotives at either of the two tracks running into the plant.

Cigarettes recently caused a small strike at the Greenwood Colliery, a large operation on the outskirts of Tamaqua, Pa. The managers of this colliery issued an order that the smoking of cigarettes around the breaker must be stopped. The breaker boys who were addicted to this habit immediately took exceptions to the rule and went on strike. The culmination of this peculiar strike came when one of the bosses at the mine called the boys into his private office in pairs and administered a fatherly thrashing to each of them. This resulted in their complete rout and a promise on their part to taboo cigarettes in the future.

The Muncie Ash Can Co. is a new concern in which M. Brook Jacobs is the principal owner and its president. While not just in line with the coal business he has been identified with for some years past, it is, nevertheless closely allied, being a necessary receptacle at all domiciles where ashes are deposited after the coal has served its purpose. The company has a plant in Jersey City, where it makes its product. It consists of a can supported by an elliptic steel frame, giving greater protection, and longer wear, and at a comparatively less price. A considerable business has already been developed. The company is now on a paying basis.

The New York, New Haven & Hartford railroad in response to the demands of municipal bodies along its right of way in Connecticut and other New England states, has decided to abate the smoke nuisance arising from the use of bituminous coal. It now loads its tenders with both anthracite and bituminous coal when passing through a city where there is a smoke ordinance. The anthracite coal is used for steam purposes in the cities, but in the open country the bituminous coal is used as formerly. Quite a number of small cities in that territory are jubilant over the change and are preparing to make an enforcement of local smoke ordinances more effective than they are at present.

In The Field of The Retail Dealer.

Written for The Black Diamond.

What to do during September?

The active, hustling retail dealer who is anxious to get as much business as possible for himself at as good a price should "make hay while the sun shines."

This should be the month when all his plans for winter originate and when he takes an introspective view of the situation with a view to mapping out a policy which will continue till next spring.

One of the first things he must do is to post himself.

I do not mean by that simply to listen to the yarn of every salesman that comes along as to prices and other conditions pertaining to the trade, but he must go further than this.

If prices have been low during the summer he must consider conditions and find out whether they are likely to be low or high during the winter.

He must take into account mining conditions, transportation conditions, supply and demand, and from the facts which he picks up here and there must arrive at some conclusion as to the season he is facing, whether it is advisable to stock up on coal or not.

How many retail coal merchants give any heed to the general conditions of transportation? How many are there who talk with railroad officials when they come in contact with them and ascertain first-hand and from their own private sources what the outlook is in that direction?

All of them in a single State could be counted on the fingers of two hands, most likely.

They never stop to think that the movement of coal and the conditions pertaining to it are as important to them as they are to the shippers, and that they must enter as much into their calculations as the price of coal.

They ask the price of coal, demand that it be delivered at a certain time, and when it is not they look no further. Possibly they write a saucy letter to the shipping company, and place the blame there, when if they had been posted on conditions pertaining to transportation they would have known that any promise to get it to them by a certain date was absurd; that the man who made the promise was either a fool or a knave, and that under existing conditions it could not be done.

Far-Sighted Retail Coal Merchant Should Know the Conditions

The far-sighted retail merchant should keep thoroughly in touch with the railroads over which he ships his coal.

He should go beyond the local agent and ask the higher officials, if he has the opportunity, and he generally has, what the outlook is as to general traffic and especially what it is as to coal traffic.

By keeping posted along these lines he can not only safeguard himself against a shortage in his supply at a critical time in the year, but he can as well provide a supply which may net him a handsome profit, win him customers and be of great benefit to him when the other dealers are loafing around the corner grocery store lamenting the fact that their bins are empty and they have no coal to sell.

Mr. Retail Coal Merchant, listen one moment. Whether you give attention to prices or not, do pay attention to the transportation situation from now till the middle of next March. Obtain all the information you can concerning it from all the legitimate sources where such information is to be had.

If a traveling salesman makes his advent and tries to scare you with talk of a car famine and shortage of locomotives over the road he ships coal, be so well posted that you will know whether he is telling the truth or not. And if he is engaged in misrepresentation you will sustain no great loss if you calmly inform him that you know better.

September is the month when attention should be paid to transportation conditions. If "eternal vigilance is the price of liberty," it is also part of the price that must be paid in retailing coal successfully. If you watch transportation conditions in September, study them in October and November with still deeper interest.

Here is a pointer. I have learned by experience that in the west the great crop movement commences about the middle of September, lasts all through October, when it reaches its height, is heavy during November and begins to decrease in December.

Here is still another pointer. Our first severe snowstorms generally occur in the west and in the east between the twenty-fifth of November and the tenth of December. The first storm is always the worst in tying up coal traffic. Railroad officials may say they have made every preparation for these storms, but let me tell you they have never done so in the past. If there was either a heavy fall of snow or severe winter weather in about twenty-four hours after the storm starts or the cold wave arrives they are generally tied up tighter than a drum, hiring men here and there to dig out passenger trains and letting the coal trains, as well as other freight, wait until there is a change in the temperature.

And then here is still another pointer. When railroads do not stock coal in the summer they always confiscate more than a normal amount in the winter.

A large number of rules might be laid down, but the thinking coal merchant will not thank me for imparting such information to him. He wants to dig these facts out for himself. And if he does dig them out he remembers them a much longer time than if they were forced in at one ear and made their escape two seconds later at the other.

But a keen study of the situation as to what is in store in transportation, prices, supply and other features is not the only part of the September program.

If a coal man really and earnestly hopes to get business, and more of it than he had a year ago, he ought to adopt the modern method of securing it.

September the Best Month in Which to Advertise

There is only one modern method. That is to advertise. September and October are the two months of the year, above all others, when the coal dealer should have his name before the public.

It is almost too much to expect a customer who bought coal of you a year ago to remember where you are in business twelve months later, and for that customer to come into the office and buy coal, although he has not seen or heard anything of you in the twelve months intervening.

I believe every coal merchant who wants to succeed should not only advertise in the local papers, calling attention to his office and the kinds of coal he offers for sale, but a very nice way to inaugurate the fall and winter season is to send out an announcement card to all his customers and all whom he thinks may become his customers, telling them about the facilities he has for doing business, the coal he handles, and otherwise directing attention to him.

And if I were going into this card scheme at all I would go into it right.

I would not have printed a card of this character on flimsy paper that was a cross between a circus poster and a cheap auction sale circular.

The card itself ought to be printed on good board or on a heavy paper in the form of an invitation. The envelope ought to be something more than an ordinary white, cheap covering for it; it should also follow out the general style of an invitation, so that it will attract attention.

Now for the card itself. What shall we say on it?

Some dealers go to a lot of trouble in wording such an invitation to customers, and the result is a stilted style and a production that causes ridicule rather than business-getting.

My idea is that a card of this character should be as simple in its language as possible.

An Invitation Card Should Be in a Direct, Simple Style

It should go at the meat of the matter and should contain about the same language as the merchant would use should he meet a friend on the street and extend an invitation to him to come up and buy his coal at his office.

Do not attempt too much. If you do you will surely fail. Strive, first of all, for a simple statement. How would something like this do:

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* ..... *
:                               :
:      JONESVILLE, WIS., September 1, 1904.      :
:      With the coal consuming season at hand, we feel it our :
:      pleasant duty to remind you that we have all the facilities :
:      for giving our customers prompt service in the delivery of :
:      any quantity of coal they may require. We have a large :
:      number of delivery teams, obliging employes, and all the lead- :
:      ing descriptions of coal. (Then enumerate the kinds of coal :
:      carried in stock.) We believe that we can give you the best :
:      coal for any purpose that you may require at the right price. :
:      If you have never traded with us before, give us a trial. If :
:      you have traded with us in the past, we wish to assure you :
:      we will treat you as well as we did at that time. If you haven't :
:      time to call, phone us at Central 88. :
:      Yours most respectfully, :
:                               JOHN JONES & Co. :
:      To Mrs. M. B. Smith. :
* ..... *

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This, of course, is merely suggestive. Inasmuch as I am out of the retail business, I still like to dabble in it, but the man who is in the harness and who is thoroughly in touch with all the little details of selling coal at retail can improve upon this. It is merely a skeleton, showing the idea in a general way of the direct manner in which a customer to whom is sent a card of announcement of this kind should be addressed.

And when you send out these cards do not hire a boy for a quarter to deliver them to the various houses.

You will not get anywhere near the results you would if you were to send them through the mails, properly addressed to each person that you wanted to receive them.

You know how any housewife treats a letter that is thrown in at her door!

Without stopping to open it, many times she will throw it in the waste basket, saying, "Oh, that is only an old advertisement," or make some such characteristic remark.

But if she receives an advertisement through the mail, in an envelope which looks like an invitation, she will open it and your efforts will not be wasted.

This is especially true if it happens to appeal to her fastidiousness. And such a card of announcement as I have proposed, printed in attractive type and mailed, bearing a two-cent stamp, will appeal to her, and, like as not, she will give you her business next time.

As a matter of fact, the chances are all in your favor that she will. As I said in the beginning, she has not bought any coal in twelve months, and it will not take much to win the customer over so that she will buy her coal of you.

THE YARD MANAGER.

Western Retail Notes.

Dwight Patton has been appointed manager of the retail coal business at Kellogg, Iowa.

H. C. McIntosh & Son have decided to engage in the retail coal business at Nevada, Iowa.

The Farmers' Elevator Co. is building a coal shed at Arco, Minn., and will engage in the retail business.

The Dower Lumber Co. of Perham, Minn., has decided to handle coal at retail during the coming winter.

William H. Lyons, president of the Lyons Coal Co., of Peoria, Ill., died recently at his home in that city.

The firm of C. B. Eenkema & Co., retail coal dealers at Raymond, Minn., has been dissolved by mutual consent.

J. C. Garland is erecting a new coal shed at Rush City, Minn., and will engage in the retail business at that point.

E. L. Boynton has purchased the Cooly coal yard at Cortland, Ohio, and will conduct the business in the future.

The Farmers' Elevator Co. has erected a coal shed at Renville, Minn., and will engage in the retail business at that point.

B. F. Harris has opened a retail coal yard at Beardstown, Ill. His office is located at Sixth and Morgan streets, in that city.

George Dodd is a new retail dealer at Eldorado, Wis., and is putting up storage sheds and erecting a new office at that point.

The school board of Fairfield, Iowa, on September first opened bids to supply 10,000 bushels of coal to the public schools of that city.

Samuel I. Acken Jr. & Co., of Haworth, Bergen county, N. J., have changed from the firm name to the Bergen County Coal & Lumber Co.

The Metropolitan Coal & Coke Co., formerly located in the Majestic building at Detroit, Mich., has filed a notice of dissolution of business.

Postmaster Haynes, at Centerville, Iowa, has been ordered to purchase twenty tons of anthracite for a fuel supply this winter, instead of bituminous coal.

The coal and wood office of J. Rosenfeld, at 488 East Seventh street, St. Paul, was damaged in the storm which visited that city two weeks ago to the extent of \$200.

The demand for coal at Oskaloosa, Iowa, is reported to be improving somewhat and householders are beginning to take in their supply of coal for the coming winter.

The Lewiston Coal Co. has been incorporated at Lewiston, Mo., with an authorized capital of \$5,000, one-half of which has been paid in. The incorporators are T. F. Arnold, Edward Binger, John Binger, W. D. Briscoe, J. C. Brown and O. Chandler.

Bids submitted to supply coal to the poor of Geneva, Ill., were recently opened in that city and were found to be identical. It is probable the almshouse commissioners will readvertise for bids and will ask interests outside of the state to bid on the business.

The Walter Brown Elevator Co., a line-yard corporation, has decided to establish its main offices at Mankato, Minn., and has leased an office building for that purpose in that city. The company owns retail coal yards and elevators in Minnesota and South Dakota.

The Muscatine Fuel Co. is a new retail company at Muscatine, Iowa. The incorporators are Charles Mosqua, L. C. Lenck and J. H. Kessels. The office of the company is at Front and Oak streets. It recently secured the contract at that point for furnishing the county with coal.

The Peter Fisher, Jr., Co. has been awarded the contract to supply the public schools of Kenosha with 500 tons of Youghioghenny lump coal the coming year at \$3.65 per ton. A number of bids were submitted to supply the coal, there being much competition to get the contract.

Beckley & Myers have been awarded the contract to furnish Jackson Hill coal to the city building at Springfield, Ohio, at \$2.85 per ton. The contract to supply the city pumping station was awarded to the Springfield Coal & Ice Co. for Jackson Run No. 2 coal at \$2.25 per ton.

Coal teamsters and retail dealers at Mattoon, Ill., have agreed upon a wage scale for the ensuing year which provides for a reduction of ten cents a ton in the price to be paid for hauling coal. Under the new arrangement coal is to be delivered in that city for forty cents a ton.

The Topeka Ice & Fuel Co. has been awarded the contract to furnish coal to the county at Topeka, Kan., the coming year. The bids submitted by this company were the lowest and were as follows: Weir City slack, \$2.59; Leavenworth lump, \$3.24; Leavenworth lump for poor farm, \$3.00.

Arthur M. Higgins, receiver for the R. M. Barnes Fuel Co., at Minneapolis, has begun an action in the district court at that point to collect \$3,986.84 alleged to be due from Freeman S. Farr. It is alleged that Farr borrowed various sums of money from the company aggregating this amount.

The coal contract imbroglio at Hartford, Conn., has had another chapter added to it. Judge Peck in the court of common pleas has dissolved the temporary injunction granted A. Goldberg, a coal dealer, on the ground that the presumption is the city officials acted with proper discretion in the exercise of their duties.

A. Y. Malcomson has been awarded the contract to supply the public schools of Detroit, Mich., with coal the coming year at \$2.75 per ton for Tug River smokeless. It is estimated that 7,720 tons of coal will be required

under the contract. There has been lively competition to secure this business among the dealers of Detroit.

The coal war which prevailed in Belvidere, Ill., for several weeks has been terminated and all the dealers at that point propose to maintain prices at a point where they can make a legitimate profit in the future. It is said that all the dealers are included in the new arrangement. The present price for anthracite is \$9.00 per ton.

G. K. Mellen, who has been identified with the Northern Pacific railroad for a number of years as an official at Brainerd, Minn., has resigned his position to remove to Bridgeport, Conn., where he will engage, with others, in the wholesale and retail coal business. Mr. Mellen is a son of C. S. Mellen, now president of the New York, New Haven & Hartford railroad.

The New Jersey Coal Dealers Association which has been planning to take a trip to the St. Louis world's fair in a body, has given it up owing to a lack of enthusiasm on the part of the members. It had been planned that the trip should be taken from September third to September tenth and railroad accommodations had been secured. There was luke-warmness on the part of the members, however, which prevented this plan from being put into effect.

Edward A. Hershey, who engaged in the retail coal business at Akron, Ohio, in 1886, died recently in that city. He had been afflicted with stomach trouble for about a week previous to his death, but did not consider that it was serious. While in a barber's chair death came to him. It was due to a rupture of the abdominal aorta. He was born in 1856 and was prominent in the business affairs of Akron, as well as in local politics in that city.

The coal office of Bauer & Lambrechts, at the foot of Vermont street in Blue Island, Ill., was recently entered by one or more sneak thieves who secured \$205 from the cash drawer. Mr. Lambrechts, who was in charge of the office, had stepped outside a few minutes for the purpose of checking up some cars and it is thought the thieves took advantage of his absence. A Chicago coal salesman who was on the street at the time the robbery occurred is under suspicion, but no arrests have yet been made.

The Devlin Coal Co. has secured an extensive tract of land on South Broad street at Galesburg, Ill., and will establish new and much larger coal yards than it at present owns in that city. The property is located on the Santa Fe railroad and large sheds will be built, materially increasing the storage capacity. The property which has been acquired cost about \$5,000 and it is said the improvements will cost \$10,000 additional. The purchase was made under the personal direction of C. J. Devlin, president of the company.

C. W. North, a retail coal dealer at Cherokee, Iowa, is winning a reputation among the coal consumers of that city because he urges them to buy coal in the summer time and be prepared for winter. Those who have followed his advice have profited by it, not only in the fact that they were able to secure the coal much lower than usual, but also from the fact that they always had it when they wanted it. Mr. North says that he decided upon this policy in the conduct of his business because he was formerly identified with the railroad business and knows how difficult it is to get coal through on time when the weather is cold.



Eastern Retail Notes.

L. A. Johnson is building a coal-storage plant at his retail yard in Sparrowbush, N. Y.

Sealed proposals for supplying the reform school with coal at Washington, D. C., were recently opened in that city.

Charles J. Slavin, who has been engaged in the coal business in the southern part of Cohoes, N. Y., recently died in that city. He had been ill for some time and was born in Cohoes.

The Midland Coal, Land & Lumber Co. has been incorporated at Portland, Me., with an authorized capital of \$1,000,000. Millard W. Baldwin, of Portland, is president of the company.

The Central Coal Pockets Co. has been incorporated in New York City, with an authorized capital of \$30,000. The directors are Joseph Cohen, Samuel Epstein, of New York, and Frank Grumbly, of Jersey.

The Schipper Bros. Coal Mining Co. has been incorporated at Boston, Mass., with an authorized capital of \$20,000 to deal in coal and engage in mining operations. The promoters are William H. Wood, Carl F. Schipper, Alice Schipper and Ibe J. Schipper.

The Peat Coal Co. has been incorporated at New Rochelle, N. Y., with an authorized capital of \$100,000 to engage in the manufacture of fuel. The incorporators are H. H. Witherspoon, Jr., New York; J. M. Charles and Thornwell Mulally, of Pelham Manor, N. Y.

The J. O. Van Fleet & Son Co. has been incorporated at Roselle, N. J., to engage in the wholesale and retail coal business. The incorporators are James O. Van Fleet, Linden, N. J.; Hart S. Van Fleet and Ora W. Conselyea, Jr., of Roselle, N. J. The company is capitalized at \$30,000.

The coal dealers at Wilmington, Del., have decided to continue the present price of anthracite in that city of \$7.00 per ton till the first of October, when they will make an advance of twenty-five cents a ton. Only one advance, amounting to twenty-five cents a ton, has occurred during the present season.

One of the large hoisting towers of the naval coaling station at Lamoine, near Bar Harbor, Me., was recently blown over in the storm which visited that part of the country the latter part of August, disabling the entire plant. It is said that it will cost \$100,000 to repair the damages and put it back into condition for operation.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

It is reported that the Davis Coal & Coke Co., of Elkins, W. Va., is arranging to open new coal mines in the vicinity of Westernport, Md.

The Big Fall Coal Mining Co. at Beechwood, W. Va., has incorporated with a capital stock of \$50,000 and is erecting a new coal mining plant at that point.

The Wesford Big Muddy Coal & Coke Co., with an authorized capital stock of \$250,000, has been incorporated at Washington, D. C. The incorporators are F. O. Pershing and others.

The Hanging Rock Coal Co. has been incorporated at Hartford, W. Va., with an authorized capital of \$25,000, to do a general mining business. Incorporators are H. G. Gucy, M. G. Greer and Howard Robinson.

J. O. Van Fleet & Son have incorporated at 247 First avenue, Roselle, N. J., with a capital stock of \$20,000, to engage in coal mining business and to develop coal lands. The incorporators are J. O. Van Fleet, Hart S. Van Fleet and I. W. Conselyea Jr.

The Provident Coal Co., owning 6,000 acres of coal land north of Wheeling, W. Va., has recently let the contract for a new shaft and tippie. The property will be developed on a large scale and it is said this mine will have the largest output of any operation in Belmont county.

The Obed River Coal & Improvement Co., with an authorized capital of \$125,000, has been incorporated at Jersey City, N. J., to engage in coal mining and the manufacture of coke. The incorporators are Edmond R. Perry, George D. Perry, Robert J. Taylor, L. B. Miller and H. Y. Miller.

The Ruth Coal & Coke Co. has been incorporated at Wheeling, W. Va., with an authorized capital of \$250,000 to mine coal and manufacture coke. The incorporators are T. S. Riley, of Wheeling, W. Va.; O. V. Riley, Moundsville, W. Va.; G. L. Hibbs and William Hawkins of Uniontown, Pa., and E. L. Denning, Waynesburg, Pa.

The Gleason Coal & Coke Co., of Keyser, W. Va., was incorporated recently at Charleston, W. Va., with an authorized capital of \$100,000, to engage in coal mining and the manufacture of coke. The incorporators are George M. Hine, Charles F. Hill, J. S. Strawn, of Avonmore, Pa., and Conrad Hansract, Cumberland, Md.

The Jenner-Quemahoning Coal Co. will on September fifth apply for a charter under the laws of Pennsylvania, with headquarters at Somerset. The incorporators are Robert H. Wilson, Herbert Hunt, Henry K. Belmont and others. As mentioned in THE BLACK DIAMOND last week, the company has purchased a considerable tract of coal land and will begin active development soon.

The Isle Royal Coal Co. has recently been formed in Nova Scotia and has secured control of extensive coal lands at Sydney, Cape Britain and other

points in that field, where extensive developments are to commence as soon as the necessary preparations can be made. Those interested in the company are largely Americans, including V. H. Youngman, of New York city, and W. H. Morris, of Johnstown, Pa.

General Eastern Coal and Coke Notes.

After a week's suspension all the collieries of the Lehigh & Wilkesbarre Co. located in the vicinity of Wilkesbarre, Pa., will resume operations.

The Brier Hill Coal & Coke Co., Uniontown, Pa., has decided to install electricity in all of its operations. It will be used for lighting, power, and for haulage purposes.

The Nova Scotia Steel & Coal Co. has been engaged in extensive prospecting operations near Point Aconi, Nova Scotia, and has discovered a very thick vein of bituminous coal at that point, which it will develop within a short time.

The new Prospect breaker of the Lehigh Valley Coal Co. in the suburbs of Wilkesbarre, Pa., is establishing a new record for production. The daily output has reached a total of 2,772 tons, which it is claimed exceeds that of any other breaker in the anthracite region.

The Imboden Coal Co. and the Imboden Coke Co., operating coal mines and coke ovens on Pidgeon Creek, W. Va., have consolidated and incorporated as the Imboden Coal & Coke Co., with offices at 71 Broadway, N. Y. C. P. Perin is named as the president of the new corporation.

The Morea colliery of the C. M. Dodson Coal Co., Mahanoy City, Pa., resumed operations September first, after having been idle for nearly six months. A number of repairs have been made at the colliery and employment will be furnished to between five or six hundred men.

The St. Nicholas colliery near Mahanoy City, Pa., owned by the Philadelphia & Reading Coal & Iron Co., on August thirteenth exceeded the former records in the tonnage of coal hoisted. The total for nine hours work was 1,310 mine cars, exceeding the best previous record by 127 cars.

The Wilmore-Songman Coal Co. has acquired seventy-two tracts of coal land aggregating nearly 500 acres in Summerhill and Croyle townships, Cambria county, Pennsylvania. It is said the amount paid for the land was \$100,000, and that it will be developed within a short time on an extensive scale.

The Marvine and Dickson breakers of the Delaware & Hudson Coal Co., near Throop, Pa., will be abandoned as breakers and converted into washeries. At both of these operations there are large culm banks containing thousands of tons of marketable coal, which will be thoroughly washed, while the refuse will be flushed back into the old workings.

Fire recently broke out in the tippie of the Domestic Coal Co., opposite Monongahela, Pa., and before it was extinguished did considerable damage to

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the upper workings of the plant. It is thought the blaze originated from sparks from the engine room. The total property loss is placed at \$6,000, in addition to which considerable damage will be sustained in loss of time in operating the mine.

A new system of electric haulage at the Primrose colliery of the Lehigh Valley Coal Co., at Mahanoy City, has been about completed and will be placed in operation within a short time, entirely supereeding the mine mules which have been in use since the colliery was opened. It is claimed that nearly all the collieries of the Lehigh Valley Coal Co. are shortly to be equipped with electric haulage systems.

The Delaware & Hudson Coal Co. is planning to sink a new shaft and build a new breaker on anthracite coal property which it owns near Throop, Pa. Engineers are now at work on the plans, and it is expected that work on the shaft will be commenced in a short time. It is probable that the colliery will be a very large one, having a capacity of over 1,500 tons daily, but it will not be completed until the latter part of 1905.

President W. H. Truesdale, of the Delaware, Lackawanna & Western railroad, recently took a trip of inspection through the anthracite region for the purpose of ascertaining the conditions of the collieries and the output of coal. During the absence of Vice-President E. E. Loomis, in Europe, Mr. Truesdale is keeping in closer touch with the coal interests of the railroad than ordinarily, although he usually makes a trip of inspection once or twice a year.

In an explosion of gas in the slope of the Buck Ridge Coal Co., near Shamokin, Pa., four miners were very seriously burned recently, two of whom will probably die. The explosion was caused in a peculiar manner. A rock falling through an aperture caused an opening through which a large volume of gas rushed and ignited from the naked lamps of the miners. The two miners who were most seriously injured were brought out of the mine by a reseuing party.

After having been idle for fifteen years, the Middle Lehigh Coal Co., of New Boston, near Pottsville, Pa., is preparing to resume operations. Men are at work removing the water from the flooded workings, which it is believed will require about three months. In the meantime work has been commenced on building a breaker, which will be completed when the shaft is in readiness for hoisting coal. The colliery is owned by the Mills Creek Coal Co., and at the time it was in operation proved profitable. In 1899 a severe squeeze occurred which resulted in its abandonment. Soon afterward the breaker burned to the ground and it was not believed it would ever be rebuilt. The increased demand for coal, however, has made it profitable.

Southern Coal and Coke Notes.

New Southern Enterprises.

Edward Martin, of New Hope, Ark., has secured options on 3,000 acres of coal lands near Russellville, Ark., and intends to commence development at once.

Leander C. May, of Chicago, has purchased several thousand acres of coal and timber land for \$60,000 in Johnson county, Kentucky. The headquarters of the new company will be at Owingsville, Kentucky. Mines will be opened at once.

The St. Charles Coal & Coke Co. has been incorporated at Bristol, Virginia, with an authorized capital of \$50,000. The officials are N. D. Bachman Jr., president; C. W. Bondurant, vice-president. The company will develop extensive coal mines in northern Virginia.

The Western Coal & Chemical Co. has been incorporated at Guthrie, Okla., with an authorized capital of \$2,500,000 to engage in developing and mining coal. The officials are J. Alexander and J. E. Nicholson, of San Francisco, and A. Hughes, of Guthrie, Okla. Development work will be commenced immediately.

The Oregon Coal Co. has commenced development work on a large tract of coal land which it owns near Earles, Muhlenburg county, Kentucky, and will sink a shaft at once. It is probable that several mines will be opened at that point. The company will also build a railroad to Central City, Ky., to furnish an outlet for the coal which it produces.

The Savanna-McAlester Coal Co. has been incorporated at South McAlester, I. T., with \$250,000 capital stock all paid in. The stockholders are L. W. Bryan, James Degnan, James McConnell and W. E. Hailey, all of South McAlester. They will reopen a mine at Savanna that was operated seventeen years ago and was abandoned because of a disastrous explosion. The new company will install modern machinery and equip the mine in first class shape.

The Mena Coal & Coke Co. has been incorporated at Fort Scott, Kan., with an authorized capital of \$200,000 to develop extensive coal fields in the vicinity of Fort Smith, Ark., and also coal lands in Indian Territory, near Page. The incorporators of the company are N. B. Mayhar and E. Anderson of Mena, Ark.; W. L. Kellogg, of Ft. Scott, Kan., and Ward Roberts, of Pittsburg, Kan. Mr. Roberts is president of the new company. Of the authorized capitalization, \$125,000 has been paid in.

General Southern Coal and Coke Notes.

W. L. Carter, of Louisville, Ky., has been selected as general manager of Barren Fork coal mines, located near that city.

The Log Mountain Coal & Coke Co., of Nashville, Tenn., has amended its articles of incorporation, changing its name to the Italy Coal Co.

The strike situation in the Birmingham district of Alabama remains



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practically unchanged. The operators are still making accessions to the number of men employed, and the output of coal is being steadily increased.

The British steamers Amberton, Riverton and Floriston have been chartered at Norfolk, Va., to transport 12,000 tons of coal to the naval station at Manila, Philippine Islands, for the use of the United States government.

It is said that the Bureau of Equipment of the United States Navy Department will shortly recommend the erection of a new coal pier and coal shed at Norfolk, Va., for government use. The pier will have a capacity of 20,000 tons of coal.

James T. O'Hara, of El Paso, Texas, is in receipt of a cablegram announcing the formation of a company in London, England, to furnish capital for the O'Hara Mining Co., which will develop coal lands in Texas and ore lands in Old Mexico.

At last accounts the officials of the Little Cahaba Coal Co., Piper, Ala., were in conference with representatives of the miners organization, for the purpose of agreeing on a wage contract for the new year, which would settle the strike at their mines.

An American company is said to have purchased extensive coal lands in the state of Hidalgo, Old Mexico, for the sum of \$132,000 in gold. It is claimed that the company will build a railroad into the property and will develop extensive mines at that point.

It is announced from Chihuahua, Mexico, that Joseph Leiter, of Chicago, is negotiating for the purchase of extensive coal lands on the Mexican International railroad, in the state of Coahuila, Mexico. It is claimed that this property has been proved and contains 8,000,000 tons of coal.

The Wallsend Coal & Coke Co., which was recently incorporated in Kentucky and was mentioned in THE BLACK DIAMOND at the time, will have its headquarters at Middlesboro. The company has purchased and is now operating the property of the Pineville Coal Co., at Wallsend, Ky.

The Stanley Creek Coal Co., which was recently incorporated in Tennessee, is opening new mines near the town of Almy, Scott county, Tennessee, and will be ready to ship its product within a short time. It owns 600 acres of coal lands in that field and promises to open up mines with a large capacity.

Ravenscroft, a new mining town which was located less than a year ago, twenty miles east of Cookeville, Tenn., has had a remarkable growth.

It contains a number of large business blocks and many new residences have been built in addition to the miners' houses erected by the different coal companies.

The Dolomite coal mine at Bessemer, Ala., which was recently opened with union and non-union miners, is reported to have increased its output nearly to the maximum point. When the mine was first opened the miners' organization authorized the statement that new men could not be secured to operate it. The operators are gratified at their success for this reason.

Representatives of the coal companies in Walker county, Alabama, recently met at Montgomery, in that state, for the purpose of conferring with the county tax commissioner to secure a reduction in the taxes on their property. The valuation of the taxable property in the county has been increased \$355,000 over last year and the coal operators made complaint that this was unfair to them; that no such advance in actual value has occurred.

J. C. Mabon, president of the Sloss-Sheffield Steel & Iron Co., at Birmingham, Ala., announced last week that the company had 1,200 miners in its employ and that it was expected that by September first it would have its full complement of 2,000 men. When the strike occurred in the northern Alabama district this company closed its mines, but reopened them about three weeks ago, under the "open shop" principle. It is believed it will have no further trouble in operating them.

James R. Wooldridge, a prominent coal operator at Jellico, Tenn., in a recent interview expressed the belief that there would be no strike of the miners in the Tennessee district. "The miners are adverse to calling a strike as it will be an untimely act," he said, "and another joint conference will be held some time in the near future, at which the question of the wage scale will be settled amicably and for the best interests of all concerned. I feel confident that this will be the outcome of the present situation and that you will find I am not a false prophet."

The Eagle Coal Co., of Lexington, Ky., has sold its mines in the Barren Fork region of that state to a syndicate of Ohio and Tennessee capitalists. These mines at present have a small production, but during the last fiscal year the company paid a dividend of nine per cent to its stockholders. The new owners are George B. Du Relle, of Cleveland, president; Sam P. Sparks, of Harriman, Tenn., vice-president and treasurer; W. L. Carter, former manager of the Glen Mary mines, general manager and secretary, and John Tooney, of Helenwood, Tenn., and E. E. Barthel, of Nashville, directors.

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THE BLACK DIAMOND

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General Review of the Markets.

Preparations for winter are a source of more encouragement to the coal trade of the country and there is a general feeling among the large factors, among producers and shippers, that it will not be long until there is a good demand and prices are on a more satisfactory basis than they are at present. The usual consuming demand for coal commences about the middle of September, when householders who have previously delayed taking in coal for winter requirements begin to take in a sufficient quantity to last them until late in the year. Steam users of fuel are also more inclined to stock, realizing that transportation is an uncertain quantity after the middle of November and that they ought to take in a sufficient supply to carry them while there are no interruptions to the rail movement.

These are some of the conditions which are favorable to a large trade and firmer prices from this time forward. Last week attention was directed to the overproduction of bituminous coal, but in connection with this overproduction it is only fair to say that there have been conditions during the summer which have made it non-effective so far as the winter demand is concerned. Householders have been recalcitrant buyers of coal for the coming winter in all parts of the country, and their stocks are said to be on a comparatively light basis. Throughout the eastern states there has been more anthracite stored in private bins than any other description, but in the west the buying of even this coal for future consumption has been comparatively light. We may therefore reasonably expect that the unsupplied demand of the west for anthracite will develop rapidly during the next few weeks, and that it ought to keep nearly all the factors in the trade much busier than they were a year ago. In this somewhat pronounced activity which is to be expected the dealer will participate to a greater extent than anyone else. He has laid in a fair stock of anthracite, but he has not moved as much of it as he did a year ago. The shipper will also benefit, because where retail storage bins have been full there was no prospect of taking in more coal. As soon as they begin to empty, however, there will be a wider demand from the shipping companies, and this, added to the normal business of a year ago from such dealers as are restricted in their storage room, preventing them from taking in more than a few cars at a time, ought to swell the volume of total movement until it is of substantial proportions.

In the bituminous trade the demand this fall for domestic purposes ought to be the heaviest ever known, which, added to the requirements for steam purposes that will occur as the season develops, should make the fall and winter one of the best seasons experienced since 1902. Not only have householders failed to take in stocks of bituminous coal, but dealers, owing to the fact that their yards were congested with anthracite, and in some cases owing to a lack of ready money, or for other reasons have failed to stock very much coal in anticipation of the winter's requirements. This is probably true to a greater extent in the west than in the east, although many all-rail yards in eastern territory are short of supplies to meet immediate requirements.

Bulk of the Movement will Occur in Late Fall.

There still continues a waiting policy on the part of dealers in stocking bituminous coal for future wants. In the west dealers are placing orders for October delivery, but they are taking in very little coal this month. As the eastern demand is still more or less sluggish, the same conditions probably obtain to a greater or lesser extent in that territory. Every day that is lost now in accumulating coal for the winter demand on the part of dealers or other car-lot buyers means more trouble later on. Last week attention was directed to the fact that the rail lines would not be able to handle as large a tonnage of coal this fall and winter as they did a year ago, owing to lack of efficiency in equipment and the fact it is not maintained at the same standard as last year.

There ought to, and probably will be, a much larger tonnage of

coal moving in October, November and December than last year, and every day's delay in this direction will mean more inefficient service and the crippling of rail lines before the cold weather and storms of winter are a factor in the situation.

All the factors in the coal trade who can do so ought to use their influence to secure as large a movement as soon as possible, with a view to preventing congestions at terminals and delays later in the season when coal will be required urgently.

In the anthracite trade the policy of restricting the production continues, the collieries of one of the largest-producing companies having been closed down the greater part of the week, with the prospect that other collieries will close down beginning next Monday. It will be remembered that a year ago anthracite production during September was nearly as light as it was in August. It is probable that about the same conditions will be experienced this year. Until car-lot buyers are more actively in the market there will be no incentive upon producing companies to get out a normal production. At present, eastern demand continues quiet, and while there is a little coal moving all the time, the restrictions placed upon production are causing no serious inconvenience or annoyance to consumers, or, in fact, to any of the factors in the trade.

Retail Demand for Anthracite is Improving.

In the movement eastward from the collieries it is expected there will be quite an active demand for all-rail coal in the immediate future. There are some indications that this is already beginning to show a revival. Returning householders are buying a larger tonnage at retail and dealers are asking for prompt shipments, in instances where they have a small amount of storage room. In the prepared sizes the demand is running heavily to stove and chestnut coal, with other descriptions not quite as active.

In the western anthracite trade there is a little better sentiment among dealers, who report that buying from householders is much more active than it has been. Shipping trade is more or less quiet yet, but expectations are that there will be more activity before the close of the present month, and some few orders were received toward the latter part of the week which indicated that it was starting up. Docks at Superior and Duluth are said to be crowded with coal, while those at other lake ports are well supplied. Some all-rail shippers report a temporary scarcity of chestnut, but other sizes are in plentiful supply, including steam grades rescreened on the docks, which show more or less of an accumulation.

In the eastern states there continues to be a heavy movement of smokeless coals to New England ports, with steam coals more or less neglected at the principal distributing points. The coastwise vessel situation is a very good criterion by which to judge of the general eastern movement. It is reported that owing to failure to agree upon terms of loading and discharging, as well as freight rates, many of the eastern boats are tied up, some few of the association boats are securing cargoes at Virginia ports, but aside from this they are doing little business, independent craft being offered so freely at lower rates and on better terms that they are being given the preference. It is anticipated, however, that all-rail demand for bituminous will be a factor within a short time, when movement will show a substantial increase, especially from the fields of Pennsylvania.

In the western bituminous trade the most satisfactory condition is found in connection with the growing demand for coal from railroads for fueling purposes. Nearly all the shipping companies who have such contracts report that the railroads are taking about the full quota of their tonnage under their obligations. This has had some effect on prices, which are firmer, and in some few instances have advanced slightly on desirable grades. Fine grades of coal, such as screenings and slack, continue on a very weak basis, and at most all points in the west where there is a market for this description of coal there is an accumulation.

Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., Sept. 9.

While spot demand for coal the past week has been more or less quiet there are several encouraging features in the situation from the standpoint of producers and shippers. Demand for domestic bituminous coal is improving to an extent which is attracting attention and will result in a large volume of business before the expiration of another thirty days. The demand for inch and a quarter lump for steam purposes is also showing a decided improvement with prices slightly firmer than they were. Mine run coal is on about the same basis as a week ago, while fine coal continues to be very weak and is netting a loss to most of the producing companies who ship to Chicago and other large markets. The situation in these fine coals is the matter of most moment. It is asserted that the packing industry is taking nearly a normal tonnage now, in spite of the fact that the strike has not been formally declared off. On the other hand there are many industries which are closed down and in quite a number of instances it is asserted they will remain closed until after the election. The production of screenings and slack is increasing because of the increased production of lump coal, which is demanded at this season of the year. With a lessened demand for these steam sizes their disposition is apparently becoming a matter of concern. One thing is sure—prices can not go much lower than they are at present, as screenings from many of the fields are selling so near to the freight rate the return on them is inconsequential and does not begin to pay the expense of production.

Increased Retail Demand in Anthracite Trade.

In the anthracite trade the feature of most interest is the awakening of activity among householders. Dealers interviewed during the week reported that their orders were increasing and while business was not as large as a year ago at this time, a touch of frost will no doubt show a substantial increase in it. Collections in all branches of the coal business are very backward and there is much complaint, but the greatest source of trouble is in the anthracite trade, where dealers have taken in coal and have not yet been able to realize on it from householders, the latter being backward in the matter of making purchases. When buying demand commences it is assured that there will be some improvement, although money does not seem to be plentiful and more or less trouble may be experienced until after election.

In the western anthracite trade the fall opens with storage capacity at lake ports fairly well supplied. Not as much coal has been forwarded as a year ago, but less has been moved from retailers to householders, and then again in turn from shippers to retailers, so that many of the docks have about all the tonnage they can carry at present and will suffer for room if there continues to be heavy forwarding from Buffalo and other Lake Erie ports. The western all-rail trade, too, is well supplied with coal, but there will be more or less activity from this time forward, especially to the south and southwest of Chicago, where storage facilities are not large and where dealers are obliged to unload from the cars to their wagons and make deliveries on current orders on their books. There is every prospect that the demand for all-rail coal will show a substantial increase by the end of another week and it ought to remain active until after the turn of the year.

Interviews with a number of western retailers this week confirm the supposition that householders are taking in larger supplies of coal. Notwithstanding the reports of business depression and less money, many more people than usual were away on vacations the past summer, and this decreased the number in the larger cities to buy coal. The first of September ends the vacation season and there has been a return home of these wanderers, who knowing that cold weather is only a matter of a few weeks are now taking in supplies. In the larger cities it is doubtful, if on the average, householders have taken in more than fifty per cent of the tonnage which was delivered to them up to this time a year ago. With the normal tonnage which is always moved in the fall and this additional tonnage it ought to make the fall and early winter one of the most active seasons from a retailer's standpoint in connection with anthracite trade that has been experienced in several years. The best feature of the situation is that there will be plenty of coal to supply all demands.

In some quarters occasional reports are received of a shortage in this or that description of coal. Just at present some of the western shipping agents are complaining that they do not have all of the chestnut they require. Possibly this is not general, but it has occurred in one or two instances. In the northwestern territory tributary to Minneapolis and St. Paul there is a little more active demand from the dealer trade and a somewhat heavier movement is reported from the lake ports. The volume of this business, however, is not yet up to what it was a year ago at this time and there is a feeling that it may be the latter part of September before it is in full swing.

Dealers Still Dilatory About Taking in Domestic Coals.

In the domestic bituminous trade dealers still continue more or less dilatory about taking in the better grades. This is explained on the basis of two suppositions. One is that many retailers have taken in all the anthracite they could stock; have tied up their available capital and do not want to obligate themselves on soft coal until they have realized some of the money which they have invested in anthracite. The other supposition is that dealers, owing to the declining prices which have prevailed through the past few months, do not realize all the features of the situation. They do not take into account that practically no coal has been stocked and that if the transportation of this coal is crowded into the season when it is urgently required there may be a large amount of trouble in taking care of all the business that will develop. Many retailers seen

by traveling salesmen during the past fortnight placed orders for October delivery, but they were not prepared to take the coal in immediately. There is an increasing volume of spot business day by day, but it is not increasing so rapidly yet as to be a tax on the facilities of the producing companies to take care of it all. There should be a good movement of coal at this time, and if, as is the case, with many of these orders they are not filled till next month it will congest transportation facilities to such an extent as to cause a large amount of bother and trouble in getting the coal through to destination.

Railroads are Taking More Fueling Coal.

Except in the fine grades of coal there is a better demand for steam products than formerly. The railroads are taking larger quantities of inch and a quarter coal for fueling purposes, and most of this coal is said to be going into almost immediate consumption so that the demand is likely to continue. Spot prices on such fuel have advanced in firmness as a result of the better movement and wider consumption due to heavier traffic. While the packing house strike has not been declared off yet, practically the men have all returned to work and this industry is using nearly, if not quite, as much coal as it did before the strike occurred. Other industries, however, are not taking as much coal and there is the expectation that they will not do so until after the presidential election, as production of most manufactured articles will be kept within conservative limits to prevent an oversupply.

Another embargo has been enforced against Chicago this week in the movement from the Indiana fields. It was inaugurated by one of the north and south lines on Tuesday of this week and it is expected it will be raised before the end of the week. Part of the mines on this road were obliged to suspend operation, however, at a time when they were anxious to take advantage of the slightly better market conditions and forward coal.

One of the important coal contracts closed during the week in the Chicago market was to supply 25,000 tons of splint coal to the hammer shop of the Pullman Palace Car Co., at Pullman, Ill. This contract was captured by the Kanawha Fuel Co., who held it last year, although there was much competition to secure the business.

In the price situation on spot coals at Chicago there have been few important changes. Standard smokeless lump and egg from the New River and Pocahontas fields are on a firm basis with many of the shipping agents securing \$4.05 f. o. b. Chicago for such coals. Ocean smokeless lump and egg is being sold at \$3.55 f. o. b. Chicago. Run of mine smokeless coal is said to be in slightly more active demand, but movement is kept within restricted limits to prevent any accumulation of supplies. Prices hold steady on the basis of \$1.00@1.10 f. o. b. the mine or \$3.05@3.15 f. o. b. Chicago. West Virginia splint coal is in slightly better demand, but it is not what it should be at this season of the year, falling somewhat short of a year ago. Prices showing a wide range, the quotable basis in Chicago being \$3.25@3.55 f. o. b. for lump. No mine run has been heard of during the week. Fairmont coal is held fairly steady, but is not in excess supply. Quotations on the Chicago f. o. b. basis are \$2.75@2.85.

In the demand for Youghiogheny coal there is not much activity, most of the large gas contracts having been closed up. Prices hold to about the former basis, with now and then a few surplus cars arriving on the market which are sacrificed to avoid demurrage charges. Prevailing quotations for three-quarter, which is the staple commodity in the Chicago market, are \$2.90@3.00 f. o. b. this city. No. 8 Pittsburg is held within fair restrictions at about former quotations.

Independent Hocking Coal is in Better Demand.

In Hocking coals independent producers seem to be doing a large volume of business and report that demand is increasing for domestic lump. Present business is on the basis of \$2.90 f. o. b. Chicago to the jobbing trade and \$3.00 f. o. b. to the dealer trade.

In western coals there continues to be a firm undertone to the market on domestic lump mined in Illinois and Indiana, although prices are on about the same basis as a week ago. Country business is developing, but many of the orders accepted are for future rather than immediate delivery. Carterville lump for country trade is held fairly firm at \$1.75 f. o. b. the mine by the larger producers, while occasionally spot coal that must be moved quickly can be obtained under these figures. Washed coals are in steady request and orders are in excess of the supply. Linton coal in the larger domestic sizes shows a range of \$2.15@2.25 f. o. b. Chicago, with occasionally some lots selling under these figures. Domestic lump from the Sullivan and Greene county fields is held on the basis of \$2.15@2.35 f. o. b. Chicago. Brazil Block coal holds to former quotations for lump and is reported fairly firm.

Steam grades of western coals, such as inch and a quarter lump, are firmer than a week ago and the demand has been somewhat more active, but prices have not gained appreciably. Clinton coal is held at \$1.70@1.85 f. o. b. Chicago; Sullivan and Greene county of the same description at \$1.75@1.90 on the f. o. b. basis; Springfield at about the same quotations as the latter two grades. Run of mine coal shows a range of \$1.50@1.65 for the steam grades such as Springfield, Sullivan, Greene county and Clinton.

In the prices on screenings the market is so weak that it is scarcely a criterion as to what may be expected later on. Some Illinois screenings of good quality have sold as low as 10@20 cents at the mine; block are held at 15@20 cents at the mine; Sullivan and Greene county 25@40 cents at the mine; Carterville at 45@55 cents. Demand is very light and with the increased production of lump coal there is some accumulation even at these ruinously low figures.

In the coke trade standard foundry Connellsville is held at \$4.65@4.75 f. o. b. Chicago, while high grade southern is held at about \$4.65 on the f. o. b. basis. Demand is only steady and any increase in shipments to

jobbers' hands will result in a slump in the market. Gashouse coke is firm at \$3.75 f. o. b. Chicago, and Marmet gas coke at \$4.00 on the f. o. b. basis.

Smithing and cannel coal hold to a steady basis.



The Cleveland and Ohio Coal Trade.

CLEVELAND, OHIO, Sept. 8.—(*Special Correspondence*).—Beset by strikes and other labor difficulties, and also by the decrease in industrial activity, the coal business of Ohio and of the lake ports has shown a decrease.

There is, however, an indication, in the figures which have just been compiled, that the decrease is not as severe as some had reason to expect. The reports of the coal carrying railroads in this territory had indicated, by a drop in their gross receipts, that the coal business had slumped, and this impression was fostered by some official statements which were given out from time to time.

Definite figures are available for only the first six months of the year. These figures show, in round numbers, that the Ohio production up to July first was 8,000,000 tons against a showing of 8,500,000 tons for the corresponding period a year ago. This showing, therefore, indicates that the Ohio production dropped about a half million tons for the first six months of the year.

To show why this decrease in output should appear at this time it is only necessary to say that for a period of several weeks all of the eighth district mines were tied up by a strike of the machine men. The strike does not account for all of the decrease in output, as most of the districts, during the first few months, had lessened the output considerably because coal of steam quality was not much in demand. There are figures in the lake shipment which will also explain some of the decrease in output from Ohio. The Ohio figures, however, indicate that since the lake movement slumped so extraordinarily there must have been a good local demand, or that in the lake movement Ohio coals had the preference.

Total Movement of Coal Up Lake Erie This Year.

The figures which have been compiled for all of the south shore ports of Lake Erie indicate that the movement up to July first this year up the lakes amounted to only a little short of 2,000,000 tons. The movement to the same date a year ago was a little over 4,000,000 tons. The decrease amounted to, in round numbers, 2,200,000 tons in the lake trade. This is accounted for by the fact that the strike of the shipmasters tied the boats up until well along toward the middle of June. There were a few boats running in April and a few more in May, but the movement did not assume normal proportions until toward the later part of June. These figures are slow coming in, and only tell of the movement up the lakes for the period up to the first of July.

Later, although not official, reports indicate that the movement in July and August makes a much better showing, although the shipment is far from being equal to the movement up the lakes last year. These figures take in the whole soft coal territory which sends coal to the lake ports. They show the movement not only from Ohio to the lake ports, but also from the West Virginia and Pennsylvania territories, both thick and thin veins.

If the Ohio output, therefore, fell only half a million tons behind last year, and the lake shipments decreased 2,200,000 tons, it is apparent that the Ohio fields fared better in the lake movement than the other fields, or that the home demand for Ohio coal actually shows an increase over last year.



Kansas City and Missouri River Trade.

KANSAS CITY, Mo., Sept. 8.—(*Special Correspondence*).—The convention of District No. 25, United mine workers of America, adjourned last Saturday. Its most important official action was the voting of \$1,000 to the striking miners of Colorado. The convention also voted to levy an assessment of fifty cents a month for two months, subject to a referendum vote by all the members of the district unions. None of the delegates expressed any doubt that the action of the convention will be indorsed. It will also be left to the various unions to decide whether the assessment shall be continued longer than two months.

The wage agreement made at Pittsburg, Kan., August twentieth, was also ratified and several unimportant changes in the constitution of the organization were made. At one time during the week a strike of eight hundred miners in the Novinger district was imminent on account of the refusal of certain operators to accept the Pittsburg agreement. The agreement provided for the same tonnage wages in effect last year. To this the Novinger operators objected, they insisting on a reduction of three cents a ton. The scale ranges from seventy-two to eighty-two cents a ton. The miners' convention refused to accept the views of the operators and was getting ready to order a strike when the operators capitulated. The companies interested were the Great Northern, the Stahl, the Sheridan, Manufacturing, Tarsney and Rombauer. In the conference to adjust the difference George Colville, George Manuel, John Phillips and John Franklin represented the union and Bennett Brown, Captain Kniffin, Judge Tarsney, Mr. Harper and Major Rombauer the operators.

Miners to Take Referendum Vote Soon.

The miners of the Pittsburg district will have another referendum election soon. The purpose will be to vote on the proposed changes in the district constitution. One of the most important changes proposed provides for the starting of a co-operative store, the plan of which has been outlined in THE BLACK DIAMOND.

The new mining contract between the miners of the district and the operators is now in effect. The contract and agreement were signed by the

scale committees late last week. The only change in the scale is a small reduction in the day wage scale and the dead work price.

The district is to elect a member of the national miners' board and the campaign is already on. The election will be held in November. Nominations are to be made not later than October twentieth and the nominating blanks must be sent to the local unions not later than October first. Harry Bosfield, of Pittsburg, who has served as national board member for the last two years, will be a candidate for re-election. He is at present on duty in the strike region of Pennsylvania, but will soon return to Pittsburg. William Wardjon, a national organizer, who made the campaign against Bosfield last year, will probably not enter the race this year. He is also on duty in the east. Other men, however, are being groomed as candidates and it is expected that Bosfield will have a hard fight.

There are no changes in the Kansas City coal market. The supply is keeping up with the demand and the operators are looking forward to another prosperous season.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Sept. 8.—(*Special Correspondence*).—A constant improvement has been manifest in the bituminous coal trade in this section and the indications are that the change for the better will continue until next spring. Though no new contracts were secured during the week that are worthy of special mention, the operators are securing sufficient business to keep their mines in operation. One of the notable events of the week was the resumption of a few of the river mines. The latter have been idle for a prolonged period on account of the lack of water in local harbors. While it is not certain just when a rise in the river will occur, river coal producers appear to possess unlimited confidence in the future and are commencing to resume operations. The Pike mine of the Peoples Coal Co. opened today at Brownsville, Pa., affording employment to nearly six hundred men. The mine has been out of commission since last May. Notice was also posted today that the marine ways of the Monongahela River Consolidated Coal & Coke Co. at West Elizabeth will resume in full on Monday morning. It has been idle for about two months. Over 500 workmen will benefit by the resumption.

Heavy Movement of Coal is by Way of the Lakes.

The majority of the operators are confining their shipments to the lakes. Advices received here from the northwest are to the effect that the demand for coal is steadily increasing. Shippers are not complaining at present about the inadequacy of the car supply, but instead are congratulating themselves on being able to forward a heavy tonnage to the lakes without meeting with a batch of insurmountable transportation obstacles.

Prices of soft coal remain unchanged here. Run of mine is generally quoted at \$1.10, although some sales are recorded at \$1.05 per ton. Large consumers are not experiencing much difficulty in procuring fuel at satisfactory prices.

A persistent report has been current recently to the effect that the West Side Belt line, a subsidiary company of the Pittsburg Terminal & Railroad Co. has been sold outright to the Wabash railroad. The sum paid for the road is said to have been \$10,000,000. Those interested in the matter have repeatedly denied the rumor, dismissing the subject by asserting that there was not an iota of truth in it. There is not the slightest doubt that the purchase of the West Side Belt line would prove an excellent acquisition for the Wabash. The latter is making elaborate arrangements to handle the freight in and about this city. The West Side line runs for a distance of about nine miles, starting at Saw Mill Run and terminating at Clairton, Pa., where the Clairton furnaces of the United States Steel Corporation are located.

Railroad Company is Making Extensive Improvements.

The Pittsburg & Lake Erie railroad has made the announcement that work has been commenced on the new coal, ash and sand handling plant of the company at McKees Rocks. This work is being done in connection with the new shops and other improvements the railroad is engaged in. The cost for the construction of the new coal plant will aggregate \$35,000. It will be able to handle seventy tons of run of mine coal in an hour and the bin will have a storage capacity of 500 tons. The tracks to the dumping hopper will have a heavy enough grade to cause the cars to run the hopper from their own gravity, and there will be sufficient room for ten cars above the hopper and ten empties below. In order to prevent them from being broken off the coal spouts on the plant will be hinged in the direction of the motion of the locomotives. It will be possible to deliver coal to the locomotives at either of the two tracks running under the plant.

News from the Connellsville region indicates that the coke industry is regaining strength rather slowly. Scarcely any additional ovens were blown in and the situation shows no change over the previous week. The outlook for the future, however, is considered promising and many idle ovens are expected to be blown in before the arrival of winter.



The West Virginia Mining Field.

WHEELING, W. VA., Sept. 8.—(*Special Correspondence*).—The outlook does not contain any definite rays of promise, for trade keeps running along in a monotonous round week after week. It does not do to say things are better, although one would like to have it that way. By districts one spurt is offset by the contrast of extreme dullness in another, so that on the whole production seems to be just fifty per cent below what it was in the active period that ended with the winter.

From New River come reports of greater shipments than at any other period in the district's history, but the Fairmont field is not keeping up to what it was doing in August and July, although everything has been marked with so much uncertainty in the coal business this summer that

it will not do to go on record as a prophet. The Fairmont district may ship as much coal in the next few weeks as it did for a corresponding period in previous months, but it is not doing so just now and the tonnage over the Baltimore & Ohio for the last ten days has been comparatively light from that source.

Shipments to the Lakes Show Some Falling Off.

It may be that the lake trade has been sufficiently well supplied, since the shipments to that section are not showing the same activity. The Baltimore & Ohio, running west of Bellaire and going through Columbus, is hauling little coal, while the Cleveland, Lorain and Wheeling division of this road and the Wheeling & Lake Erie, both lake coal roads, could stand a good bit more coal at present without a perspiring effort.

The mines along the last named road are turning out just about one-third their normal output and the mines on both divisions of the Baltimore & Ohio are doing half time.

It is reliably reported that Ohio operators along these roads are finding it good policy to make contracts for West Virginia coal and supply trade in this way so as to make a little profit or insure against a loss. The M. A. Hanna Co. and the Faxon mines, at Flushing, both along the Wheeling & Lake Erie, are said to have made West Virginia contracts.

This turn of affairs may partly account for the dullness in the eastern Ohio region, and it is explained by the fact that the Ohio mines are strongly unionized and that operators are forced to the grim alternative of merely acting as sales agents for a cheaper mined West Virginia article while their own operations await an improved market. The contracts can not be large, if the railroad haulage is to be considered, as the railroads are suffering from the general slump.

THE BLACK DIAMOND editorially last week struck home truly with regard to the West Virginia situation when it discoursed on the part overproduction and overdevelopment are playing. The consuming market has not kept pace with the production. The installation of machine methods has tended to greatly increase the output of the old mines and there has been a mania for acquiring new property which was inspired by the countless recital of fortunes made in the coal business through the trafficking in coal lands or in other connections.

An Overproduction in the Bituminous Fields.

This state for three or four years has resembled California in the days of '49, so far as prospecting is concerned and if railroad building had kept up with the sales of coal lands there would now be enough mines to supply all the soft coal demand.

In West Virginia there are 11,000,000 acres of coal. These figures are official and based on a geological report, and doubtless includes all the veins.

Of this vast amount of acreage only 50,000 acres has been worked out, so that there is enough coal lying dormant to supply coming centuries. Some day when the market improves and shows signs of remaining good indefinitely there will be another rush to open new mines. The disinclination of the railroads to extend shipping facilities to all newcomers, while condemned on the ground of unjust discrimination, therefore has its good points and it offers a salvation for the business in general, the organized business of the present. Railroads know their business when they prefer to center and concentrate the coal tonnage, rather than bother about indiscriminately grouped individual mines. It may be harsh, but conditions have a knack of upsetting theories.

An electric puncher has been introduced at Fairmont, which, it is claimed, will remove all the coal that mining machinery can not now get at in rooms and entries.

Connellsville and Coke Production.

CONNELLSVILLE, PA., Sept. 8.—The *Courier*, reviewing the coke trade, says: "Demand for coke took another substantial boom last week. It came the latter part of the week, but it was welcome just the same. The railroads were caught a little short of motive power for a day or so, but they soon cleared the sidings of the loads and had the coke moving to its destination. The Pennsylvania especially was caught napping over the southwest branch. Coke accumulated at Youngwood and southwest to the extent of several hundred cars. A particularly heavy shipment of coal out of the Westmoreland region last week helped this stagnation along. Motive power was taken out of Altoona and Pittsburg to clean the congestion up on Sunday and Monday.

"The western coke market has been particularly active of late. Not only are consumers, but the dealers and brokers there are helping the market. Prices have been benefited some, but not to any considerable extent. They will remain practically at the figures now quoted in the market until there is a demand sufficient to bring production up over the 200,000 tons a week mark. The Connellsville region is capable of turning out about 275,000 tons of coke a week. That is when all the available ovens are in operation and when they are being charged to the limit of production. The production now, therefore, is about 75,000 tons a week short of what the demand was for coke during the boom times of last winter and the one preceding.

Demand for Furnace Coke is Improving

"In the pig iron market there is a better feeling, due to the willingness of larger buyers to contract for months ahead and to the fact that curtailment of production has brought output close to consumption. On August first the active capacity in coke iron represented an output of twelve and three-quarter million tons a year, while the furnaces in blast on July first were producing at a rate of over fourteen million tons a year. Stocks of merchant furnaces increased 47,000 tons in July and on August first were about 850,000 tons, including charcoal iron, the largest in years. While the rate of production on August first indicated that con-

sumption and production of pig iron were then close together, there have been several additions to the active list both north and south this month and further additions will be made by September first.

"The detailed report of the operation and output of the Connellsville region for the week ending on Saturday, August twenty-seventh, shows a total of 23,157 ovens, of which 13,685 were active and 9,472 were idle. The estimated tonnage was 163,698, compared with 158,481 tons the previous week. There were no changes worthy of mention during the week ending on August twenty-seventh. This week the Frick company will blow in several hundred ovens, among them some plants that have been idle for a month or two. Summit and Kyle are two of these.

"The shipments last week aggregated 9,544 cars, which were distributed as follows:

To Pittsburg	3,493 cars
To points west of Pittsburg	4,637 cars
To points east of Connellsville.....	1,414 cars

"This was a gain in all directions, Pittsburg, west and east. The largest gain, however, was to the western market. It was about 800 cars. The shipments the week of August twentieth were 8,447 cars.

"In the Lower Connellsville region there are 6,073 ovens, of which 4,675 were active and 1,398 idle last week. The estimated production was 55,770 tons, compared with 55,060 tons the previous week. There were only very slight changes in the running order of the ovens."



The Twin City and Northwest Coal Trade.

MINNEAPOLIS, MINN., Sept. 8.—(*Special Correspondence*).—Coal business in the twin cities is slack. The retail anthracite trade has not livened up, although the final ten cent advance went into effect September first. The opportunity of saving a dollar or two on the winter supply did not accelerate coal orders. Northwestern towns are experiencing their first touch of summer just now and it seems to have had its effect on the coal buying public. When the first frost comes the orders will begin rapidly. Meanwhile the yards are stocking up well.

Prices on bituminous coal have held steady, although an advance has been promised. The trade is still from hand to mouth. The flour mills are using water power and the big buildings are still firing with sawdust direct from the sawmills. Orders for steam coal will not increase until these mills shut down, about November first.

Arthur M. Higgins, receiver for the R. M. Barnes Fuel Co., is closing up its affairs rapidly. He has brought suit for \$3,986, which he alleges to have been borrowed by F. S. Farr.



The St. Louis Coal Market.

ST. LOUIS, MO., Sept. 8.—(*Special Correspondence*).—There has been no further stiffening in coal prices here since last week. Coal is being shipped to this market very freely, particularly soft coal, and there is a plentiful supply to be had. The domestic demand is gradually increasing, especially for high grade coal. In fact, during the months of September and October the domestic demand is always good, and the trade thus far this month shows that this year will be no exception to the rule. The prices reported this week are: \$1.15 for mine run; \$1.30 for shaker screen and \$2.00 for high grade lump, all by car load lots on the east side of the river. The prices for the latter are very stiff and the supply is scarce. Anthracite prices advanced ten cents a ton on September first, and the quotations now are \$8.15 and \$8.40, delivered.

Bids for furnishing coal to St. Louis county were opened September sixth by the county court. There were only two bidders. J. G. Webber & Son secured the contract at \$8.13 a ton.

A new coal mine is being sunk on the Anthony Thomas farm, on Ridge prairie, north of Belleville, Ill., and the workmen have reached a depth of 100 feet. The management expects to be hoisting coal by December first.



Omaha Rates on Coal are Reduced.

OMAHA, NEB., Sept. 8.—(*Special Correspondence*).—The agitation begun recently in this city against the discriminating freight rates on coal which were put in effect August first has borne some fruit. Word has been received from Chicago that a reduction has been made in the coal tariffs to Omaha, and while the new rate is not wholly satisfactory it is an improvement over the one agreed upon by the railroads a month ago. The discrimination in favor of Council Bluffs has been removed on all coal. The advantage enjoyed by Kansas City and St. Joseph over Omaha is not disturbed by the new rate.

The rates in effect from Kansas coal mines before the change was made was \$1.30. No distinction was made in the tariff between Council Bluffs and this city, the rate being the same to both places. From Missouri and Iowa mines the rate to both places was \$1.01 and a distinction was made in the rate from the Cleveland and Lucas mines of Iowa owing to the Iowa state distance tariff. From these points the rate has been reduced to 90 cents, which formerly applied only to Council Bluffs.

The new tariffs placed Omaha at a serious disadvantage. The rate from Kansas mines was \$1.30 to Council Bluffs and \$1.44 to Omaha. From Missouri and Iowa mines the rate \$1.01 to Council Bluffs and \$1.15 to this city. It was decided by the representatives of some of the larger steam plants to bring the matter to the attention of the railroads with a view to securing a correction of what was generally accepted as an unjust discrimination against the coal-consuming interests of this city and a committee was appointed to take the matter up with the railroads.

The members of the committee were Frank Murphy, president of the

Omaha Gas Co. and Street Railway Co.; E. M. Fairbanks, general manager of the waterworks; C. C. Wright, the city attorney, and E. J. McVann, commissioner of the Commercial Club. The committee went to Chicago and called upon Traffic Manager Miller of the Burlington road. In the friendly interview which followed the visitors impressed upon Mr. Miller the injustice of the August tariffs adopted by the coal carrying railroads and the fairness of Omaha's demands for a reduction.

Mr. Miller was so strongly convinced of the justice of the position taken by the visitors, representing as they did large coal consuming interests personally and also speaking for the manufacturing interests of the city at large, that he called a meeting of the traffic managers of the other Omaha roads represented in Chicago. This meeting was held recently and the result was a return to the figures in force before August first.

The new rates, which will be effective September tenth, are the same to Omaha and Council Bluffs. From Kansas coal mines the rate has been reduced to \$1.35 and from the Missouri mines to \$1.06. From the Iowa mines the rate is \$1.06 to Omaha and \$1.01 to Council Bluffs. From the Cleveland and Lucas mines the rate of 90 cents applies to both cities.



Receipts of Coal at Seattle the Past Year.

SEATTLE, WASH., Sept. 5.—(*Special Correspondence.*)—Receipts of coal at Seattle during the year 1903 aggregated 1,001,798 tons, an increase of 145,497 tons as compared with 1902. The exports during 1903 aggregated 463,186 tons, and in 1902 476,828 tons, showing a slight loss. Receipts and exports by years from 1894 to 1903, inclusive, as prepared by *The Trade Register*, are as follows:

Year—	Receipts.	Exports.
1903	1,001,798	463,186
1902	859,301	476,828
1901	991,788	482,679
1900	909,322	478,562
1899	821,365	444,428
1898	622,284	378,578
1897	472,311	287,883
1896	425,103	194,771
1895	363,979	257,739
1894	437,939	318,670



Western Coal and Coke Notes.

New Western Enterprises.

The Youghiogheny & Ohio Coal Co. is said to contemplate opening a large mine on property which it owns in the vicinity of Glenn's Run, Ohio.

The Brazil Coal Co., which has been drilling for coal near Bridgeton, Ind., is satisfied with the outlook in that field and is preparing to sink a shaft and develop the property.

The Anderson Coal Co. has been incorporated at Anderson, Ind., with an authorized capital of \$4,000. The directors are William R. Marsh, John M. Sadler and Rodney H. Brandon.

The Montana Fuel Co. has been incorporated at Butte, Mont., with an authorized capital of \$20,000. The incorporators and directors are Daniel Brown, E. G. Smith and E. C. S. Smith.

The Monroe Coal Co. has been incorporated at Colorado Springs, Colo., with an authorized capital of \$50,000. The incorporators are Herbert G. Laing, Della M. Laing and Georgia Crane.

The Brown Coal Co., of Aberdeen, S. D., has let the contract for sinking a shaft in the coal field which it owns seven miles southeast of that city. The shaft will be down to coal by October first.

The Auburn Coal Co., of West Bay City, Mich., has commenced the work of sinking a new shaft, having abandoned its old one. It is expected the new shaft will be down to coal inside of thirty days.

The Sugar Valley Coal Co. has been incorporated at Terre Haute, Ind., with an authorized capital of \$15,000. The directors are John W. Stiner, Fred Harting, Samuel A. Keach, S. A. Lynn, George Epperson, William M. Gambill and Charles F. Thorp.

The Big Yellow Creek Coal Co., composed of Wilkesbarre (Pa.) capitalists has purchased 1,600 acres of coal land in Brush creek and Saline townships not far from Steubenville, Ohio. G. M. Shumaker, of Rush Run, W. Va., is president of the company and Charles H. Alexander, of Wilkesbarre, secretary and treasurer.

The Richmond Belt Line Coal & Mining Co. has been incorporated at Richmond, Mo., with an authorized capital of \$7,500. The incorporators are H. P. Woodson, William H. Darneal, James L. Ferris Jr., William P. Hughes and Charles G. Hubbell. William P. Hughes is president. The company will operate a shaft recently sunk by Hughes & Co., near Richmond.

General Western Coal and Coke Notes.

Drillers are at work east of Creston, Iowa, endeavoring to locate coal.

The Colp Coal Co., of Carbondale, Ill., has increased the number of its directors from three to five.

Coal drillers from Pittsburg, Pa., are now testing land in the vicinity of Opolis, Ohio, and it is claimed are preparing to sink a shaft.

The Vanderwarker Coal Co. has spent \$40,000 the past season in enlarging and increasing the facilities of its lignite mine at Flaxton, N. D.

The O. K. Coal Co., recently incorporated at Des Moines, Iowa, has completed its shaft in the suburbs of that city and is bringing out a small amount of entry coal. It will not hoist a large tonnage until the tippie is completed.

The Nelson Coal Co. is making extensive improvements at its coal mine at Sand Coulee, Montana. A compressed air plant is being installed at an expense of \$20,000. When the improvements are completed it will be one of the most modern plants in Montana.

Fred S. Burtis and O. T. Curtis have sold the Oakes-Burtis Coal Co., of Pueblo, Colo., to Fred O. Roof and F. C. Harmon. F. C. Harmon is manager of the Colorado Springs Fuel Co., which, it is claimed, contemplates merging a number of operating companies in that field.

State Geologist Blatchley of Indiana has completed a geological map of that state which it is claimed is the most complete ever issued, showing the coal resources of Indiana. The map will be issued concurrently with the publication of the annual report of the state geological department.

The Muncie Trust Co., of Muncie, Ind., has been appointed receiver for the Central Coal, Oil & Gas Co., and two oil companies having a combined capital of \$1,250,000. The complaint on which a receiver was appointed charged that the company was insolvent and unable to pay its debts.

The Montana Coal & Coke Co. has closed down its mines and ovens at Horr and Aldridge, Mont., for an indefinite period. About 400 men are thrown out of work. It is said that this action was taken because the miners' organization had planned to ask for an advance in wages on September first.

The Rich Hill Coal Mining Co., of Rich Hill, Mo., has abandoned its No. 15 mine and is shipping the machinery to Yates, Kan. It is claimed that this mine was one of the largest producers in the state. It was equipped with electrical haulage and other modern machinery and was opened in 1890. The value of the coal produced is said to have been \$6,000,000.

Atchison, Kan., is preparing to hold a coal carnival on September twelfth, as a result of the uncovering of the Weir vein in the very deep shaft which has been sunk at that point. There will be fireworks and other forms of entertainment in honor of the event. The shaft, which is over 1,000 feet deep, was sunk by the citizens of Atchison, in order to insure a coal supply at home.

Miners in the Zanesville district of Ohio recently voted on the proposition to accept the terms offered by the operators and return to work. It was expected the proposition would be accepted, but when the returns were counted they showed a majority of fifty rejecting it. The operators have withdrawn all offers of an agreement and have returned to their homes. The strike will continue.

Stockholders in the Petaluma Coal Mining Co., at Minneapolis, Minn., have joined with Prentiss W. Woodman in bringing an action against George Barton and the directors of the company, alleging that false representations were made in securing the sale of the stock. It is alleged that the stock was bought in the belief it was treasury stock and that the money realized from it would be used in development work, but that it was stock owned personally by the promoters and they used the money for their personal account. A personal judgment is therefore asked against the defendants.



Prevailing Wagon Prices at Chicago.

	Dealers' Wagons. Per ton.
Grate	\$6.50
Stove	6.75
Chestnut	6.75
Egg	6.75

BITUMINOUS.

ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg.....	3.50
Carterville stove, washed No. 1.....	3.50
Carterville nut, washed No. 2.....	3.50
Westville-Danville domestic lump	3.00
Danville lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.	
Brazil block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.25
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00

OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00

PENNSYLVANIA COALS.	
Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

WEST VIRGINIA COALS.	
Black Band	\$5.00

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, Sept. 8.—(*Special Correspondence*).—This market is full of trouble at present. Some people have lots of coal and can not sell it and others have lots of coal sold and can not get it mined or can not get it hauled away from the mines. It all depends on the kind of coal. The New River and Pocahontas dealers and shippers are swamped with business that they can not take care of. They have raised their prices to \$2.00 at the mines for lump and egg, and have also swelled the retail price fifty cents a ton, making it \$3.75, but these advances have not stopped the business from coming in, and the smokeless people are getting deeper and deeper into the mire of a short supply. The Pocahontas representatives report that their mine managers are starting up a large number of coke ovens in order to use up nut and slack and give an increased amount of coarse coal to the customers of the field, and they are therefore promising delivery of lump and egg coal with some degree of certainty that they will get the coal before long, but it will take them quite awhile to catch up with their orders. The New River shippers, besides having the utmost trouble to get coal at the mines, are having even more trouble to get cars for its transportation. Reports from the New River field are to the effect that cars have rarely been more scarce than they are at present.

In the Kanawha district there is plenty of coal, comparatively good car service, but not the sharp demand for coal that characterizes the New River and Pocahontas fields. Kanawha shippers are not exactly complaining of dull business, but they all say they would like to have more orders. There is no sacrificing of coal to make sales. It is a plain case of waiting for weather conditions or something to increase the demand. There is a large amount of nut and slack on the market from all the fields, and it is really wonderful that such an over-supply has been so long on the market without seriously affecting prices. As yet, however, it is only a stray sale now and then by a small dealer who is threatened with excessive demurrage that causes the trade in general to wonder if the break in price will prove permanent. Kanawha nut and slack is worth 50¢@65¢ a ton, most sales having been made at 55¢@60¢ during the week. New River nut and slack ranges from 65¢@75¢ at the mines, Fairmont nut and slack is worth 50¢, and Kentucky is sold at 50¢ and upward. It is no secret that a dealer having nut and slack to sell makes the best bargain he can at the time and he trusts that this will not affect the market.

Some Complaint of a Short Supply of Cars.

The Thacker people report business good, all their mines running full, but with the handicap of a short supply of cars. They claim to be getting \$1.50 for their lump, \$1.15 for mine run and 80¢ for most of the nut and slack that is going out. Most of the shippers are behind with the orders, and one concern said that it had over one hundred cars of left-over orders at the beginning of the month.

Kanawha splint coal ranges in price from \$1.40@1.50 for lump; New River and Pocahontas lump, \$2.00; mine run, \$1.10.

There is no change in conditions on the river. Comparatively little coal is changing hands. Pittsburgh lump is quoted at 7¢@8¢ a bushel, and Kanawha lump at approximately the same prices. Nut and slack ranges from 4¢@5¢ a bushel. The river is now very low, and it is with difficulty that fully loaded crafts can be moved in the harbor. It is necessary to partly unload barges and coal boats to get them into the landings of some of the elevators.

The only change in the retail market is the advance in smokeless coal of twenty-five cents during the week and fifty cents during the past few weeks. New River and Pocahontas lump and egg now sell for \$3.75 a ton, delivered; Pittsburgh, Kanawha, Thacker and other standard grades, \$3.00 a ton; anthracite, \$7.50; Luhrig, \$2.75; Kentucky, \$2.75; nut and slack, from \$1.60@1.85, and gas coke, 9¢@10¢ a bushel.

Coke Shows a Slightly Improved Tone.

Notwithstanding the continual reports that the coke business of this district has been gradually improving, that inquiries have been increasing, small and straggling sales have given over their place to contracts, and that prices have been advancing, it is a lamentable fact that the business is still far from a satisfactory state. The tonnage being moved is comparatively small, and while prices have certainly improved some, it is feared that the starting up of a number of ovens in the smokeless coal region in order to help out the sale of lump coal will put a lot of cheap coke on a market which is already overstocked. Standard foundry coke of the Stonega grade is quoted at \$1.85@2.00. Pocahontas is offered considerably lower. Furnace is quoted at \$1.55@1.60 and is extremely dull. One good contract was made during the week for foundry coke for six months at \$1.85 at the ovens.

Record of Production in New River Field Broken.

Returns are just in which show that the production of coal in the New River field was greater during the month of August, 1904, than for any previous month in the history of the field. The tonnage was 575,000 net tons.

Figures were given out yesterday by the Chesapeake & Ohio railway showing that this road dumped 300,000 tons of coal at Newport News during the month of August, 1904, which is also the greatest month's coal business ever enjoyed by the road at that point.

New River Prices Named at Recent Meeting.

There was a meeting of New River operators in Washington last week, which had for its object a general survey of the coal situation. After existing conditions had been gone over carefully, it was decided to fix a minimum price for New River coal for the next sixty days. The prices agreed upon were 65¢ for nut and slack, \$1.00 for mine run, \$1.25 for smithing, and \$1.75 for lump and egg. These prices are not important at present for the reason that the natural market is above them.

There will be another meeting of New River operators and representatives from the Pocahontas fields next week in Philadelphia. This meeting will take up the subject of prices for tidewater coal, and it is expected that an advance will follow the meeting. The present price of tidewater coal is \$2.50, delivered.

After an extended conference, in which there was considerable friction, the operators and miners of the Jellico and other districts of Kentucky and Tennessee adjourned after recommending a reduction of seven per cent in the rate of mining. The miners of the district will vote on the proposition on the seventeenth and it is likely that it will be accepted by them.

Bids were opened at noon, Tuesday, for supplying one thousand tons of smokeless nut and slack to the public library of Cincinnati. While all firms and companies did not bid on smokeless coal, the figures are as follows: C. G. Blake & Co., \$1.90; The Pocahontas Co., \$1.90; Big Hill Coal Co., \$1.63; Laurel-Jellico Coal Co., \$1.70; Fairmont Coal Co., \$1.75; W. H. Brown's Son, \$1.75; The Marmet Co., \$1.59.

How Farmers Along Ohio River Secure Coal Supply.

This is the season of the year when the farmers who live along the Ohio river, especially those who are fortunate enough to have sand bars on their farms, plow for their winter's coal. This may sound strange to people in the interior of the country, but it is a fact, nevertheless, that farmers plow thousands of bushels of coal out of the sand bars every year. Last winter was the most disastrous one in the history of the river coal business. Hundreds of coal craft were swept away from their moorings by the ice and were torn to pieces, the coal being scattered along the bottom of the river, and lost, of course, to its owners. Now that the river is low, and the bars are showing, the residents along the shores are able to pick out of the sand a large amount of excellent coal, and many even plow the sand and dig for coal the same as they would dig for potatoes. A gentleman who recently made the trip from Point Pleasant to Cincinnati said he was certain that he saw over five hundred persons engaged in getting coal in the manner named.

Personal News and Gossip from Cincinnati.

H. R. Mather, well known as the Cincinnati representative of Castner, Curran & Bullitt, is on the sick list.

Oscar T. Stager, manager of the Philadelphia office of C. J. Wittenberg, was a Cincinnati visitor during the week. He has returned to Philadelphia.

A. J. MacBride, the Chicago representative of The New River Consolidated Coal & Coke Co., was in Cincinnati on business early in the week.

George M. Halm, formerly vice-president of The Marmet-Halm Coal & Coke Co., is spending a few weeks in New York and at the eastern summer resorts.

Harry P. Jones, general manager of The Big Hill Coal Co., spent more than a week in Knoxville, Tenn., with the operators and miners of that territory.

While the shippers on most of the railroads are howling in unison on the subject of a shortage of cars, the Louisville & Nashville railroad is giving its patrons all the cars they need.

J. W. Touhy, traffic manager of The Marmet-Halm Coal & Coke Co., reports orders for domestic, that is family coal, excellent. He is getting flat \$1.50 a ton for Raymond City lump at the mines.

A. O. Gordon has been elected secretary and treasurer of The Phoenix Coal & Coke Co. W. L. Gordon, general manager, and his brother now have a controlling interest in the company, which is doing a nice business.

The Chesapeake & Ohio Coal & Coke Co. has just added another mine to its list, making six new mines in the past month. The new mine is called "The Echo" and is located just above Thurmond, in the New River district. It is owned by the Beury interests.

A meeting of the officers of The Black Cat Mining Co. was held a few days ago in the office of the Kineon Coal Co. There has been considerable friction among the stockholders, and at the meeting it was decided to practically assess the stockholders so that claims against the company could be paid off. The property of the company is said to be very valuable.

One of the encouraging signs of the times here is a report from one of the largest concerns that during the week letters have been received from several large factories increasing their orders for coal. One concern, which has been using five cars a week, ordered eight cars a week, and another which has been burning three cars a week ordered five cars a week until further notice.

William Bailey Saunders, who represents The Virginia Anthracite Coal Co. in the west, with headquarters in the Neave building, Cincinnati, reports business excellent. Virginia anthracite is a new product in this market. It sells for \$3.25 a ton at the mines with a \$1.50 freight rate, and retails at a dollar a ton less than Pennsylvania hard coal. Mr. Saunders has the output of his mines sold sixty days in advance.



W. G. Edmunds and L. H. Timmins have organized a company to dredge the river at Nanticoke, Pa., for coal that has been washed into the beds of the streams from the adjoining collieries. Several flat boats, a tug and a dredge will be used in the work of recovering this coal. In one day recently, it is claimed, they recovered thirty tons of coal, which is considered profitable work. Dredging in the vicinity of Sunbury on the Susquehanna river has been followed for some time.

Western General and Personal Notes.

E. H. Jewett, of Jewett, Bigelow & Brooks, Detroit, Mich., who was in Chicago last week on a business trip, has returned to Detroit.

The W. B. Stone Coal & Coke Co., Old Colony building, Chicago, has amended its articles of incorporation increasing its capital stock from \$50,000 to \$75,000.

E. H. Irwin, general manager of Hull & Co., Fisher building, Chicago, returned the latter part of the week from a business and vacation trip to his old home at Louisville, Ky.

W. J. Hamilton, president of the W. J. Hamilton Coal Co., Columbus and Toledo, Ohio, shippers of Twentieth Century Hocking coal, was in Chicago this week on a business trip.

G. M. Woodward, Mrs. Woodward and Miss Woodward, left Chicago Thursday evening for St. Louis, where they will spend a week in visiting the Louisiana Purchase exposition.

The Scully-Kostner Coal Co., Fifteenth and Ashland avenue, Chicago, has been sold to Joseph Kostner, who will continue the business. W. J. Scully and S. E. Gauthier have retired from the company.

The Southern Coal Co., Plymouth building, Chicago, has decided to discontinue business. The charter of the company will be retained, and it is asserted that all of the liabilities of the company will be paid in full.

Robert Muir, a well known coal operator at Peoria, Ill., who left that city six years ago to go to Colorado for the benefit of his health, died in Florence, Colo., the latter part of August at the age of thirty-five years.

Frank A. Wilder, geologist of Iowa, with headquarters at Iowa City, is securing samples of all the bituminous coals produced in the various districts of the state to be forwarded to St. Louis, where they will be tested by the United States geological department.

Receipts of anthracite and bituminous coal at Milwaukee for the month of August were 542,229 tons this year, as compared with 331,597 tons for the corresponding month a year ago. These receipts were the heaviest for any one month in the history of Milwaukee as a coal port.

W. R. Coleman, chief clerk of the Clark Coal & Coke Co., Peoria, Ill., was in Chicago last Saturday and during the evening was married to Miss Giles, of this city. Mr. and Mrs. Coleman will make their home in Peoria. THE BLACK DIAMOND joins with many other friends in extending them its congratulations.

The Williams Patent Crusher & Pulverizer Co., 545 Old Colony building, Chicago, reports the following sales of coke crushers recently: United States Coal & Coke Co., Gary, W. Va., two crushers; River Coal & Coke Co., Bridgeport, Pa., one machine; Lehigh Valley Coal Co., Warrior Run, Pa., one machine; Link-Belt Machinery Co., Chicago, one machine.

Henry Smith, northwestern sales agent of the North Western Fuel Co. at St. Paul, and W. H. Rendell, city agent at Minneapolis for the same company, passed through Chicago the early part of the week on their way to St. Louis, where they will spend a week or longer taking in the sights and doing the "Pike" at the Louisiana Purchase exposition.

W. L. McCauley, secretary of the W. B. Stone Coal & Coke Co., Old Colony building, Chicago, returned the early part of the week from a business trip to the northwest, including Minneapolis and St. Paul. Mr. McCauley reports that demand for coal in the northwest is slightly better than it was, but has not assumed the proportions it is expected it will later in the month. He reports a good business on this trip.

The contract to supply the hammer shop of the Pullman Co., at Pullman, consisting of 25,000 tons of splint coal for malleable iron work, was let during the week and was captured by the Kanawha Fuel Co., Marquette building, Chicago. This company had the same contract a year ago, and although there was competition to secure it on the part of all the large interests, was awarded it for another year.

Two fishermen among the coal men of Chicago returned with large catches during the week. H. J. Kauber, with Henry Holverscheid & Co., First National Bank building, captured a string as long as your arm, while F. J. Browning, with the Pittsburg Coal Co., Railway Exchange building, captured a black bass that tipped the scales at six pounds and eleven ounces, and was twenty-one and a half inches in length.

R. E. Harris, secretary of the Iowa & Nebraska Retail Coal Dealers' Association, Omaha, Neb., was in Chicago during the week on a business trip and paid the office of THE BLACK DIAMOND a visit. Secretary Harris reports that the Iowa and Nebraska association now has a membership of over a thousand and that he has set the limit, till he reaches it at 1,500, which he expects to attain before the next annual convention.

W. C. Waddell, with S. C. Schenck, agent of the coal department of the Delaware, Lackawanna & Western, Old Colony building, Chicago, was passing around the cigars the early part of the week on account of the arrival of a new baby, who will not be a coal man, because it is of the other sex. This is the second child which has been left at the home of Mr. and Mrs. Waddell, the other being a boy, which makes an ideal family.

Nathan C. Schielle, vice-president of the Schielle Bros. Coal Co., 1245 State street, Chicago, died the early part of the week, after an illness extending over a year, from tuberculosis. Mr. Schielle was comparatively a young man, being twenty-five years of age and having been identified with the Chicago coal trade for several years. He spent last winter in the Rocky mountains in the hope of completely recovering his health, but when he re-

turned to Chicago early in the spring his condition was serious. Death came to him at a private hospital. The business of the company will be continued by the remaining brothers interested in the company. The funeral occurred at Terre Haute, Ind., former home of the deceased, on Thursday.

The Mecca Coal & Mining Co., Tribune building, Chicago, miners and shippers of the well known Mecca coal, is remembering its friends in the coal trade by supplying them with a handsome photogravure, framed in Flemish oak, showing mine scenes at the operation of this company. The picture shows mines No. 1, 3 and 4 owned by the company, and also a Frisco car loaded with six inch lump coal, which is said to be one of the finest products of Indiana.

Dan Farquharson, with the L. M. Hammond Coal Co., Plymouth building, Chicago, returned the middle of the week from a business trip to Detroit, Mich., during which he exploited the merits of cannel coal and captured a good bunch of orders. Mr. Farquharson reports that business in coal in Detroit is on a steady basis and the shippers in that city are feeling encouraged that the latter part of the month will result in a good run of orders from Michigan points.

D. J. Neal, of D. J. & C. A. Neal, wholesale dealers in wood in the Old Colony building, Chicago, has returned from an eastern trip during which he attended the grand army encampment at Boston and spent several weeks at his old home at Meriden, N. H., in the Green mountains. Mr. Neal had a most pleasant trip and was highly benefited by the change of climate. He gained in weight and is looking ten years younger. As a matter of fact, Mr. Neal is probably the youngest looking old man in the coal trade of Chicago. He expects to celebrate his eightieth birthday next month, but does not look over sixty years of age.

N. J. Scott, of the Illinois & Indiana Coal Co., Ellsworth building, Chicago, has returned from "swinging around the circle" in Iowa and Minnesota. He reports that while he did a fair amount of business he found that a large number of the retail dealers were still inclined to postpone placing their orders and expressed the belief that the demand for domestic coal would not be in full swing before the early part of October. Much, he says, will, however, depend upon weather conditions. Stocks are low and any indication of cold weather would speedily result in a rush of business which would be difficult to handle promptly.

Lawrence Christopher, one of the pioneer coal operators of Illinois, died recently of old age at the home of his daughter, Mrs. John Farley, at Walnut street and North San Francisco avenue, Chicago. He was the president of the Union Coal Co., a mining corporation owning large holdings in the La Salle county coal district. He lived in Peru, Ill., for fifty years previously to his coming to Chicago three years ago to make his home with his daughter. Mr. Christopher was seventy-eight years old and was born at Ballyhane, County Mayo, Ireland. He was the father of twelve children and had great-grandchildren living in Chicago. Burial was at La Salle, Ill.

The A. M. Fellows Coal Co. has been chartered at Kansas City, Mo., with offices in the Bryant building, to engage in the shipping of steam and domestic coal. The officers of the company are: President, A. M. Fellows; secretary and treasurer, W. M. Pye. Others interested in the company are I. M. Fleming, for many years identified with the coal department of the Missouri, Kansas & Texas railway and J. R. Burnett, general manager of the Southern Coal & Mercantile Co., owning mines in southeastern Kansas. Mr. Fellows, the president of the company was until recently for many years identified with the coal department of the Missouri Pacific railway as general sales agent.

A new firm in the shipping coal business at Chicago this week is W. J. Scully & Co., with offices on the third floor of the Old Colony building. The senior member of the firm is W. J. Scully, the well known Detroit shipper who has been in the coal business for the past seventeen years at that point. S. E. Gauthier, who has been manager of the retail business of the Scully-Kostner Coal Co., is also interested in the new company and will hold the position of general manager. Mr. Gauthier has been identified with the coal business for the past twelve years, ten years of which he spent on the road for W. J. Scully and two years in charge of the retail business at Chicago. W. J. Scully & Co. will make a specialty of Hocking coal from their own mines, but will handle all descriptions of bituminous coal.

There has been a general further reduction in the price of anthracite buckwheat coal in the Chicago market, which makes it the lowest priced fuel that can be obtained for steam purposes at present. Track dealers are in several instances making a specialty of this grade of coal and are urging their customers to take it in and give it a trial. The principal objection to anthracite buckwheat coal is that the grate bars of many furnaces must be changed, after having used bituminous coal, in order to burn it. In the present condition of the market, however, it is claimed that a substantial saving could be effected in the price by making such a change in the grate bars. This is especially true where a low power plant is being operated. As there is a likelihood of heavy supplies of anthracite in Chicago for some time to come there is every assurance that such an investment would prove a profitable one in many instances. The prevailing price on buckwheat anthracite, delivered to consumers in wagon lots is \$3.25@3.50 per ton. In carlots it is still lower, some sales having been made at about \$2.75 f. o. b. Chicago. This is lower than the freight rate on the coal from the mines to the extent of forty cents, but the buckwheat sold in the west is not shipped as such from the collieries. In rescreening the coal at Chicago and other dock points the fine coal is taken out and resold as buckwheat and pea. Pea coal is held at the circular price of \$5.00 per ton and there is not such an accumulation as there is of buckwheat.



THE BLACK DIAMOND IS THE OFFICIAL NEWSPAPER OF THE FOLLOWING ASSOCIATIONS:

The Illinois Coal Operators' Association

President, O. L. Garrison, St. Louis, Mo.; Vice-President, Jos. A. Agee, Chicago, Ill.; Secretary-Treasurer, E. T. Bent, Oglesby, Ill.; Recording Secretary and Secretary of the Commission, C. L. Scroggs, Chicago, Ill.; Commissioner, Herman Justi, Chicago.

The Indiana Coal Operators' Association

President, J. C. Kolsen, Terre Haute, Ind.; Secretary, Philip Penna, Terre Haute, Ind.

The Iowa Coal Operators' Association

President, C. H. Morris, Des Moines, Iowa; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa, Iowa; Treasurer, T. W. Carpenter, Des Moines, Iowa; Commissioner, John P. Reese, Albia, Iowa.

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IF THE katydid told the truth, there ought to be frost at the end of another week.



WELL, having heard the election returns from Vermont, suppose we get down to business.



WINTER must surely be approaching. The secular newspapers are beginning to "roast" the coal man.



HERE COMES forth the Chicago *Record-Herald* and gives testimony as follows: "The price of coal was advanced yesterday, and one of the dealers is reported to have said that the increase was due to an increased demand. This is a very foolish saying." It is peculiar how the newspapers convict themselves of ignorance.



The Good Chicago Coal Shippers are Doing.

The matter of short weight coal in transit from the mine to the dealer and consumer is one of absorbing interest. Every carlot buyer seems to feel that he must guard against short weight in the delivery of coal to his sidetrack. We believe in all honesty and in a spirit of fairness that the efforts of the Coal Shippers' Association of Chicago, tending to eliminate this short weight evil, are accomplishing much good. Are they being fully appreciated by carlot buyers? One of the most important reforms which was inaugurated during the past two months is in the matter of securing the "marked capacity" of coal cars based on the cubic capacity of the car body instead of on the capacity of the car trucks. THE BLACK DIAMOND last week also called attention to another reform which the Shippers' Association is attempting to secure, and that is the restenciling of tare weight on coal cars. It was shown at that time that the stenciled tare weights were inaccurate and that they not only resulted in annoyance and loss to shippers, but in direct loss to railroad companies through a failure to collect on the freight carried by them.

Progress has been made by Commissioner SIPP, of the association, in securing the acquiescence of the railroads in this reform. In all probability six or more of the largest railroad lines entering Chicago engaged in the coal trade will agree to base their marked capacity of coal cars on the cubic capacity. One of the largest of the western railroad companies within the past four weeks has restenciled 5,000 of its coal cars, giving actual tare weights. The officials of another company have made an investigation and have discovered that many of their coal cars have not been restenciled since 1899 and 1900. They have promised to give this matter immediate attention. Replies have been received from officials of other large railroads, who give assurance that they will take up this matter and will act upon the suggestions of Commissioner SIPP.

If this is done it will eliminate seventy-five per cent of the present complaints against short weight coal. It will be the most effectual means adopted within the past year to secure a necessary and essential railroad reform. In the meantime, while these changes are being made, which, of course, will require some time, carlot buyers of coal should be temperate in their demands upon shippers and operators. They can not expect that a revolution can be accomplished in two days, but a sufficient amount of time must be allowed to elapse to bring the desired results. Both the railroads and the Coal Shippers' Association of Chicago will be entitled to great commendation when methods have been adopted which will do away with the troublesome short weight proposition.



The Lesson of Labor Day.

Labor parades throughout the country on Monday of this week were characterized by a lesser interest on the part of the membership in organizations constituting the union movement than in some years. In Chicago, which has been the center of all organized labor movement east of the Mississippi, there was no general parade. Some few organizations marched during the morning, but for the most part the observance of the day was quiet and was commemorated with the picnics and outings by different organizations. There is a reason for the change in the vitality of the labor movement which has occurred during the past twelve months. The inevitable reaction which must always follow radicalism has come and organized labor is now suffering by reason of the intoxication of power which has prevailed among its leaders for several years. The conditions became so bad that employers organized defense associations to protect their legitimate and reasonable interests. These protective and defensive employers' associations have accomplished much good. They have advocated and secured the open shop in many vicinities and are extending their operations in that direction effectively. In addition they have taken up mooted questions and have secured decisions in courts of law which have more clearly defined the rights of employers. One of the most notable of these decisions was that of Judge ADAMS in the Superior Court of Chicago, who held that the operation of the closed shop through the force and power of labor organizations was a criminal conspiracy. This was in a case of contempt brought against the Brass Molders' local union by the Kellogg Switchboard & Supply Co. The gist of Judge ADAMS' decision is contained in the following few sentences: "Appellant's counsel admit in their brief the purpose of the strike is to bring about the execution of the contracts, and at least three of the appellants so admit in their answers. It is unlawful to compel one to execute any contract. A contract executed under duress is voidable, and duress is present where a party is constrained under circumstances which deprive him of the exercise of free will to agree or to perform the act sought to be avoided."

Again Judge ADAMS says: "The agreements in question would, if executed, tend to create a monopoly in favor of the members of the different unions to the exclusion of workmen not members of such unions, and are in this respect unlawful. Contracts tending to create a monopoly are void. Not only was the purpose of the strike unlawful, but the means used to achieve the unlawful purpose were unlawful."

This decision is one of the most far reaching and effective rendered during the past year. It furnishes a precedent which settles the rights of employers beyond any question. Perhaps this is one of the factors which have resulted in a lack of interest on the part of the labor organizations. Another feature of the labor situation the past year has been the number of strikes which have been lost to the unions. In the west they have not won a single strike where a large body of men was involved. In the east they have not won many strikes.

Labor day marks an epoch in organized labor. Its lesson is found in the fact that radicalism will not be supported by the public sentiment and that sooner or later it will be the cause of its own downfall. The question is: Will labor leaders fully appreciate this lesson; will they be more conservative and careful in the future, or will they continue to place power in the hands of those who are unworthy of it and who resort to extreme measures whenever they can do so without going to the penitentiary for their acts?

Sunday Creek Combine Involved in Injunction Proceedings.

The Kanawha & Michigan railroad, which is the West Virginia end of the Sunday Creek Coal Co., or vice versa, the Sunday Creek Coal Co. is the Ohio end of the West Virginia railroad, just as you please, is in trouble. Operators along the line of the Kanawha & Michigan railroad have made frequent complaints alleging discrimination in the practices of this railroad corporation in favor of the trust coal properties which are controlled by it and allied to it. In all probability many of these complaints were founded on fact. It seems certain that many independent operating companies that have attempted to open mines along the line of this railroad have been put to unnecessary expense in order to secure switch connections and after they have laid switches many times, it is complained, they have not been properly supplied with cars, hindering them in the operation of their properties at a time when the trust mines owned by the Kanawha & Michigan railroad and its allied interests were obtaining all the cars they required in the prompt transportation of their freight.

Whether the Kanawha & Michigan railroad can continue this policy of interfering with interstate traffic and perpetrating alleged discriminations along its properties, is shortly to be determined in the courts at Charleston, W. Va. Every independent operator along the road is interested in this suit, which was begun by the Hughes Creek Coal Co., a corporation with headquarters at Roe, W. Va. The Hughes Creek Coal Co., in a bill of complaint on file in the circuit court of Kanawha county, makes the open allegation that the Kanawha & Michigan railroad discriminates in taking care of the shippers along its line of road. THE BLACK DIAMOND believes that every coal operator in the country and every coal dealer should fully understand the policy of aggression which dominates the Sunday Creek Coal Co. and its allied corporations. For that reason the essential complaints in the bill of complaint of the Hughes Creek Coal Co. are republished as follows:

"The plaintiff says that it was incorporated and organized under the laws of the state of West Virginia; that it has leased a valuable tract of coal land containing three thousand acres, more or less, situated in the county of Kanawha, in said state, on both sides of the main line of the Kanawha & Michigan railway, for a distance of about one mile.

"Plaintiff says that it is bound under the terms of its lease to pay its lessor a large sum of money in the way of minimum royalty, to-wit: \$4,333 for the first year; \$8,666 for the second year, and \$13,000 for the third year, and each year thereafter; that under its said lease it has taken possession of the said three thousand acres of land and has opened and developed its mines thereon, and equipped the same with modern machinery until it now has a capacity of something over one hundred tons per day, and it proposes to increase the same to as much as one thousand tons per day, at least; that it has a tipple for loading direct on the cars of said defendant railway company; that it also has a tipple on the Kanawha river and is shipping coal in barges down said river and down the Ohio river to Cincinnati, Ohio, and other points; that it has been so engaged for several months past; that the said defendant railway company has a line extending from its junction with the Chesapeake & Ohio railway, about one mile east of Gauley Bridge, West Virginia, to the city of Corning in the state of Ohio, and is connected with other railroads extending throughout the country; that said road has been engaged in business in Kanawha county for about twenty years; that it has been shipping coal from the upper portion of Kanawha county for about ten years; that said road has furnished facilities to shippers of coal and persons engaged in mining coal; that it has built sidings for a number of operations along its line in the vicinity in which the plaintiff's mine is located, and has been furnishing cars on said switches and sidings constructed by it, and connected with its main line so as to give facilities to said mining companies for the transportation of their coal to market. The following companies have been engaged in shipping coal over said railroad for a number of years past, to-wit: Mile Branch Coal Co., Cannelton Coal Co., Kanawha Gas Coal Co., W. R. Johnson & Co., Columbus Iron & Steel Co., and fourteen different mines belonging to the Kanawha & Hocking Coal & Coke Co.

First Point in the Allegation of Discrimination.

"Plaintiff is informed, believes and so avers that the said defendant company has supplied all the said companies with sidings at their respective mines, and that it furnishes cars to all of said companies for the transportation of their coal, without requiring from them the car supply which they have demanded of the plaintiff hereinafter mentioned and set forth.

"Plaintiff has graded its siding at or near its tipple along and near to the right of way of defendant railway company, and has laid down a switch suitable in every way for the cars, empty and loaded, of said railway company to pass over. Plaintiff says that it has been urging the said railway company to make it a siding at the plaintiff's expense for some months past, but the said railway company has declined to do so, and still declines to do so unless the plaintiff, or its stockholders, will organize a railroad company and furnish, in part, railroad cars for the transportation of its coal; that it refuses to furnish more than five cars per day unless the plaintiff will furnish more than one hundred railroad cars, and refuses to furnish plaintiff any cars at all unless it will furnish cars to said defendant company for the transportation of plaintiff's coal.

"The plaintiff says that one hundred railroad cars would cost about \$65,000, as plaintiff is informed and believes, and that one hundred cars would not furnish more than three cars per day for the shipment of coal, as it takes nearly a month, upon an average, for the cars that are sent out to reach their destination and be unloaded and returned. If the plaintiff should furnish a hundred cars to be used in shipping its coal over defendant's railroad, and the defendant should deliver five additional cars per day, it would be wholly insufficient for the transportation of the plaintiff's output when its mines are further developed.

"Plaintiff further says, upon information and belief, that there is some

business connection between the said railway company and the Kanawha & Hocking Coal & Coke Co., which influences the railway company against the development of other mines along its line in West Virginia; that the Kanawha & Hocking Coal & Coke Co. is the owner of many mines and large quantities of coal land on the line of said railroad, and the said railroad company is partial to the said coal and coke company, and is disposed to furnish it, and does furnish it, with coal cars for shipment of its output, and refuses them to others to the prejudice of other companies engaged in coal mining along its line. That while the railway company may not own any of the said coal and coke company's stock, the plaintiff believes and avers that some of the large owners of the stock of the said railway company are also owners of stocks or bonds of the said coal and coke company.

"The plaintiff avers that the said railway company is a public carrier engaged in the transportation of freight and passengers, and was created and organized under the laws of West Virginia, and that it is bound under the laws of the state of West Virginia to make reasonable provisions for the transportation of all freight that may be offered it for shipment and transport the same without unreasonable delay, and should not discriminate against or among persons offering freight for shipment over its railroad, in rates, distribution, or allotment of cars, or otherwise, under substantially similar circumstances and conditions. But plaintiff alleges that while such is the duty of said defendant railway company, under the laws of this state, that the said defendant company refuses to make such reasonable provision for transportation of the freight which the plaintiff has offered it for shipment, or any provision whatever, and has discriminated against the plaintiff; that while it has furnished sidings and cars and afforded facilities to other companies similarly situated, it has refused to make provision for the plaintiff to ship its coal over its railroad. Plaintiff avers that it is not practicable to ship coal in boxes or bags or packages; that it can only be profitably shipped by railroad by loading it from their tipple into railroad cars on a siding or switch of the main line of the railroad; that the construction of said switch is essential to the reasonable provisions for the shipment over said road of the plaintiff's coal.

Must Have Cars to Operate Its Mines.

"Plaintiff avers that it can not profitably operate its mines without having a siding and receiving its fair and just proportion of the cars of the defendant company and is put upon an equal footing with companies similarly situated to the plaintiff. The plaintiff alleges that the defendant company is abusing its powers as an agent of the state and perverting its use of the governmental power of eminent domain from the services of the public to the injury and oppression of the public, in thus withholding from the plaintiff and others the facilities for transportation which it is in duty bound to furnish under the laws of the state.

"Plaintiff has not demanded and does not ask from said railway company any greater facilities than it furnished to other mines substantially situated like the plaintiff's mine, but it has demanded of said company that it shall furnish such facilities as it is giving to other companies and mines along its line so similarly situated.

"The plaintiff further avers that it would be a great hardship upon the plaintiff to compel it to furnish rolling stock to said railway company. The plaintiff is not engaged in the railroad business and does not desire to do so; that to require the plaintiff to furnish its quota of cars in quantities sufficient to carry its coal from its mine when properly developed, under the terms and on the conditions proposed by the defendant as a condition precedent to shipping coal over the defendant's road, would entail upon it irreparable loss and injury and great oppression; that there is no other railway than defendant's over which it can transport its coal to market from its land and mines above mentioned.

"Plaintiff has offered the said defendant company to comply with all its rules and regulations as applied to other shippers, and has demanded connection to be made of its switch with the defendant's main line as a matter of right.

"The plaintiff alleges, upon information and belief, that the said defendant company has a very large number of coal cars and is able to supply the plaintiff and other companies with cars if it were disposed to do so. That it often happens that there are hundreds of empty cars standing on the sidings of said railway company for weeks at a time without being used.

"Plaintiff says that it has no adequate remedy at law.

"In tender consideration of the premises, and forasmuch as the plaintiff is without remedy save in a court of equity, where such matters are properly cognizable and relievable, the plaintiff prays that your honor will grant the plaintiff a mandatory injunction compelling the defendant to make the connection of its main line with the plaintiff's switch, at the plaintiff's expense prepaid, or enjoin the defendant, its agents and employees, from interfering with the plaintiff while the plaintiff makes such connection at its own expense, and that the court will compel the defendant company to furnish the plaintiff its just and proper share of coal cars to be loaded by the plaintiff, and when the same are loaded by the plaintiff to receive them for shipment and ship the same without unreasonable delay to the points of consignment, and require the said defendant to make such reasonable provision for the transportation of the freight offered it by the plaintiff as aforesaid. And the plaintiff may have all such other, further and general relief which the nature of its case may require and to equity may seem meet."

Interview with Official of the Coal Company.

J. W. Moore, of the Hughes Creek Coal Co., in an interview concerning the application for an injunction, says:

"I wish to say to your readers and generally interested public, something of the menace to our prosperity and success in carrying on the coal business in this valley, along the line of the Kanawha & Michigan railway. This railroad and the Kanawha & Hoeking Coal combine say to everyone attempting to open mines in this Kanawha valley, along said road, that you can not do so; that we will not let you ship a pound of coal over our road and into our market, virtually saying, we own the valley already and those of you who claim title to coal property here do so in name only, that you do not own it, but that we do and are going to control it. Are those who settled in this valley years ago and spent their lives in building it up going to sit idly by and let this combination come in here and take their property away from them in this way and kill the coal business on the north side of the Kanawha river, as the salt business was killed years ago by a

combine whose only interest was to kill industry here that other and less favored fields would be the gainer? There was one man in this valley who refused to be clobbered up by the ancient salt trust and his salt business (I refer to Mr. J. Q. Dickinson's salt furnace at Malden, W. Va.) is today a monument to his business sagacity and farsightedness, and there are a few people in the coal business now in this valley who do not propose to be run out of the valley this way.

"It behooves every citizen of this valley, and state for that matter, to get together and demand of our lawmakers that laws be passed to curb this—these railroad combinations that are trying to overrule the country, and to pass a statute establishing a board of railroad commissioners in this state, to see that the public get their rights from railroad combines that are forming against them, as some of the other states have done."

Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
New York, Sept. 8.

About the only new feature in the anthracite trade that has developed since the occasion of the last report is the turn in the summer season and the home coming of people from vacations in time for the opening of the schools, which is inducing a few more orders in some directions and gives greater hope for more business shortly. This is creating a somewhat better feeling in the market. As the prices on the first of the month were without discount at the winter schedule, there is little incentive for buying while the warm weather lasts and while dealers' stocks are fairly full. The chief interest under these conditions at present is in the question of adjusting the output at the mines to the current requirements of the trade. All the producing companies seem to show a greater appreciation of this fact this year than in the past and are restricting in one way or another the tonnage at the mines to actual needs, which is on a basis of about 4,000,000 tons a month. The Reading and Lehigh & Wilkesbarre companies' collieries are again shut down for a week to resume today, September eighth. Three of the big mines of the Susquehanna Coal Co. are also closed for the entire current week, while the other producing interests are closing down individual mines for several days or longer periods accomplish the same result.

Restrictions on Production Help the Market.

This is keeping the trade in a strong and healthy condition and from the fact that stocks have shown no material increase since a month ago and are less than was accumulated last year, everybody looks for a healthy market as soon as weather conditions change. The only sizes pressing at this time are the smaller grades and in some cases egg coal, while stove and nut are not in abundant supply and in some instances are short of what is needed. No doubt the steam sizes have lost prestige this year, by reason of the extremely low prices on bituminous, especially at sound ports, where the smoke ordinances, if they exist, are not so rigidly enforced as in the larger cities. It has been suggested by producers, who are affected by the decreased demand, that the loss in tonnage to that territory alone on pea coal is close to a million tons. Shipments coastwise to the east have been slack since the first of the month, though no large amount of coal has yet been stocked by shippers in that territory. The most active of the consuming districts at this time is the all-rail trade into New England, and while this business is not of large volume, enough orders are coming in to take comparatively the larger amount of the tonnage shipped, indicating that small yards are already depleting their supplies in hand.

The Canadian Trade Shows an Improvement.

The Canadian trade is also somewhat improved and promises better things a little later. At retail there is slightly more business doing at all points, as householders are returning to their homes, which must soon be reflected in the wholesale market. At New York prices were advanced ten cents a ton, making present figures at retail \$6.25.

Nothing of import has transpired in the bituminous trade along the Atlantic seaboard during the week. Trade generally is quiet, though some of the leading factors see a greater tendency toward improvement in this industry. This sentiment of itself is probably strengthening the market to some extent. The higher grades of coal, and more particularly the specialties, show more orders on season contracts and in some cases consumers are doubling and tripling their shipments over what they were taking all summer. Prices so far have shown no appreciation, however, and coal is selling down to about the low figures prevailing for some time past. The lower grades are offered at \$2.25@2.40 f. o. b. New York harbor and are moving very slowly. Many of the producing interests continue to curtail their production at the mines, not being inclined to make these reductions, and are simply shipping on what orders are received on season's contracts. This has its good effect upon the tidewater markets in that but little coal has been allowed to accumulate at these points.

Many Coastwise Vessels are Still Tied Up.

Vessels controlled by the Seaboard Carriers' Association are still tying up, but the demand for bottoms at this time is so light it has little effect upon the market and it is reported that some of the parties to the agreement are becoming restless and willing to charter when they can secure alongside or delivered rates. The principal supporters of the association are the Norfolk and Newport News ports, which are rather favoring the new conditions, owing to their having made season charters on about this basis earlier in the year. Philadelphia and New York shippers being more closely confined to

water freights in order to compete in eastern markets are not generally paying the association rates and seemingly get all the vessels they desire at lower figures, with more liberal terms of loading and discharging. Stocks generally in consumers' hands are thought to be light and must in consequence soon show a material increase in demand for fresh supplies as the fall season advances. Comparatively, the larger shipments going forward at present are to New England territory, both all-rail and by sound ports inland, the former predominating, though Pocahontas and New River coals are in large supply at the discharging ports and are preventing a fuller development of trade. The decreased shipments from New York and Philadelphia, since early spring, to the sound and further eastern ports, it is thought, will amount to a considerable tonnage and it is not unlikely that some recognition will be made of this by the railroads when rates are named next year.

The market in the east continues quiet, which is also the status at New York and in the line trade.

Transportation to all points is excellent and cars are in ample supply. The vessel market is quiet. Vessels are not plentiful, but the demand for them is small. Current quotations from Philadelphia are as follows: Boston, Salem and Portland, 75c; sound ports, 60c; Portsmouth, 80c; Lynn, 85@90c; Newburyport, 85c; Bath, 75@80c; Bangor, 90c; Gardiner, 85c and towage; Saco, 90c and towage.



Buffalo and the Lakes Trade.

BUFFALO, N. Y., Sept. 8.—(*Special Correspondence.*)—There is a better tone in both the anthracite and bituminous coal markets, for which Buffalo is a distributing point. Anthracite has shown very little change since last week, but there are excellent prospects of improvement in the near future. The bituminous sales agents are feeling better this week than for some time past; the market has improved since August, although it is not all it should be or what the sales agents hoped it would be. The coke situation remains unchanged, with prospects indifferent.

The anthracite trade is still in a state of waiting for the regular winter demand to start in. The sales agents report, however, that their orders for the first week in September are showing up better than for the last week in August. The chief gain has been in rail shipments. Those have picked up, especially for the Canadian points, reached from here by rail. As the winter and burning weather approaches, consumers are beginning to give more attention to their winter's supply of coal. The local retail trade has not shown any signs of improvement yet.

The lake anthracite trade continues to be very dull and this season is running further and further behind last year. The trouble seems to be at upper lake docks. The coal is not being taken away from those stock piles as fast as it is being received from the lower lake ports, and, consequently, the docks are becoming full. Consumers in the west have not begun to put in stocks for winter or else they have had a considerable supply left over from last year, when they were stocked heavily. It seems to be generally thought now that this season's lake coal trade will fall considerably below that of last year.

Lake Shipments Show Falling Off for Week.

The shipments of anthracite for last week, according to the Customs House records, were 87,186 tons, as compared with 95,645 tons for the previous week, both of which are considerably below the figures for the same weeks last year. Last week's shipments were distributed as follows:

	Tons.		Tons.
Chicago	44,350	Hancock	2,500
Milwaukee	14,150	Fort William	2,350
Superior	13,400	Port Colborne	511
Sheboygan	6,000	Port Huron	325
Duluth	3,600		
		Total	87,186

The present week is expected to be a quiet one in lake shipping. The mines have been closed for two days and are running on part time on account of the holiday at the beginning of the week. This will keep the supply of coal coming to this port for lake shipment low and will have a consequent effect on lake shipping. The closing down of the Reading company's mines from September first to continue practically until the end of this week, has been felt here and that company on Wednesday cleaned up

all its lake coal and its trestles will be closed down until a new supply begins to come.

The bituminous coal trade is showing spasmodic improvement and decline, but the sales agents are talking of better conditions. These better conditions have shown themselves in a greater demand for coal, larger orders and more inquiries. It seems to be conceded that the price of Pittsburg coal has gone up five cents per ton on all sizes, and now brings \$1.05 to \$1.15 at the mines. This may be due somewhat to the influence of the better conditions at Pittsburg and the greater demand for coal at that point, but still it is being paid here. River coal prices have not advanced.

Interview with a Leading Bituminous Agent.

A coal agent, who is on the road a good deal and out in the trade, says that the coal man is being better treated by the consumers now than he was two months ago. Then, the consumer said, when a price was quoted to him that it was too high. The prices quoted now, in some cases higher, are admitted by him to be about right and he is looking for prompt service. These men have been holding off in the purchase of their winter's supply of coal, waiting for the price to go lower. Now they are beginning to see that there is a bottom to the coal market and that that price has been reached. Many contracts have been held back just for this reason. The approach of winter, when more coal must be used and car shortages and delays will raise the price, has induced consumers to buy their winter's supply. Few have put in stocks as yet, and now that they are beginning to do so, an improvement in the market is expected. The coal men, it must be admitted, are hoping that some of those who have held off so long will be caught without their winter's supply when the fall increase in price and the delays in deliveries come.

The bituminous coal trade on the lakes this season has been the biggest in its history, notwithstanding the poor showing made by the anthracite movement. Reports from the western lake ports for the month of August say that the receipts of coal at those ports for that month were the largest ever known. At Milwaukee and at Duluth the boats came in faster than the docks could take care of them and there have been delays at those ports. Boats are coming down the lakes light to get coal cargoes to take up, as the ore trade, which usually supplies down cargoes, is very dull. Reports from the other Lake Erie ports, at which most of the bituminous coal is loaded, show that the trade is holding up well this week.

A Base Ball Game for B-I-U-D.

Many of the coal men here are taking an active interest in the baseball game to be played between the fat and the lean members of the Transportation Club, to which many coal men belong. The game takes place at Olympic park on Saturday, September tenth. Great preparations have been made for it and it is expected to be attended by a large number, including many from out of town. An elaborate parade has been planned to take place before the game. The members of the club will march. The fat men will ride on a float, consisting of a wide-tired wagon used for safe moving, while the lean men will ride on a small buggy, drawn by an apology for a horse, so thin that it will not cast a shadow. The proceeds of the game will go toward more furniture and decorations for the new club rooms, which were opened this year.

Baltimore Coal Conditions.

BALTIMORE, MD., Sept. 8.—(Special Correspondence.)—While the movement in anthracite coal is daily growing stronger and therefore brings joy to the retail dealers of Baltimore, the soft coal trade languishes. The dullness which has clung to the trade for nearly a year gives little sign of change and the coastwise demand has sunk to insignificant volume, although the exports show an increase.

Of hard coal there is an abundant supply and the demand is increasing daily at the advanced price of twenty-five cents per ton, making the quotations for the city as follows:

No. 1 white ash.....	\$6.75	Sunbury No. 2.....	\$7.25
No. 2 white ash.....	7.00	Sunbury No. 3.....	7.25
No. 3 white ash.....	7.00	Lykens Valley No. 2.....	7.85
Nut	7.00	Lykens Valley No. 3.....	7.85

These prices were named by the coal exchange and are adhered to throughout the city.

Rather an odd state of things is shown in the soft coal situation. While hundreds of new mines are being opened throughout Maryland and West Virginia, while the Baltimore & Ohio railroad is giving out orders for a thousand steel coal cars, and while the Western Maryland railroad is building extensive spurs and lines to reach new coal fields and in Baltimore is building huge docks and placing orders for a half score of ships to carry the product of their mines, the movement of coal is almost at a standstill.

The small operators of both states complain that the big operators are attempting to freeze them out and the big operators lay the falling off in shipments to the excessive rates demanded by the vessel owners combine and the shutting down of New England mills. One of the officials of the biggest coal company in Maryland says frankly there will be no improvement in the coal trade until the independent mines quit business. It is claimed that the small operators, forced to find an immediate market for their product by reason of lack of capital, will sell at any price and therefore the real responsibility rests with the "little fellows."

Ocean Freight Rates are Said to be Demoralized.

Ocean freight rates are in a bad state. Due to the master's combine the charters, what few there are, are almost invariably on "private terms." The following rates are approximately correct, at least as near as can be obtained from interested sources: Portland, 87½ cents; Boston, 85 cents; Providence, 75 cents; Galveston, \$1.35; Jacksonville, 90 cents; Savannah, 75

cents; Port Royal, S. C., \$1.00; Wilmington, N. C., 85 cents; Velasco, Tex., \$1.50; Tampico, Mex., \$1.40; Vera Cruz, \$1.35; Key West, \$1.80.

Coal exports from Baltimore during August were the largest for that month since 1901. During the month just closed 21,178 tons of coal were exported, against 4,949 in 1903; 13,325 in 1902, and 23,517 in 1901, the latter exceeding the month in 1904 by a little over 2,000 tons.

The cargoes and destinations for the month of August were as follows:

Ship and Destination.	Tons coal.	Tons coke.
Bark Kremlin, Fort de France.....	1,905	.....
British steamer Cape Corriennes, Cienfuegos...	3,528	.....
British steamer Caprera, Tampico.....	5,000	.....
British steamer August Belmont, Tampico.....	5,700	.....
Austrian steamer Pecine, Tampico.....	2,250	.....
Norwegian steamer Egda, Tampico.....	1,005	2,450
Evelyn, Guantanamo	2,600	.....
Total for one month.....	21,178	2,450

The Philadelphia Coal Trade.

PHILADELPHIA, PA., Sept. 9.—(Special Correspondence.)—The anthracite coal trade remains quiet and the amount of business transacted is limited, though it is not believed to be below normal for this time of the year. No discounts from the April circular are allowed this month and from now till March thirty-first next year the full circular will be in force. The Philadelphia & Reading Coal & Iron Co.'s price list for domestic sizes on orders shipped during September f. o. b. cars at the mines is as follows: White ash, broken, \$3.50; egg, stove and nut, \$3.75; pea, \$2.00; Shamokin, egg, stove and nut, \$3.75; pea, \$2.10; Lorberry and Schuylkill red ash, broken, \$3.75; egg, stove and nut, \$4.00; pea, \$2.10; Lykens Valley red ash, broken, \$4.10; egg, stove and nut, \$4.35; pea, \$2.25. The usual conditions at this season prevail, when full list figures have been reached, buyers generally having been forehanded in putting in stock what coal they need for their fall trade, consequently they are not inclined to replenish the same until the coal has moved out. A slightly better demand is noticeable in the retail trade, and which must shortly be reflected in the wholesale market, and this is likely to increase as the temperature lowers and householders return to their homes. Most of the attention of producers is directed at present to the regulation of the output, which is being severely restricted and keeps the market firm, the Reading collieries having been closed down for a week from September first. The line trade at inland points and the south seems to be the most active though there is still a fair amount of tonnage going by water to points beyond the capes of the Delaware. City prices at retail are now on their winter basis, which is \$6.75 per ton.

Buyers of Bituminous Delay Placing Orders.

The bituminous trade continues quiet and there is little to indicate that the anticipated improvement in this market, by reason of the fall demand, is near a hand. Buyers are persistently holding off in placing orders for future delivery and are not inclined to carry their usual stocks into the winter season. This necessitates a continued restriction of the output at the mines, making it very unsatisfactory for the producing interests who are unable to figure as to the future probabilities. Some factors in the trade view the situation more favorably, but this may be due more to what is expected in the future than what is actually occurring at this time. The larger proportion of the shipments going forward is to the line trade and New England territory, the tidewater ports being dull.

The continued heavy shipments from the Virginia cape ports, which have the preference, are in a measure responsible for this status. Transportation from the mines is very good and cars are in plentiful supply to all shippers. In the vessel market the supply of bottoms is not large, but enough to meet all purposes. Rates of freight from here are: To Boston, Salem and Portland, 75c; Portsmouth, 80c; Lynn, 85@90c; Newburyport, 85c; Bath, 75@80c; sound ports, 60c; Bangor, 90c; Saco, 90c and towage; Gardiner, 85c and towage.

Boston and the New England States.

BOSTON, MASS., Sept. 9.—(Special Correspondence.)—The demand for anthracite in this territory continues in a quiet way. Enough business seems to develop from week to week, however, to absorb the restricted tonnage which is being sent to this market. The month of August being the last during which there was a discount from circular, it is thought that old orders were pretty generally cleaned up and dealers are now resting on what supplies they have in hand until their stock piles are reduced by colder weather. Some effort has been made, where an extra cargo was desired, to secure shipment at last month's prices which it is thought was accomplished in one or two cases, but the larger interests refuse to accept orders except on their regular terms. This is holding the market firm and should result in a good business later on, when the actual consumption of coal sets in. At retail, there is a slightly increased demand and dealers are kept moderately busy supplying the requirements. The Boston Coal Club held a meeting last week to discuss the situation and prices, but as yet no change has been announced and no one knows whether anything definite was decided upon. Owing to the low prices of bituminous coals this year, many of the consuming interests heretofore using the small sizes of anthracite have gone back to soft coal and it is thought that the amount lost by this to the hard coals is considerable and is making the market on the latter very slow.

Demand for Bituminous Coal is Light.

There is little change in the bituminous market and the demand continues light. Prices, however, are somewhat firmer in anticipation of a better fall trade, producers not being so anxious to sell ahead at the low figures that

have prevailed. There is still a good deal of cutting on the lower grades and even better coals, which are sold as substitutes, but those recognized as the standard products are holding up to full values. Among the latter, Georges Creek is quite firm and active, some of the shippers being actually short of the current requirements. Receipts of coal in this territory for several weeks past have not been heavy and it is not unlikely that when the real demand sets in this fall there may be a shortage of coal to meet the needs of the trade. Most consumers this year, on account of the variation in prices, have little faith that circular figures will be obtained and are not desirous of stocking up or to obligate themselves ahead. The shoal-water ports are still taking an occasional cargo to complete their winter stocks, but the bulk of this class of trade is about closed up.

In the vessel market the Carriers' Association is making a strong effort to maintain its agreement on rates and terms, though many vessels are to be had at lower figures and they are doing most of the business at Philadelphia and New York. The further lower ports are paying the association rates. New York quotes to Boston, 55@60c; Philadelphia, 75c, and the other ports, 90c.

Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., Produce Exchange, New York. The slow movement of the cotton crop is causing owners of a few available steamers to accept low rates on coal to Cuba and Mexico to occupy boats' time until the demand from the south increases. These are about the only boats available at current market rates for business in these directions, as there is little, if any, homeward business. This also applies to West Indian freights, although owners naturally prefer Cuba or Mexico, as such business places their boats in better position.

Among the recent charters were the Manchester Shipper, 2,542 tons register, Baltimore to Vera Cruz at \$1.35; Frieda, 1,335 tons register, Newport News to St. Lucia, at \$1.50, and Alabama, part cargo, Philadelphia to Guantanamo, at \$1.85.

Some freight contracts for transportation running over a period of time, have recently been completed, shippers thinking it good policy to make such contracts at rates in excess of the present market, as they judge that any change in the freight market will be towards a higher level.

Tonnage offers freely for freights to the far east, but there is no demand for boats in that direction, and no new business has been completed to Mediterranean ports, as shippers can not afford to meet owners' ideas. We would quote freight rates by steamer, as follows: \$1.25@1.30 to Havana or Matanzas; \$1.70@1.75 to Cardenas; \$1.50@1.55 to Cienfuegos; \$1.40@1.50 to Port of Spain, Trinidad; \$1.50@1.55 to St. Lucia; \$1.40@1.45 to St. Thomas; \$1.55@1.60 to Barbados; \$1.35@1.40 to Kingston; \$1.25@1.30 and port charges to Curacao; \$2 to Demerara; \$1.55@1.65 to Bermuda; \$1.35@1.40 to Tampico; \$1.35@1.40 to Vera Cruz; 9s 6d@10s to Rio; 11s@12s to Santos; 8s@8s 6d to a direct port in the Mediterranean, not east of the west coast of Italy, Spain excluded; \$5 to Manila.

Pennsylvania Coal and Coke Shipments.

Shipments of coal and coke originating on the Pennsylvania railroad east of Pittsburg and Erie for the week ending August twenty-seventh show an improvement over the previous weeks. They were as follows:

	Week ending Aug. 27, 1904.	Year to Aug. 27, 1904.	Year to Aug. 29, 1903.
Short tons—			
Anthracite coal	97,830	2,923,499	3,036,857
Bituminous coal	496,719	17,243,529	18,186,893
Coke	151,038	5,428,188	6,562,018
Totals	745,587	25,694,216	27,785,768

Beech Creek Coal and Coke Tonnage.

The tonnage of the Beech Creek Coal & Coke Co. for the week ending August thirty-first, for the year to that date, and for the corresponding date last year is as follows:

	Tons.
Coal tonnage for week.....	216,050
Total for year 1904.....	4,719,059
Total for last year.....	5,108,748
Coke tonnage for week.....	779
Coke tonnage for year	17,833
Coke tonnage for last year.....	77,197

Coal exports and imports from and to the United States for the seven months of the year ending July thirty-first, according to the Department of Commerce and Labor, were as follows:

	1904.	1903.
Exports	4,788,098	4,686,961, inc. 101,137 tons
Imports	926,929	2,459,869 dec. 1,532,940 tons

The amount of anthracite included in the exports was 1,402,057 tons, an increase of 62,922 tons over the corresponding period last year. The export coke tonnage, amounted to 311,102 tons, an increase of 71,117 tons over the seven months of 1903.

The Williamsville Coal Co. has started its mine at Shelbytown, Ill., which was idle for more than four months. New machinery has been installed and the output has been increased.

Death of A. E. Patton, Coal Man and State Senator.

In the death of Senator Alexander E. Patton, treasurer of the Beech Creek Coal & Coke Co., and a director in the Pennsylvania Coal & Coke Co., at Curwensville, Pa., Monday evening of this week, one of the pioneers in the development of the bituminous coal resources of Clearfield county passed away. Senator Patton had been associated with Congressman James Kerr in the development of the coal fields of the western part of Pennsylvania for a number of years; he was prominently identified with banking interests; had interests in leading railroad properties and was one of the leading business men of that state. His death occurred unexpectedly and caused a shock not only to the immediate friends and relatives, but to the entire community. He was spending the evening with a few of his friends when he was stricken with a hemorrhage which resulted in heart failure, causing death within a few hours.

Senator Patton was born in Curwensville, Pa., October twentieth, 1852, and was educated in the common schools of his native city; at Dickinson seminary and the military academies of Chester and Phillips at Andover, Mass. He started in life for himself when nineteen years of age and went to Iowa, where he engaged in farming and the nursery business.

He returned to his native town in 1877 and accepted a position in the local bank. Later he rose to the position of president of this institution, which position he filled at the time of his death.

Senator Patton was identified with the development of coal, lumber and railroads in the western part of Pennsylvania for a number of years, his principal associate in these various enterprises having been Senator James Kerr. They organized their first company in about 1893, which was known as the Chest Creek Land & Improvement Co., from which grew the town of Patton, and which resulted in the extension of the Beech Creek railroad into that coal producing region. Many million tons of coal have been shipped from the territory which was opened up by this new corporation.

Was Interested in Many Different Enterprises.

It would be almost impossible to enumerate here the various institutions, corporations and enterprises of the county, state and nation in which Senator Patton was interested. He was treasurer of the Beech Creek Coal & Coke Co., one of the largest producing companies in the Clearfield region, and was also director of the Pennsylvania Coal & Coke Co., which is the second largest bituminous coal producing company in the state of Pennsylvania. For a number of years he was also one of the leading railroad contractors of the state and through this business became interested in railroad corporations quite extensively.

As a neighbor and as a citizen Senator Patton was held in high esteem. He made many friends and he retained them. He possessed the qualities which made him respected and honored by men in all walks of life. Without a single exception he stood as the foremost man of the county and his death is greatly regretted, not only in Curwensville and Clearfield, where he was a familiar figure, but throughout the county and state.

The surviving members of the family include a widow, two sons, Joseph and Alexander E. Patton Jr., and a daughter, Miss Edith Patton.

Out of respect to the memory of Senator Patton the Beech Creek Coal & Coke Co. closed all its mines and offices today (Saturday) to permit those who desired to attend the funeral, which was held at one o'clock this afternoon at the home in Curwensville. The honorary pallbearers were colleagues of Senator Patton in the senate of Pennsylvania. Had he lived it is believed that he undoubtedly would have been the next governor of the state of Pennsylvania.

The Chicago Coal Trade Bowling League has arranged to hold its contests the coming winter in the private alleys at Mussey's on Madison street. These are the best quarters ever taken by the league, and it is believed they will add materially to the interest taken in bowling. The first games of the season will be bowled in October.

The Baltimore & Ohio railroad has placed an order with a Butler (Pa.) company for the construction and equipment of 1,000 drop end gondola freight cars to be used in connection with the coal trade. The order was placed after considerable competition and requires that the cars should be ready for service the present year.

Coal shippers in Buffalo and western New York are said to be complaining at the policy of retrenchment adopted by some of the leading eastern coal roads such as the Pennsylvania. It is said that cars are frequently sidetracked owing to a lack of motive power and that long delays thereby follow in the movement of coal to destination.

Coal has been discovered on a farm near Berwick, Pa., and as a result land values there are several times what they were a few weeks ago. It is claimed the coal was found in a four-foot vein and that it lies close to the surface, so that development will be comparatively easy.

A fire has broken out in the Avondale colliery of the Delaware, Lackawanna & Western near Wilkesbarre, Pa., and the mine has been obliged to close down. It is feared that the fire has broken through from the Jersey colliery adjoining where it has been raging for years and if this is the case it will be extremely difficult to save the Avondale property.

Eastern General and Personal Notes.

A contract to supply the New York city postoffice with about 7,000 tons of Pocahontas coal during the balance of the year has been awarded to Curtis & Blaisdell at \$3.19 per ton, delivered in the building.

The Susquehanna Coal Co., of Philadelphia, Pa., issued orders last week that its Lytle, Pine Hill and William Penn collieries in the lower anthracite region be closed down for a week, commencing September fifth.

W. H. Kid, who recently entered the transportation business at room 113, No. 1 Broadway, New York, has removed his offices to suite 111, the same building, where better facilities were available to transact his increased business.

George W. Moon, who is identified with the New York coal trade, returned from a trip to Pittston and Scranton, Pa., on Tuesday of this week. He also paid a short visit to his family, who are spending the summer in Pennsylvania.

Carroll D. Wright, who has been prominently before the anthracite trade since the strike, by his appointment as umpire of the Conciliation Board, will resign as United States Commissioner of Labor at the end of the year and devote his attention to Clark college.

The proposed extension of the Binghamton & Southern railway from Williamsport, Pa., to Binghamton, N. Y., to connect with the Delaware & Hudson is assured. The actual work of construction will be commenced within a few weeks at the southern end of the line.

J. E. Davis, general manager of sales of the Davis Coal & Coke Co., returned from abroad a week ago, after spending three months with a touring party in Europe. Mr. Davis was greatly benefited by the trip and returns well equipped to again take up the duties of his office.

Marshall E. Johns, of Wilkesbarre, Pa., for many years with the Wilkesbarre & Eastern railroad as trainmaster, has been appointed superintendent of the New York, Susquehanna & Western and Wilkesbarre & Eastern railroads. He assumed his new duties last week with headquarters at Jersey City.

THE BLACK DIAMOND recently, in making reference to the candidacy of Eckley B. Coxe, of Coxe Bros. & Co., Inc., stated that he would probably be nominated on the democratic ticket from a district in New York city. This was incorrect, inasmuch as Mr. Coxe lives at Drifton, Pa., and if he becomes a candidate it will be from Luzerne county for the legislature of that state.

The Andersen Coal Mining Co., of Boston, Mass., operating mines at Van Ormer, Pa., has opened offices on the fifth floor of No. 1 Broadway, New York city, for the purpose of handling its product in this market and to take care of the shipments to the east, where a considerable business has been developed for it. C. R. Ellicott, resident manager at the mines, is also in charge of the New York office and will make his headquarters here in the future.

H. G. Ely, New York and eastern agent for Coxe Bros. & Co., Inc., denies the report which appeared in some of the New York newspapers recently to the effect that this company had contracted at New York for 100,000 tons of soft coal with the Pittsburgh Coal Co. at a reduced price. He says the company never has had any negotiations as to this matter; never wrote a letter or received one, and is not in the market for any coal of the bituminous variety.

Frank A. Taylor, of the Davis Coal & Coke Co., Philadelphia, Pa., in studying conditions pertaining to the eastern coal market, visited West Virginia last week. He reports greater activity along the line of the West Virginia Central railroad than in some of the other parts of the state. It is said, however, that this is due somewhat to his having closed considerable tonnage for his house during the past three weeks, which must originate in that section of the state.

W. E. Street, for many years secretary and treasurer of the Pennsylvania Coal Co., who last November met with a very serious accident nearly costing his life, confining him to his home at Darien, Conn., for six months, was in New York the early part of the week calling upon his friends and former associates in the trade. He is looking remarkably well, considering his illness and age, and says he is taking life easy now and is not devoting himself to any business at present.

David Duncan, head of David Duncan & Son, New York city, returned last week, accompanied by his family, from a three weeks' trip to the St. Louis exposition, stopping over at Chicago and Niagara Falls on his way home. Mr. Duncan expressed himself as delighted with the fair and says that the exhibits exceed anything heretofore attempted in this line. He was particularly impressed with the magnitude and completeness of the exposition, comprising practically everything of interest to the human race on earth.

New rumors are again afloat concerning the recently much talked of Tidewater railway. Reports from Richmond, Va., state that the road is virtually assured and that George Gould, Henry G. Davis and Stephen B. Elkins are financing the scheme with a view to giving the Wabash system an outlet for its coal product and coastwise traffic via Newport News or Norfolk. The southern branch, which it is proposed to build to Charleston or Savannah, it is understood, will furnish an outlet for exports of coal, lumber and other products to South American and Pacific Coast ports.

George A. McIlroy, general manager of Parrish, Phillips & Co., New York, returned on Monday last from one of his weekly recreation trips to his camp in the Adirondack mountains, where his family is residing this

summer. He takes great delight in spending his vacation in the solitude of the woods and enjoys the sports that its streams and forests afford. Mr. McIlroy, from point of service, is one of the older men in the New York coal trade, though still young in years, having entered the business in his youth some twenty-five years ago. He steadily advanced in the trade by his ability and forethought, which gives him a prominent place among the abler men having a large knowledge and experience in this industry.

The Berwind-White Coal Mining Co., of No. 1 Broadway, New York city, is now fully settled in its enlarged quarters. A number of changes have been made in taking in the offices of the Atlantic Transport Co., and the whole suite has been entirely redecorated. The working staff now occupies the rooms facing Broadway, while the executive departments cover the entire Battery Park side. The offices of the gas department, of which A. C. M. Azoy is general sales agent and manager, and the International Coal Co., in charge of M. Suarez, which were formerly on the ninth floor of the building, have been removed to the first floor, adjoining the general offices of the company. The general offices of the company, which now occupy the entire office space on this floor, have been splendidly equipped and arranged with a view to affording every facility in the handling of the company's large tonnage, which is steadily increasing.

Word was received last week by Charles E. Coxe, of Philadelphia, that his father, the Hon. Henry Brinton Coxe, a member of Coxe Bros. & Co., Inc., coal operators at Drifton, Pa., died suddenly on Wednesday, August twenty-fourth, in Brussels, Belgium, of rheumatism of the heart. He had traveled abroad since spring, accompanied by his wife and Dr. Jesse Hall Allen, and was in moderately good health. Members of his family here had no intimation of his critical condition until the sad news of his death was received. Mr. Coxe was a member of the well known Philadelphia family of that name, which has been identified with the anthracite mining business of Pennsylvania for several generations. He has lived in Philadelphia for about twelve years, prior to which time he resided in New York city. He was a member of the Philadelphia Club for several years and spent his summers at the various summer spas abroad.

F. W. Wilshire, manager of the Philadelphia offices of the Consolidation, Fairmont and Somerset coal companies, chartered the tug James A. Huber, on Tuesday of this week and tendered a tug boat party by special invitation to their friends, THE BLACK DIAMOND included, to inspect the new American built 33,000 ton steamship Minnesota, of the Great Northern Steamship Co., which is now at Philadelphia for public inspection and will take part of her cargo in coal at that port. This steamer is the largest vessel ever turned out in an American shipyard and has the largest cargo capacity of any ship in the world. It is needless to say that her inspection by the party was of intense interest and greatly appreciated. Her cargo capacity however, is not the only point of interest, the Minnesota being the pioneer vessel of a fleet of monster ships with which it is expected will build up and maintain trade on the Pacific ocean. The operation of this steamship, which will carry the product of James J. Hill's railroads to the occident, may also demonstrate the possibility of building other American ships which can compete with foreign vessels.

In order to regulate the prices at retail in New York city, in conformity with the wholesale figures on anthracite, which are now on the winter basis, an advance of ten cents per ton on the domestic sizes was made effective from September first. This makes the price on sidewalk \$6.25 per ton, which is likely to be maintained during the winter unless the cost of cartage interferes through snow and ice as it did last year, when an advance will be made to offset this extra expense. The advance of ten cents affects only the domestic and smaller consuming trade, the larger steam trade prices remaining the same as last quoted. Those included in the advance on the prepared coals are Class No. 1, comprising the family trade, boarding houses, stores, saloons, barber shops, boarding and livery stables, and Class No. 2, which includes apartment houses, churches, missions, schools, libraries, small theaters, small clubs, small hotels, lodging houses, laundries, restaurants, bakeries and "sweat shops," which will be obliged to pay \$6.25. Class No. 3, comprising grocers and coal sellers, trade buying to sell again, has been advanced from \$5.90@ \$6.00. Class No. 4, which takes in all the larger steam trade, is now \$6.00, except for broken coal, which is \$5.75.

The decision of Judge William J. Dickey, in special term, Brooklyn, on Saturday last, that a strict enforcement of the anti-smoke ordinance would close every factory in the city, is likely to have a widespread effect upon the question of smoke ordinances. The decision was handed down in a proceeding to release Mr. Fallon, proprietor of a planing mill at Manhattan avenue, from the custody of the sheriff. Fallon had been arrested on the complaint of the board of health. It was not alleged that the smoke from the factory chimney was injurious to health or a nuisance. Mr. Fallon alleges persecution for political reasons. "That part of the sanitary code of the city of New York," Judge Dickey said, "which forbids any owner, lessee, tenant, occupant, superintendent, manager, foreman or any other person where business is done in the city of New York to cause, suffer or allow smoke to escape from any such building and makes it a crime so to do is unreasonable, in restraint of trade and against public policy and void. The mere permitting of harmless smoke to come out of a chimney can not be made a crime. Such an ordinance as this, if literally and strictly enforced, would close every manufacturing establishment in the city. Of course, it is well within the power of the board of health to prevent the use of soft coal or the burning of any noxious thing creating a nuisance or interfering with the health of the public, but this is no such ordinance. The defendant must be discharged, as the information charges no crime."

Department for the Retail Coal Merchant.

The "price war" which has raged more or less actively at Belvidere, Ill., among the retail coal dealers of that city for something like two months is now a matter of past history. Toward the latter part of August some of the dealers got tired of the losing proposition that was under way and a meeting was held at which it was decided to restore prices to a normal basis and conduct business as it should be conducted in the future. As a consequence the price of anthracite, which has been the cause of the cutting of prices, has been raised to \$9.00 a ton delivered to

Coal Price War at Belvidere Has Been Brought to a Conclusion.

householders. It is probable that peace will endure for some time among the coal men of that city, as those who were inclined to cut prices have been brought to a realizing sense of what the ultimate consequences would



Attention was recently directed in this column to the formal organization of the Western Ontario Retail Coal Association, which it is intended shall include all the retail dealers in the western part of the Province of Ontario, Canada. The new organization starts out with a good membership which is rapidly being increased and which promises to make it a power among the merchants of the Dominion. Particular emphasis can be placed upon the fact that the new association is well officered and that men are at the head of it, who not only are successful retailers of coal,

Officers of the Western Ontario Retail Coal Association.

but who have had experience in connection with similar organizations of business men with which they have heretofore been identified.



J. C. HAY, PRESIDENT
WESTERN ONTARIO COAL ASSOCIATION.

J. C. Hay, the president of the new association, has been in the retail coal business at Listowell, Ontario, for the past five years. He first became identified with organization work among retail coal dealers when he attended the annual convention of the National Council of State and Interstate Associations, held in Chicago, three years ago, as a delegate from Ontario. Mr. Hay has other extensive interests and in addition to being identified with the retail coal trade is president of the Listowell Electric & Gas Light Co.

William Heaman, of London, Ontario, vice-president of the association, has been in the retail coal business in London, Ontario, for over twenty years and had met with wide success in this branch of the trade. He was president of the London Coal Exchange for two years, and a member of the executive committee of that body for fifteen years. He is thoroughly in touch with the needs and requirements of the retailer in coal and is equipped for the position which he holds and for good earnest work in promoting the organization.

W. A. Martin, secretary-treasurer of the new organization, has been identified with J. M. Daly, a leading coal dealer of London, Ontario, for the past twelve years. Mr. Martin has held similar positions with other organizations and has won great success in this department of association work. He has been secretary of the Coal Exchange of London for the past eight years and has also been secretary of the Western District Coal Association

for the past four years. Both positions have required tact, executive ability and hard work, and he has furnished these necessary qualifications, so



WILLIAM HEAMAN, VICE-PRESIDENT
WESTERN ONTARIO COAL ASSOCIATION.

that he was selected unanimously to fill the position which he now holds in the new organization. Mr. Martin has contributed his services to the



W. A. MARTIN, SECRETARY-TREASURER
WESTERN ONTARIO COAL ASSOCIATION.

various bodies with which he has been identified without expectation of reward and has never received a salary.

How to Advertise the Retail Coal Business Properly.

This department will be conducted for the benefit of retail coal dealers who believe in advertising. Criticisms will be published from time to time of advertisements obtained from various sources. Dealers who care to have attention given to their advertisements in this way are requested to send in a copy of those which they are publishing in their local paper.

No flippancy will be permitted in the discussion of the merits and demerits of the advertising under consideration. The intention rather will be to suggest changes in advertisements with a view to enabling the man who purchases advertising space to secure as much as possible for his money.

There is good advertising and there is bad advertising.

Good advertising is the kind that wins new customers for a merchant and pays him a profit.

Bad advertising is the kind which costs the merchant money and returns him little or no business.

The difference between these two is not often so much the fault of the medium in which they are published as it is the lack of knowledge and ability on the part of the advertiser to use his space to the best advantage.

It will be my purpose through kindly criticism and by suggestion to point out how advertising can be changed from bad to good; how it can be made worth while instead of being a drain upon the purse and the time of the retail coal dealer.

Poor Advertisement Better Than None at All.

Let me say first that I believe in advertising. Poor advertising is better than none at all. Good advertising is better than poor advertising and the man who can use printer's ink judiciously is the one who will win success, while his competitors are complaining of poor business and the depression in trade.

I have before me three advertisements this week. Two of them were

**Coal
AND
Coke**

**WHITE RIVER
FUEL CO.**

**S. West St. and Vandalla R. R.,
INDIANAPOLIS, IND.**

New Phone 1700. Old Phone 1700 Main

inserted by coal dealers at Danville, Ill., in the local daily newspaper at that point, and the third appeared in an Indianapolis daily newspaper.

All of these advertisements are well displayed from a printer's standpoint.

The compositor has made the best use of the means at his command and has done his work well. No criticism can attach to him, although it is a fact which I wish to emphasize that a good advertisement poorly set up in type and poorly printed will lose part of its effectiveness. In this instance the printer is not to blame.

From a typographical standpoint the advertisement of the White River Fuel Co. is the best. From the standpoint of its effectiveness as a business getter it is the poorest.

One point should always be borne in mind by the advertising writer: To anticipate what his customer who calls at the office is likely to say to him and to reply in such a manner as to secure a sale of coal. In other words the retailer should say in his advertisement what he would say to a customer face to face, perhaps more tersely and pointedly in the advertisement than in conversation.

All this advertisement contains is "Coal and Coke," and the address of the company offering it for sale. There is no reference to the coal and coke, whether it is good, bad or indifferent. The reader might arrive at the conclusion, if he cared to, that it was very poor. There is no argument why the reader should buy his coal and coke from the White River Fuel Co. The advertisement is a poor one. It is better than none at all, but that is all that can be said of it.

The next advertisement to be considered is that of W. H. Jenkins, Danville, Ill. Mr. Jenkins probably takes it for granted that everyone knows his business is located in Danville, from the fact that his advertisement is printed in a Danville newspaper. However, it does not necessarily follow that this is true. He might be located in some suburb of

that city and still advertise in the same paper. Here is a point to remember: Always put the name of the city or town in which your business is located in the advertisement. Why, do you ask? For the very good reason that an advertisement is largely inserted to reach those who do not know you or your business methods.

You do not care to reach those who are already customers, but prefer to reach those who may become customers. A man ought always to advertise the location of his business, so that such readers of the paper will be able to locate him easily and will not be obliged to make inquiries to find him. The address at the bottom partially covers the latter point,

COAL

**Lehigh Valley Hard Coal
and Grape Creek Soft**

W. H. JENKINS

TEL. 1694.

**Leave orders at Tengen The
Hatter's, 21 W. Main street.**

but only so far as those are concerned who are acquainted in Danville and know the location of "Tengen, the Hatter's."

This advertisement is some better than the first one criticised. It calls attention to two coals which Mr. Jenkins handles. These are Lehigh Valley anthracite and Grape Creek bituminous.

Changes Suggested in the Second Advertisement.

The expression under coal is not to my liking because it is not euphonious. If I were writing an advertisement with the same matter I should change it to read: "Lehigh Valley Anthracite and Grape Creek Soft Coal." I would go still further. I would change it so that it was somewhat more expressive: "Lehigh Valley Anthracite and Grape Creek Soft Coal are Two Winners. The householder should investigate their merits before purchasing his winter's supply of coal."

I think this would be more effective as showing why they were being advertised, but it is about all the space which the advertisement occupies will permit. Still another plan would be to advertise Lehigh Valley anthracite one week or day, and change the advertisement to exploit the merits of Grape Creek the next day.

Of the three advertisements, that of Carter Bros., Danville, is the best from the standpoint of actual merit. It is well displayed, it says something and invites attention. Here I would make the suggestion that

COAL

At the Mine or Delivered

CARTER BROS.

**Have 5,000 tons of coal to sell
at mine ½ mile west of Galloz's
store, South Danville. Good
coal on dumps at all times. Coal
delivered in city on short
notice. Special rates on 100-
bushel lots or more during
August and September for cash.**

PHONE 1063.

inasmuch as the coal dump is located at South Danville, this address should be repeated at the bottom of the advertisement following the phone number. I make this suggestion for the same reason I did in connection with the advertisement of Mr. Jenkins, in order to avoid confusion as to the location of the point of business.

In this instance it is especially advisable as the advertisement appears in a Danville paper, while the coal dump is at South Danville, and some consumers not thoroughly posted would, perhaps, be unable to find it. It is well, too, to impress it on the mind the last thing in the advertisement.

The opening is good to the advertisement, also because it says some-

thing: "Coal at the mine or delivered." I believe my readers can see where that is stronger than the mere word "Coal," because the latter does not signify whether it will be delivered or not, or how it is to be bought.

For all the information that the latter contains the coal might be located in Madagascar.

I do not think the remainder of the advertisement can be improved upon very much. Read it through and see if it does not excite your interest, Mr. Coalman. If it does then it is a good advertisement, because its effect on the consumer would be greater than it would be upon you. The consumer is in a fairly receptive mood to buy coal and is looking for bargains. If he has a little spare cash he may decide that August or September are as good months as any in which to place his

orders, and Carter Bros. will reap the benefit in increased sales at a time when they are anxious to dispose of the coal they produce or have on hand.

Of the three advertisements this is the only one which is up to modern standards. I would like to know, and I believe the results will bear me out in saying whether this advertisement paid for itself and a profit to the advertiser. In the other two instances the most that can be hoped for is indirect returns which are discouraging because they are not always apparent.

The main thing in retail advertising of any kind is to say something. I base my opinion on this advertisement as being the best because it does say something which may attract new business.

In The Field of The Retail Dealer.

Written for The Black Diamond.

I notice that some of the eastern retailers are preparing to wage an active campaign against the short weight evil.

In Albany, N. Y., coal merchants have formed the Albany Coal Merchants' Association for this purpose. In several other cities similar plans are under way through organized effort.

It is almost impossible for a dealer to fight the short weight evil alone. He should associate with him in his efforts every other honest merchant in his community.

If he does this he will be more surely certain of success.

A merchant who attempts to fight one or two other dealers who have regularly given short weight, will find that he will be regarded as a reformer; that the force of his efforts will be largely lost.

By speaking of the short weight evil I refer to the practice of some dealers of giving anywhere from 1,500 to 1,800 pounds of coal for a ton.

These dealers are the ones who make cut prices and do a fairly large business because of the fact that they apparently sell coal lower to consumers than the legitimate merchants. In reality through failing to give full weight, they get a higher price for their product.

There is no honest merchant but what realizes that such competition is the worst that he can contend with. He is handicapped in making prices and the consumer who fails to appreciate that he is being defrauded in weight will patronize frequently the man who names the lowest prices, not taking into consideration that there is any loss.

Organize to Cope with Short Weight Evil

To overcome this short weight evil, the first step should be to form an organization of all honest coal merchants.

Call a meeting in your office, Mr. Dealer, and invite every other coal merchant whom you think is reputable and perhaps those who are addicted to giving short weight.

I say include the latter, for the reason that if they realize that an organized effort is going to be made to bring them to time, they may reform their methods then and there. If they do reform you most likely will be able to count upon their very hearty support.

They know of the efforts you are making and they can give you pointers in dealing with those who habitually do this thing.

Extend them an invitation to be present anyway. If they come to the meeting you can probably reform them. If they do not come, you will know beyond any reasonable doubt that they are the men whom the association will have to fight. This will line up on one side those who are honest, and on the other—those who remain away from the meeting can almost all be classed as dishonest.

Perhaps, when you hold this meeting you will find that merchants present are opposed to an organization that has anything to do with prices or an attempt to regulate them in any way.

If this proves to be the case, carefully eliminate any consideration of any other matter outside of that of short weights. The question of prices can very well be taken up after a certain amount of educational work has been done, if they are vital to the retail merchandising of coal.

I think the best way to form this organization is to proceed to adopt a constitution advocating proper methods in the conduct of business and providing for fines in the by-laws for any member who is found guilty of giving short weight.

The next step is to secure the passage of an ordinance by the city or town, making it a misdemeanor punishable by fine or imprisonment if any merchant is discovered giving short weight.

In every city council there is some member who will be anxious to introduce an ordinance of this kind, if it is found that public sentiment supports it. It is unnecessary to say that public sentiment supports any legislative measure which prevents the defrauding of consumers.

Secure Cooperation of the City Authorities

After the ordinance has been passed, or if it is already on the statute books, the next step is to secure the support of the city authorities in its enforcement.

The mayor or chief of police should be made to take an interest in the enforcement of such measures and it may require a conference with them in which the association should be thoroughly represented by as large a number of honest coal men as possible.

It would not be out of the way if the full membership should attend such a conference and have a heart to heart talk with the public official whose duty it is to enforce such laws.

At this meeting coal men should take the matter up in the spirit of fairness; they should listen to any objections the official may have to the en-

forcement of the law and carefully endeavor to combat them. The entire purpose of such a conference must necessarily be to create a feeling of good fellowship as well as to insist that the law shall be enforced. There should be no threats of any kind, such as that the coal men will enter politics or that they will take legal action to force public officials to do their duty.

After the city officials have been interviewed it would not be a bad idea to call upon the local police judge in private, and lay before him some of the facts and some of the evils pertaining to short weight coal. Ordinarily a police judge who does not understand the situation may be somewhat lenient with the offender who delivers a ton of coal short 100 or 150 pounds, but if he understands that this is a regular thing with some illegitimate dealers, he will be more likely to impose the maximum fine, depending upon the circumstances attending the case.

Of course no hint should be thrown out at such an interview, that the coal men are endeavoring to force the judiciary to take such action. An unguarded statement of this kind would do more harm than good, because as a rule a local judge is quite careful of his dignity and resents anything that would reflect upon his honor.

Such information as is laid before the judge should be for the purpose of informing him and for none other. There should be no hint, unless he makes the first advance, as to what action the coal men would like to have him take, because if there is, it may most seriously prejudice him.

Coal Men Should Cooperate with Public Officials

After the proper officials have consented to eliminate the short weight evil as much as lies within their power, the members of the association should cooperate with them to the fullest extent possible. If they obtain information that a certain man is regularly giving less than a ton of coal for a full ton, and have any evidence of a positive character along these lines, they should lay it before the proper police officials so that the latter can take up the matter.

I find that a great many coal dealers give short weight coal without any intention of doing so.

They are honest, but it is a difficult matter to always keep wagon scales exactly correct. A little coal dust or fine coal between the platform of the scale and the frame may prevent the coal from weighing accurately. This may result either in short weight being given or it may result in less than a ton in weight being given.

To prevent this the retail coal merchant should use every precaution.

A very good plan, if there is a city scale in the town or city, is to weigh a load of coal on your own scale first, then reweigh it on the city scale, seeing how the two weights agree. This should be done as often as once a week.

If there is no city scale you can safeguard against giving shortweight or overweight by weighing a load of coal on your own scale and then reweighing it on the scales of two or three other honest dealers and comparing the results to see how they coincide with the others.

More customers are lost to honest dealers through the manipulation of scalawags who give short weight, than through any other cause. It is due to every honest man to protect himself in this respect.

If there are laws to protect the public along the lines I have suggested, there are also laws that will protect the honest dealer. No honest man is transgressing over his moral and legal right when he takes advantage of such laws to protect himself.

THE YARD MANAGER.



At a recent meeting of the Northwestern Lumbermen's Association of Iowa, held at Sioux City, Iowa, M. A. Moore, who is a prominent coal and lumber dealer at Le Mars, Iowa, in an address called attention to the fact

M. A. Moore Says There Is Less Trouble With Short Weight Coal.

that there had been an improvement in short weight coal in that territory. Mr. Moore is reported to have said: "Personally I know I am having less trouble relative to short weights than I have ever had and I lay it to the action of the railroad companies. Why, at different times I have actually unloaded more coal than I ordered shipped. I am of the opinion that it is not the fault of the railroads so much as it is the fault of the men at the mines. They simply take the capacity of the car without weighing the coal. They fill the car brim full of coal and take it for granted the car will weigh out according to the capacity indicated on the car. This can not be the fault of the railroad companies. It would probably be better for us if there were scales at every town, but as long as there is a change for the better I see no reason for insisting that scales shall be installed."

Western Retail Notes.

The Cerro Gordo Grain & Coal Co., of Cerro Gordo, Ill., has increased its capital stock from \$10,000 to \$15,000.

Retail dealers in bituminous lump coal at Bloomington, Ill., have reduced the price from \$3.50 per ton to \$3.00 per ton.

O. P. Hegstad has been awarded the contract to supply Hocking lump coal to the schools of Slayton, Minn., at \$6.26 per ton.

Anthracite has been advanced at retail at Elgin, Ill., to \$8.50 per ton, while Pocahontas lump coal was recently advanced in that city to \$4.25 per ton.

The Dower Lumber Co. is building a new coal shed at Perham, Minn., and expects to be in readiness to do business in fuel about the middle of September.

A. S. Friedman, of Iowa Falls, Iowa, has leased land at Ackley, Iowa, and is preparing to open a new coal yard in that city. He will operate both yards.

The board of education of Sleepy Eye, Minn., has awarded the contract to supply coal during the coming year to the Sleepy Eye Milling Co., at \$5.90 per ton.

Frank Brown has erected a new retail coal and wood office at Huron, S. D., into which he moved about September first. He will have a city scale placed in front of the office.

During the recent tornado in St. Paul the home of Robert Loux, a coal dealer, was damaged to the extent of \$600. The roof was taken off and the windows were blown out.

John Southern, who was injured in the yards of the Leetonia Coal Co. at Lisbon, Ohio, recently sued the company for damages, alleging that he was injured to the extent of \$15,000.

The Milwaukee Coal Co. has been incorporated at Milwaukee, Wis., with an authorized capital of \$25,000. The incorporators are Percy Branan, Edgar L. Wood, and Lucian R. Worden.

Prices were cut on bituminous coal at Rockwell City, Iowa, recently as a result of over-stocking, and a large number of consumers, it is claimed, took advantage of the situation to lay in stocks.

The Citizens' Lumber Co. has been awarded the contract to supply northern Illinois coal to the public schools of Oelwein, Iowa, during the coming year, its bid being the lowest of any submitted.

E. F. Kidder has been awarded the contract to supply Wilmington coal to the board of education of Harmony, Minn., the coming year at \$4.00 per ton, delivered in the basement of the school house.

Anthracite coal is selling at Wesley, Iowa, for \$9.75 per ton and the consumers of that city are congratulating themselves on the fact that the price is considerably less than it was two years ago at this time.

J. L. Benner, who owns a retail coal yard on Second street at Newark, Ohio, is opening a new coal yard, building an office and installing scales near the Panhandle freight depot. He will operate both retail yards.

Dealers at Superior, Wis., report that the retail sales of coal this summer have been smaller than in a long time. It is also reported that the demand for wood for fuel purposes at that point has been very small.

The city council of Chinook, Mont., is advertising for bids to be opened September eighth to supply 150 tons of bituminous coal for the use of the waterworks pumping station, at which point the coal is to be delivered.

The Laning Harris Coal & Grain Co., of Kansas City, Mo., has filed a statement showing that it has increased its capital stock from \$80,000 to \$200,000. The assets are given as \$113,406.35, while the liabilities are placed at \$80,000.

The Consumers' Ice & Coal Co., of Pine, Ark., has purchased a tract of land in that city and is preparing to open a retail coal yard. The new yard will be located on West Third street, and residences will be torn down to make room for it.

Keefer & Bailey, retail coal merchants at Huntington, Ind., are having large coal storage sheds erected in that city at First street and the Wabash tracks. The sheds will be two blocks from the office of the company and will be substantially built.

Bonner & Price have been awarded the contract to supply wood to the public schools of Missoula, Mont., during the coming year at \$3.95 per cord. J. H. Vickery has been awarded the contract to supply 250 tons of Red Lodge coal at \$5.50 per ton.

The Hayden Lumber Co. has commenced the erection of a large coal storage house on the south side of the railroad track. The building will have stone and brick abutments, will contain three bins and will be in readiness for use about the middle of September.

A. G. Blair & Co. are likely to secure the contract to supply 5,500 tons of Pittsburg No. 8 coal for the city waterworks and other city departments of Toledo, Ohio, the coming year. The bid of the company was \$1.88 per ton to be delivered at the waterworks pumping station.

Some of the retail coal companies at Cincinnati, Ohio, have delivered all of the lump New River and Pocahontas coal in stock and owing to the scarcity at the mines are unable to secure a further supply, as a consequence of which they have refused to take further orders for this class of coal.

A determined effort is being made in Denver, Colo., to secure the passage of an ordinance which will make it a serious offense to give short

weight in coal or any other commodity. One of the supervisors has promised to father the measure and it is believed there will be very little objection to its passage.

Suit has been brought by William V. Selly, a member of the Des Moines Coal & Hay Co., of Des Moines, Iowa, against S. A. Montes, another member of the firm, for \$1,000 which it is alleged is due the plaintiff for bills paid on account of Montes. Selly has also asked for a dissolution of the partnership existing between them on the ground that he has paid large amounts to Montes' creditors and the latter has not attempted to meet the indebtedness.

Dealers at Goshen, Ind., made effective an advance of twenty-five cents a ton in the retail price of anthracite on September first. One of the local papers advises its readers to buy coal as needed and not to lay in a supply, complaining that no difficulty will be experienced in getting all the coal that is wanted and prices will be no higher during the winter. It is safe to say that if this is done there will be some lamentable wails coming from the region of Goshen before the winter is over and when the car supply is short and transportation conditions are bad.



Eastern Retail Notes.

John Eagan has purchased a half interest in the retail coal and ice business of Wade Jones at Sharon, Pa., and the firm will hereafter be known as Jones & Eagan.

Half of the chute of the retail yard of the Pittsburg Coal Co. at Erie, Pa., located at the foot of Cascade street, was recently damaged to such an extent by the storm it will cause a loss of \$2,200.

A movement is said to be on foot among the manufacturers of York, Pa., to form a stock company for the purpose of purchasing the supply of fuel needed in the operation of these plants at cost.

Francis Conklin, of E. & F. Conklin, dealers in coal and bluestone at Brooklyn, N. Y., recently died at his home in that city. He was born in 1841 in Ulster county, and had been in business in Brooklyn for the past forty-four years.

Coal dealers from Troy and Albany, N. Y., recently visited Glen Falls, N. Y., for the purpose of inspecting the new electric coal handling plant installed in that city which has a capacity of unloading forty tons of coal in thirty-six minutes.

Mayor Nowrey, of Camden, N. J., has refused to ratify the contract with W. F. Moody & Son of that city, to supply 5,000 tons of coal at \$2.80 per ton, claiming that Hite & Rafetto had offered to supply the same coal at \$2.75 per ton.

W. H. Winnett, William Chantler and William Hiaman, retail coal dealers of London, Canada, were recently in Scranton, Pa., inspecting the anthracite collieries for the purpose of learning how coal was mined and prepared for market. It is claimed that all three men have been in the coal business for the past twenty years, but never inspected a coal mine before.

Jerome J. Patterson, of Batavia, N. Y., has acquired an interest in C. B. Kinnie & Co., of North Tonawanda, and the new firm has acquired the coaling docks at the latter point and will operate them in the future. The company will operate under the name of the Tonawanda Fueling Co.; will sell coal and coke to dealers and will also supply fuel to lake vessels and tugs.

Four empty coal cars used on the coal trestle of Harrison Gilmore & Sons, at Utica, N. Y., recently broke away and did considerable damage. Two of them were thrown from the track by a derauling switch, but the other two made a mad rush for the thoroughfare, ripping up the pavement and seriously injuring a horse in addition to doing a small amount of other damage.

The Coal Merchants' Association, of Albany, N. Y., has had considerable difficulty on account of unscrupulous dealers selling short weight coal in the past and even as late as the summer which just closed. It has been determined to put a stop to the practice and the association recently held a conference with the mayor of Albany for the purpose of eliciting his support in seeing that the short weight ordinance was enforced.

Fire which originated in the wood sawing plant of the Mason Coal Co. at Waterbury, Conn., recently assumed such proportions that for a time it was believed a large part of the city was doomed. The interior of the wood sawing plant was coated with a fine dust which ignited very rapidly and caused a fire in all parts of the plant at once. The total loss by the fire was \$25,000, of which a large portion falls on the Mason Coal Co.

B. M. Watts, a leading coal dealer of Baltimore, Md., in a recent interview concerning coal conditions at that point said: "There is a fair supply of coal on hand in the city to meet any immediate demands; other shipments are now on the way and there will be no difficulty so far as I can see to get more coal if the call for more is made. I do not think there is any likelihood of a further advance this year." The price of anthracite was advanced twenty-five cents a ton in Baltimore on September first, bringing it up to the winter schedule.

J. Edward Winne, a local coal dealer at Albany, N. Y., in a recent interview said of the coal situation in that city: "The dealers do not anticipate any increase in price and there is nothing to warrant it. The prices now prevailing are about the same as they were a year ago. The output has been large and the trade is well supplied. Conditions are satisfactory for the present price of \$6.50 a ton remaining stationary all winter. Still it will not do a person any harm to purchase his coal early, as there is no telling what may happen. There is one thing certain and that is that the price will not be any lower than it is now."

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The A. F. John Coal Co. has been incorporated at Somerset, Pa., with an authorized capital of \$5,000.

The Brier Hill Coal & Coke Co., Uniontown, Pa., has let the contract for a large electric plant to supply power and light to its coke plant near that city.

The James Byrne Coal Co. has been organized to develop a small tract of coal near New Salem, Fayette county, Pa. A railroad siding is being put in and a tippie will shortly be erected.

The Thatcher Coal & Coke Co. has been incorporated at Newark, N. J., with an authorized capital of \$100,000. The incorporators are Samuel P. Langdon, James W. Thatcher and John Thatcher.

The Glendale Coal Co. has been incorporated at Meyersdale, Pa., with an authorized capital of \$30,000. The incorporators are Fred Rowe, J. C. Reed, Joseph Walker, Reed and C. J. Rowe, all of Meyersdale.

The Green River Coal Mining Co. has been incorporated with its principal office at 15 Exchange place, Jersey City, N. J. The capital stock has been placed at \$200,000 and the incorporators are William F. Midlge, Edward J. Jelinck and Frank J. Higgins.

The Anthracite Machine Works Co. has been incorporated at Camden, N. J., with an authorized capital of \$50,000 to manufacture and deal in anthracite colliery machinery. The incorporators are Charles A. Gildemeyer, Philadelphia; Wilbur Woolcock, Pottsville; Walter Richards, Philadelphia; Alexander H. Scott, George Snyder, Minersville, Pa., and Oscar Scott, Riverton.

The Sunny Side Coal Co. has been incorporated at Scranton, Pa., with an authorized capital of \$200,000 to lease the lands owned by the Winton estate and formerly operated by the Winton Coal Co. The old Winton breaker which has been idle for some years will be remodeled and a new modern washery will be erected. M. F. Dolphin, of Scranton, is president of the new company.

General Eastern Coal and Coke Notes.

Improvements are being made at the Kohinoor colliery at Shenandoah, Pa., which will require several weeks for completion.

During the week ending August twentieth, work at the twenty-one collieries of the Lehigh Valley Coal Co. was suspended.

The North Franklin Colliery at Treverton, Pa., has been closed down till further notice and it is believed will not resume operation till after September first.

The Philadelphia & Reading Coal & Iron Co. suspended operation in

all its collieries from September first to eighth, giving the miners a holiday which was welcomed.

The Cascade Coal & Coke Co., of Sykes, Pa., has let the contract for the erection of 320 miners' houses at that point where it is engaged in extensive development work.

The mines of the Mifflin Coal Co. at Duquesne, Pa., have been closed indefinitely owing to the dull market for coal. Several hundred employes have been thrown out of work.

The Altoona Coal & Coke Co. is erecting at Coupon, Pa., a steel tippie to take the place of the one recently destroyed by fire. All the other buildings composing the upper works of the operation will be of brick construction.

The Red Ash Coal Co. has removed the surface from a considerable tract of coal in the vicinity of Oliver's Mills, not far from Wilkesbarre, Pa., exposing the coal, which will be dug without the necessity of machinery.

It is reported that the Erie railroad has the Pittsburg, Shawmut & Northern railroad under option together with eight mining properties owned by the company. The railroad is 131 miles in length and extends from Hyde, Pa., to Hornellsville, N. Y.

The upper works of the Creighton Coal Co., near Tarentum, Pa., was recently destroyed by fire, causing a loss estimated at \$5,000. The fire started in the boiler room and had gained considerable headway before it was discovered. Work at the mines will be interrupted until a new tippie can be built.

The fire in the Summit Hill mines near Pottsville, Pa., owned by the Lehigh Coal & Navigation Co. has been spreading during the past fortnight and it has become necessary to sink new bore holes and use culm and water in flooding the mines. This fire has been in progress for the last half of a century.

It is probable the strike at the No. 1 and No. 2 collieries of the Pennsylvania Coal Co. at Old Forge, Pa., will be ended within a short time. Several conferences have been held between the men and the officers of the company regarding the grievances and it is thought they will be referred to the conciliation board.

The Brighton Colliery at Gilberton, Pa., has been idle for a fortnight due to a slack demand for the small sizes of anthracite. During this period of idleness a force of men was at work redoubling the capacity of the plant with a view to doubling its capacity. John H. Davis of St. Clair, Pa., is one of the large owners interested in the property.

Burke Brothers and Frank Silliman Jr. are testing supposed coal land in the Moosic mountain not far from Scranton, Pa. They have been at work some weeks and have sunk to a depth of 160 feet. The result of their tests has not been announced, but they are sanguine that coal will be found in abundant quantities and that it will be profitable to develop it.

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city, prominently identified with coal and railroad interests, recently visited Indiana, Pa., for the purpose of investigating coal holdings in that field. It is believed that an extension of the New York Central railroad into that territory has been planned which will open new coal territory controlled by the railroad or those interested in it.

An attempt was recently made to damage the tippie of the Big Vein Coal Co. at West Salisbury, Pa., and damage to the amount of \$1,000 was inflicted. Loaded cars of coal are let down to the tippie by means of an incline plane. Someone unfastened several of these loaded cars from the haulage rope and they dashed through the tippie, causing the damage stated. It is believed it was the intention to destroy the tippie.

Culm banks at Lower Rausch creek, near Tremont, Pa., are on fire, and although the Philadelphia & Reading Coal & Iron Co. has a large number of men at work in an effort to extinguish the flames it is believed considerable loss will result. These culm banks are the largest in the anthracite region. They were on fire several years ago and it took a large amount of work and a considerable length of time to extinguish the blaze.

An unusually heavy coal and coke traffic is reported east over the Pennsylvania railroad from Fayette county, Pa. This has resulted in congestion, especially at Youngwood, a junction point, and it became necessary to secure additional locomotives from Pittsburg to relieve the situation. It is reported that while the freight movement westward on the Pennsylvania has fallen off, that east of Pittsburg has shown a substantial increase.

The Keystone Coal Co., which owned the mines operated by the Continental Coal Co. in the Meyersdale region of Pennsylvania, which passed into the hands of a receiver recently, has decided to reopen the properties and will make a number of important improvements, including a tunnel 1,000 feet in length. This tunnel is to tap the old workings in order to drain the mine which filled with water following the troubles which involved the Continental Coal Co.

Improvements have about been completed in the coal storage plant of the Philadelphia & Reading Coal & Iron Co. at Landingville, Pa. Previous to the improvements the capacity of the plant was about 650,000 tons of coal, but this has now been doubled. The tracks leading to the storage plant have been elevated nearly to the top of the mountain and the coal is dumped from the cars and shot down into the immense bins. With the new improvements and with the yards which the company will have at Bridgeport, Mahanoy City, Port Richmond and Abrams Station, the company will now have a storage capacity of about 2,000,000 tons of coal.

Southern Coal and Coke Notes.

New Southern Enterprises.

The J. R. Wright Coal Co. has been incorporated at Austin, Texas, with an authorized capital of \$10,000. The incorporators are J. R. Wright, J. C. McKay and Henry McKay, all of Dallas, Texas.

The Big Square Coal Co. has been organized at Rockdale, Tex., to engage in mining lignite coal in that field. This makes a total of eight firms and incorporations engaged in mining lignite in proximity to Rockdale.

It is reported that the Northern Coal & Coke Co., which owns a large acreage in Kentucky, is preparing to build a branch road up Paint creek to connect with the Chesapeake & Ohio, and will follow this up by developing extensive properties in that field. Paintsville, Ky., will be the center of the operations of this company.

General Southern Coal and Coke Notes.

The strike at the mine of the United States Gas Coal & Coke Co., at Sturgis, Ky., has been settled and 1,200 miners have returned to work.

It is reported that the coal recently discovered at Coalfield, near Tonopah, Nevada, has been given locomotive tests, and has been found to be of good quality for steam use.

The coal mines of Straight Creek, Carter county, Kentucky, have resumed operations, after having been closed down for two months to permit of necessary repairs being made.

The Dayton Coal & Iron Co. is installing electric haulage at its mines in the Coal Creek region of Tennessee. This company will have one of the best mines in that field when the change has been completed.

It is reported that the United States Cast Iron Pipe & Foundry Co. of Bessemer, Ala., is shipping a large quantity of coke to Mexico, which is being utilized for the reduction of silver ore in the Mexican furnaces.

George Brown has been appointed secretary and general manager of the United Gas, Coal & Coke Co. at Paducah, Ky., to succeed the late Mr. Herbert, who was in charge of the business of the company at that point.

The Sloss-Sheffield Coal & Iron Co. recently opened its third mine at Coalburg, Ala., under the "open" shop arrangement. It is claimed the colored miners are returning to work in that district, and that the strike is already broken.

Burglars recently broke into the office of the Fairchild Coal Co., a retail company at Birmingham, Ala., and did a large amount of damage to the furniture in their search for money. They were not able to secure anything of value.

It is reported that 200 miners employed at the operation of the United



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Luhrig Coal Washing
Plant operated in con-
nection with mine.

HURRICANE COAL

Trade Mark.

States Coal Co. at Sturgis, Ky., recently went on strike, alleging that the company was attempting to introduce non-union labor. The mine has been closed temporarily.

The Royal Coal Co. has struck the No. 11 vein of coal at its new operation near Madisonville, Ky., but will sink the shaft to a distance of 280 feet, where it is believed it will reach the No. 9 vein. The latter is ninety feet below the No. 11 vein.

The Water & Light Commission of Austin, Texas, is seriously considering the advisability of returning to the use of coal as a fuel in place of crude oil. Recent advances in the price of the latter have made it so expensive that it is believed coal would be more economical.

It is reported that all previous shipping records were broken at Newport News, Va., during the week ending August sixteenth, when the total shipments amounted to 78,345 tons, as against 76,000 tons, which was the best previous weekly record. It is thought if this record is maintained during the present month it will exceed that of July, which was the largest month on record.

E. W. MacDonald, for forty-five years identified with river coal interests on the Ohio and Mississippi rivers, died recently at his home in Louisville, Ky. He sustained a stroke of paralysis several years ago and has been in declining health ever since. He was seventy-seven years of age and in addition to having been identified with river coal interests served as city coal gauger of Louisville.

Charles E. Allen of Belfast, Ireland, has filed a bill in chancery at Chattanooga, Tenn., to foreclose a mortgage on the property of the American Coal & Railway Co. in Hamilton and Grundy counties for \$150,000. The mortgage was executed in 1902, and was due July first, 1904. A receiver is asked to take charge of the property and prevent waste. Charles E. Wellborn of New Jersey, trustee, is made a defendant in the action, which involves something like 40,000 acres of coal land.

Operators and miners in the Knoxville, Tenn., district recently ended their joint conference, which was called for the purpose of fixing a wage scale for the new year commencing September first, without reaching an agreement. The miners demanded the old wage scale, and the operators demanded a reduction in the scale similar to that granted in Kentucky. As the operators must secure such a reduction to be on a competitive basis, it is likely that there will be a strike of the miners when the present wage agreement expires.

Literary Notes.

Will Irwin, co-author with Gelett Burgess of "The Picaroons" (McClure-Phillips), before taking up journalism, which is now his profession, had a most variegated life-experience. He lived in almost every state in the west, and earned his daily bread at a variety of professions. By turns he was cow-puncher, waiter, coachman, librarian, actor, and many other things for which there is no specific title. He rubbed shoulders with all kinds of people in the under-world, and "The Picaroons" indicates how broad his knowledge is of the rough west.

Sparkling and delightful beyond praise is Ben Blow's sketch, "The Ladies of the World's Fair," illustrated with portraits of nineteen of the twenty-two members of the board of lady managers, in the *National Magazine* for September. Wittily and sympathetically, in their own words, he depicts the woman real estate agent, the woman banker, the woman promoter, the woman politician and other interesting modern types represented in the group of women chosen from all America to represent the social side of the World's Fair. Joe Mitchell Chapple fills forty pages with other World's Fair gossip—of art, of industry, of amusement and of picturesque personalities, illustrating his letter with scores of odd and attractive pictures. In "Affairs at Washington" are full-page portraits of all the presidential nominees, of Mr. and Mrs. Grover Cleveland and William J. Bryan, and of other celebrities. Under the caption, "Today and Tomorrow," Frank Putnam reviews the field of national politics. The special articles of the number range from Poultney Bigelow's highly significant appeal for a real national militia of 770,000 men, to Julie Adams Powell's "Woods and Fields in Late Summer." New photographs of Queen Alexandra and her pet dogs, by the royal photographer, are among the many pictorial features of the number. The leading character study is of Helen Keller, the famous blind, deaf and dumb girl, who has just graduated from Radcliffe college with the degree of A. B. The fiction includes short stories of politics, of love, of childhood, of army life and a lively humorous sketch of rural life.

The *Review of Reviews*, in the presidential campaign, fills a place in magazine literature that no other publication attempts to fill. The July and August numbers dealt with the careers and personalities of the candidates; the September number treats of the plans and methods of the managers, the personnel of the national committees, and the actual work of the canvass. The complex situations in Missouri and Colorado, as well as the problems of national party organization in the opposing camps, are discussed editorially, while an illuminating article on Chairman Taggart and the democratic committee organization is contributed by James P. Hornaday, with a similar study of Chairman Cortelyou and the republican campaign plans by Albert Halstead. A unique addition to the literature of the campaign is the interesting summary of European press comment on President Roosevelt by Louis E. Van Norman, with reproductions of foreign cartoons. But no one should get the impression that the *Review of Reviews* is wholly given up to politics, even in this campaign year. A good deal more than half of the September number is devoted to non-political topics. For instance, Herbert Croly writes about the effect on metropolitan interests of the opening of the New York rapid-transit subway next month; President Butler, of Columbia, sets forth the educational worth of the St. Louis world's fair, with especial reference to the great September congresses of science and art; M. C. Sullivan describes the remarkable achievements of the Japanese in battlefield communication, especially in the use of the field telephone and telegraph; a Japanese writer sketches General Kuroki; Chang Yow Tong gives a Chinaman's views on the "Yellow Peril"; Alvan F. Sanborn contributes an appreciation of "Two French Apostles of Courage in America"—Charles Wagner, author of "The Simple Life," and Paul Adam—both of whom are about to visit the United States; and there are interesting illustrated papers on land reclamation in California and Holland by A. J. Wells and Consul-General Frank D. Hill, respectively.

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General Review of the Markets.

Surface conditions seem to point to a betterment in the coal trade of the country during the week. While the change has not been pronounced, it has been sufficient to indicate a wider demand for coal and a tendency toward reaction from the extreme low prices which prevailed the latter part of the summer. Business, however, can not be said to be as good as it should be at this season. There continues to be an apathy in certain quarters in the matter of taking in supplies of coal, and this is holding back business, and will continue to hold it back until the actual consuming season is at hand. When this time does arrive, and in some quarters it is believed it is nearly at hand, there is likely to be a reaction in business which will make up for the apathy that has prevailed for the past six months. At all points where statistical information is obtainable the tonnage of coal moved thus far the present year was less than for the corresponding period a year ago. In the east an instance is found in the figures available at Boston. Total receipts of all descriptions of coal at that point thus far this year were 700,000 tons short of the receipts for the corresponding period a year ago.

In the west a similar instance can be cited in the movement through the Sault Ste. Marie canal to Lake Superior ports. The decrease in the tonnage moving through this waterway is 1,600,000 tons of bituminous coal and 125,000 tons of anthracite, or a total of nearly a million and three-quarter tons shortage out of a movement thus far of only about 3,000,000 tons of coal. If consumption is to be anywhere nearly as heavy as it was a year ago, it seems as though there must be a heavier movement of coal the remaining months of the year to make up for the shortage that has occurred. This doubtless will be a feature of growing importance with the advancement of the season, particularly if there are serious interruptions to transportation and more or less trouble in getting all-rail coal through to terminal points in anything like reasonable time. These shortages in movement thus far have applied to both anthracite and bituminous coal, but generally speaking more of the former has been taken in by dealers and consumers than of the latter. Bituminous coal has been in lessened demand during the summer for steam purposes, due to the interruption to business by the presidential campaign and as a result of other causes, and in arriving at any approximate shortage which has occurred in the movement consideration must be given to this feature of the situation. However, the demand for industrial purposes is now increasing. Railroads are using more coal; the iron and steel industry is showing a renewal of activity, and more coal and coke is being required for that purpose, all of which would indicate a general resumption of activity and possibly a consumption of coal toward the latter part of the year again on nearly the normal basis which prevailed in 1903. Should there be marked activity in the industrial world following the national election this fall, it could be predicted safely that the coal markets of the country would show pronounced gains, not only in prices, but in the matter of urgent demand.

Market From Now On will Be On Weather Basis.

Of course, the weather is an undetermined factor in the situation which can not be reckoned with until it is here. From now on coal will be on practically a weather basis so far as movement is concerned, and if the winter is as severe as it was a year ago, the close student of the situation can feel reasonably safe in predicting good prices and a heavy demand for nearly all descriptions of coal. On the other hand, should the weather during the winter be mild, with the enormous production which is available, and which is seeking a market, the present statistical position of coal would not be much of a factor. In fact, such a contingency would upset all present calculations and there might result coal markets which were nearly as weak as those that have been experienced during the summer. Meteorological records, however, show that one severe winter is generally followed by two others, which may not be quite as severe, or, in some instances, a trifle severer in the number of days showing a temperature below zero.

In the anthracite trade there continues to be more or less of a restriction on output all through the region. The official figures for August, just made public, show that the production during the month was 800,000 tons less than for the corresponding month a year ago, and that the total reduction in the output during the year thus far has been approximately 4,000,000 tons, which may be increased to six or eight million tons before the end of the calendar year. Judging largely from surface indications, this restriction has been proportionate to the general industrial depression which has prevailed, and therefore about enough coal has been produced to meet requirements. This is evidently the policy the operating companies have in mind: Not to overload the market, but to produce a sufficient tonnage of coal to meet current requirements without creating a shortage at any point. The east is better supplied with anthracite than the west. Shipments to many points in the former territory have been fully as heavy as they were a year ago, while at no point in the west have they been as large. Chicago is perhaps a fair example in illustration of this point. The total shortage in the receipts of anthracite in this city up to September first was 355,000 tons, all-rail and lake and rail, which is quite a reduction from the tonnage handled a year ago. It is safe to say therefore that when actual consumption commences the west will require more coal in proportion than the eastern states and that there will possibly be more activity in the trade. Movement of anthracite by way of the great lakes to all western dock points continues more or less restricted as a result of the closing down of the mines, and it seems assured that the total tonnage moved by way of the lakes this season will be considerably smaller than was the case last year.

In the steam or small sizes of anthracite the east continues to show a weak market. It is reported that some concessions are being made in prices of these small coals now moving into certain parts of the New England states, in order to reduce the accumulation and bring about better market conditions.

Bituminous Market is Not in the Position it Should Occupy.

In the bituminous trade there is a slightly improved tone, but the general market is not in the position it should occupy at this season of the year. In the eastern coastwise movement there is some interruption on account of the attitude of the Coastwise Carriers' Association in the matter of vessel rates and restrictions placed on loading and discharging. Some buyers are probably holding off in the hope that the association will recede from its position and that vessels will again be offered more freely on an individual basis. Independent craft are in fair demand. Shoal-water ports are taking some tonnage now in anticipation of coal weather, to round out stocks and to be prepared for the winter demand, but otherwise in the coast trade there has been little change. All-rail demand is said to be fair and is something of a factor in the situation, consumers evidently giving it the preference when they can do so to avoid the loss incident to rehandling when coal is shipped in vessel bottoms. At Buffalo the market has showed some improvement as to available supplies, the surplus coal there having been eliminated as a result of a shortage of cars.

The Pittsburg and West Virginia markets are on a fairly steady basis and production has been kept well in hand to prevent an oversupply. Farther west steam coals are on a weak basis in most instances, with prices much below the point they should be at this season of the year. Railroads are taking a larger tonnage of fuel coal, and some industries are starting up again, which it is felt may have a good influence on the situation later on. At the best, however, any improvement must be slow and producers must be extremely careful in increasing their output to have a place in which to put their coal after it is mined. A conservative policy in this respect at this time will result in an improved market and better prices. Domestic grades of bituminous coal are fairly steady, with eastern products generally under good control, and western products steady, but not as high in price as they should be at this season of the year.

Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., Sept. 16.

Statistically, the position of all descriptions of anthracite and bituminous coal ought to be strong in the west the remainder of the year and during the winter. Whether it will or not will depend upon weather conditions; possibly upon the result of the presidential election, and also general business conditions, far less coal has been received and shipped at most of the principal distributing points this year than last for the corresponding period of time, and if there is a large consumption during the season of cold weather it should result in an active business and at times difficulty may be experienced in getting the coal forward to meet the more urgent requirements.

According to the government figures showing the traffic through the Sault Ste. Marie canal to Lake Superior ports, movement of anthracite this year to September first was 518,574 tons, as compared with 645,804 tons for the corresponding period in 1903 and 107,608 tons in 1902. This is a reduction in the tonnage of coal that has moved up to Superior ports of approximately 125,000 tons in anthracite. In bituminous coals the shortage, compared with last year, has been even greater. The total tonnage moved to September first of this year was 2,355,166 tons as compared with 3,976,210 tons for the same period in 1903, or a reduction of 1,620,000 tons. For the same period in 1902 the total tonnage of bituminous coal which passed through the Sault Ste. Marie canal was 2,878,659 tons or a decrease this year over that period of 520,000 tons. Compared with 1903 the total reduction in the movement of bituminous coal this year thus far has been about forty per cent, which should it continue at the same ratio till the end of the season would amount to a decided reduction of no little moment.

Reduction in Receipts of Coal at Chicago.

These statistics are sustained by the receipts and shipments of coal of all descriptions at Chicago. As compiled by the Chicago Bureau of Coal Statistics, the figures show this year, to September first, the arrival of 470,000 tons of anthracite by lake, as compared with 680,000 tons during the same period a year ago, or a decrease of 210,000 tons by lake alone. Rail receipts this year have been 610,000 tons as compared with 755,000 tons last year, a decrease of 145,000 tons, making a total shortage of 355,000 tons of anthracite at Chicago, compared with 1903. Briefly summarizing the bituminous tonnage, receipts of coal from Pennsylvania sources have decreased 90,000 tons; from Ohio sources 130,000 tons; West Virginia tonnage has held about the same; Illinois tonnage has fallen off 110,000 tons and Indiana tonnage has increased 40,000 tons. Coke tonnage from all sources arriving in Chicago has decreased 170,000 tons, making a total decrease of all coal and coke of 825,000 tons. Shipments from Chicago to outside points have also decreased, the amount of the reduction being 360,000 tons.

With very few exceptions it is probable these figures will be sustained by those obtainable at such other distributing points at Milwaukee, Duluth, Superior, Ashland, and the lesser lake ports generally.

Without question some of the decreased consumption of bituminous coal in Chicago can be traced to the fact that industries have been closed down and have required less fuel, while railroads have not required as large a tonnage. This will apply to bituminous, but in the anthracite trade these considerations are not factors. The decrease in the movement of this latter coal can only be explained on the ground that consumers and dealers have been backward about taking in their supplies and the consequence that the tonnage has been delayed in its movement to destination.

Outlook is More Favorable From Statistical Standpoint.

From a statistical standpoint the outlook is much more favorable than it was on the corresponding date a year ago. Then much of the preliminary fall and winter buying had been disposed of, but now it is before the trade and with the coal that is ordinarily stocked and that which will be required by current consumption for household and steam purposes reasonable activity ought to be experienced with the commencement of cold weather. That the advent of the expected cold weather is not far distant has been in evidence the past week in Chicago, when fires were comfortable and were almost a necessity for a day or two.

In the western anthracite trade there continues to be dullness at practically all distributing points. In some quarters it is reported that the new business which originated the past week was even lighter than for the previous week, although these conditions are regarded largely as temporary, and will undoubtedly be shortlived. The market is at present purely on a weather basis. With the advent of temperatures which will necessitate fires there ought to be a good demand for coal from practically all quarters. One of the Chicago shipping agents which makes it a point to carefully study the situation went through his books for the months of August and July to ascertain how the coal that had been sold up to the present time had been distributed. He found that many dealers had taken in much less coal this year than they had up to the same time last year. Where, ordinarily, they take in a hundred tons, in many instances they have taken in one car; where they ordinarily take in 400 tons they may have taken in two or three cars. This leads to the supposition that stocks of coal which have moved to terminal points are widely distributed; there is no large supply at any one point and when the market demands it orders will come in from all quarters and will be in large volume. With the light movement thus far the present season, as compared with a year ago, from the collieries it is feared that some dealers will be obliged to wait before they are able to secure the coal which they require and that there will be more business than can be taken care of with supplies at hand.

Some Sizes Short in the All-Rail Trade.

During the past week some of the all-rail shippers have complained of inability to secure all the coal required in certain sizes. This shortage has been due to the restrictions on production and demand for certain sizes

which is always more or less strong at this season of the year. Chestnut seems to be in short supply in some quarters, while in others there is complaint of a lack of stove coal all-rail. The docks are fairly well supplied with these sizes in most instances. The restrictions on production, however, are resulting in lighter receipts at dock points and in some quarters this is causing concern as to the outlook the coming winter.

Small sizes of anthracite in the west, such as buckwheat and pea coal, continue in liberal supply. Pea coal is being held at the circular basis of \$5.00 f. o. b. cars Chicago, but the price of buckwheat continues more or less weak, with urgency displayed in some quarters to move the present accumulations.

Retail demand continues to increase and the market is on a fairly good basis at present, with the prospect of increasing activity the latter part of the month.

In the western bituminous trade there is an increasing demand for domestic coals, with prices holding to about the same range as formerly; steam coals are fairly steady, but screenings continue very weak, with prices so low as to net a loss to producers. If the anthracite market is purely on a weather basis it can also be said that the better grades of bituminous are dependent upon almost the same conditions. Dealers, while they are placing orders for single carlots and are taking in enough coal to be prepared for winter weather when it arrives, are not stocking up to any great extent. It is probable that the first touch of frost, however, will bring in a large volume of business which will change the complexion of affairs materially.

Very little trouble is being encountered in securing transportation for coal at any point in the west. In the Hocking valley region there is some complaint of a scarcity of cars, and this is delaying shipments, owing to the accumulation of slack on track, for which it is difficult to find a satisfactory market. West Virginia products are coming through in a reasonable length of time, and in Indiana the embargo which prevailed last week has been raised, although at times there is complaint of a slow movement from that field.

Smokeless Coals Are On a Fair Basis.

Of the West Virginia coals sold in the west, probably the smokeless descriptions occupy about the strongest position, both as to prices and as to demand. Prices on standard Pocahontas run of mine are held steadily on the basis of \$1.10 f. o. b. the mine, and there seems to have been an increase in the volume of this business during the past fortnight. New River standard grades are held on the basis of \$1.00 f. o. b. the mine and there is also a much better movement of this coal than there was, prices being carefully maintained. Lug River is also fairly firm and the market is not over supplied, prices showing a range of 90c@\$.1.00 at the mine. Lump and egg smokeless coal continues to be in short supply and current arrivals from the West Virginia fields are freely absorbed on the basis of \$2.00 f. o. b. the mine or \$4.05 f. o. b. Chicago. Handlers of smokeless coal are satisfied with present market conditions and are comparing their tonnage during August this year with that of a year ago with favorable results. Fairmont coal holds steady at former prices of \$2.75@\$.2.85 f. o. b. Chicago for three-quarter coal. The principal producing companies are keeping the movement well under control and this is holding the price steady in all except a few cases. In the splint market there has been little change during the week. Prices hold to a steady basis of about \$1.30@\$.1.50 f. o. b. the mine for the standard descriptions of lump. The volume of business is increasing and the outlook is for a satisfactory demand when the consuming season for this coal opens up.

In the list of Pennsylvania bituminous coals there has been little change during the week. Youghiogheny three-quarter continues to attract attention now and then when there is a slight accumulation at prices below the circular basis, the present range of quotations being \$2.85@\$.3.10 f. o. b. Chicago. There has been an oversupply of No. 8 on the Chicago market during the week, with prices slightly lower in individual instances to move it before car service charges become too heavy. Quotations on this coal are \$2.60@\$.2.75 f. o. b. Chicago.

Except for a shortage of cars in the Hocking field, which is holding back shipments there has been no change in the situation. The demand is fairly steady with prices maintained on the basis of \$2.90@\$.3.00 f. o. b. Chicago. Dealers in the vicinity of Chicago have reported buying Hocking lump on the \$2.90 basis during the past few days, but it is believed that not much standard coal is being sold at these figures to the retail trade; that where coal is offered at cut prices it is a substitute.

Western Operators Should Withhold Shipments.

In western coals there has not yet been the recovery in prices that should have prevailed by this time. It is true that demand is gradually showing a better tone, but operating companies are too anxious to market their product and as a consequence are sending tonnage to Chicago to be sold on the open market, which keeps prices to a weak basis. If they would only withhold shipments for a week or ten days, until the market had an opportunity to feel the present stimulus it would soon show the effect of the better demand and prices would reach a point where, at least, there was a profit in them to producers. Both Indiana and Illinois mine owners are shipping too much unsold coal to the Chicago market. They ought to refrain from this policy and it would only be a short time till the trade was on a living basis. Screenings still continue so weak that quoted prices look ridiculous when compared with those which prevailed a year ago. Run of mine coal has been in short supply during the week and has advanced in some quarters five cents a ton where it was urgently required. Inch and a quarter coal is on about the same basis as a week ago, while domestic sizes of Indiana and Illinois coals hold to a steady basis. Carterville lump coal is showing a fair movement to the country districts, but is on an easy basis in Chicago. Linton and Sullivan county domestic descriptions of coal show about the same prices as last week, namely, \$2.10@\$.2.35 f. o. b. Chicago, but are slightly firmer. Inch and a quarter lump coal is held at \$1.75@\$.2.00 f. o. b. Chicago,

with the better descriptions five cents firmer in price. Run of mine Springfield coal and Sullivan and Greene county show a range of \$1.55@1.70 per ton on the Chicago f. o. b. basis. Screenings are from fifteen to forty-five cents at the mine, according to quality, and the urgency with which they must be disposed of by the producer or shipper.

In the coke trade Connellsville and leading descriptions of West Virginia seventy-two hour foundry coke hold to the same basis as a week ago. Gas-house coke is firmer and on the fifteenth inst. was advanced by the leading producing interests twenty-five cents a ton. Specialties in the bituminous list show no change.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Sept. 15.—(*Special Correspondence*).—By far the most significant development in the coal industry hereabout during the week was the official announcement that the Wabash railroad had purchased the Pittsburg Terminal Railroad Co., the West Side Belt line, and all its branches, and all of the associated companies of the coal concern. That such a deal was pending was intimated in the last issue of THE BLACK DIAMOND. The price involved was about \$12,000,000. Part of the announcement reads: "With seven large coal mines on this property, with an annual output of about 3,000,000 tons of high-grade coal, the interest on the Wabash-Pittsburg Terminal bonds to be issued in payment for the property can be met from its earnings. The deal is of the greatest importance to the Wabash, but is also of vital importance to Pittsburg, for it places the Wabash in a position to accept freight at once from all this producing territory."

The papers in the transaction were signed the latter part of last week in New York formally transferring the entire properties of the Pittsburg Terminal Railroad Co. from its original owners to the Wabash railroad. The transfer of this valuable property includes not only the seven new and modernly-equipped coal mines which are now in full operation, but also the recently-completed West Side Belt railroad, which has connections with every other railroad entering Pittsburg, and which penetrates all of the heavy tonnage-producing sections of this district, 15,000 acres of fine first pool coal, 1,000 acres of surface land, seven mines and a terminal road having thirty-six miles of trackage, with abundant terminals in Pittsburg and Clairton.

The tremendous advantage of the possession of this property by the Wabash is quite readily understood. The Gould line was handicapped because of the action of the government in raising the bridge levels over the Allegheny, and was also in a difficult position in reaching the steel and iron plants in the city and vicinity, because of grades with high percentages of decline and incline. Its tunnel yardage was limited, and owing to the tunnels and other obstacles, it had been forced to have its yards a considerable distance from the city. But all of this has been overcome, and it will have at once most complete terminals, such as would have been impossible to secure in any other way. Already the West Side Belt is connected with the Pittsburg & Lake Erie, the Panhandle, the Monongahela division of the Pennsylvania and the Baltimore & Ohio road, leaving no other line of significance to be reached that covers any portion of the Pittsburg territory.

Sale of Belt Railroad was at a Profit.

After the announcement that the deal had been consummated, a report gained considerable circulation and some credence that the West Side Belt railroad had been sold at a heavy loss. It was also asserted by persons who claimed to be in a position to know, that there had been much friction among the board of directors and the stockholders of the Belt road, and that some of those who have large holdings in the valuable property have long been desirous of disposing of their shares. The rumor was emphatically denied by one of the directors of the concern. He said: "On the contrary, the West Side Belt stockholders will net \$1,250,000 clear profit by the deal."

The purchase of the Belt line changes the aspect of everything. By this transaction the Wabash comes into terminal facilities which the Baltimore & Ohio has been trying and anxious to secure for two or three years. Instead of the Wabash having a mere foothold in this great manufacturing district, it is now in possession of terminals which are at present valuable and productive, but which in the near future will become almost inestimable in their importance. It will now be in a position to come into direct competition with the great Pennsylvania system and the Pittsburg & Lake Erie as well. These two railroads have had almost a monopoly of the heaviest tonnage produced locally in the whole Pittsburg district. Now that the Wabash owns the West Side Belt line it will be on an equal footing, and that it will seize the opportunity all who know the policy of George J. Gould and President Joseph Ramsey Jr. realize.

Unlimited speculation has been created by the deal. It is said that the Wabash will not become a coal producer, with the possible exception for its immediate requirements, and yet the road will seek to have the seven big mines along the line operated to their full capacity for the freight that they will produce. It is asserted that the mines will be leased to some existing company, or to some newly-formed concern.

Domestic Demand for Coal is Improving.

There has been very little change in the general trend of the business over the preceding week. Shipments are being rushed to the lakes with renewed vigor. Prices remain the same, but the domestic demand has shown a slight betterment, and this has encouraged the operators. River coal trade is practically stagnant, but those conversant with conditions declare that a resumption will take place by the first of October.

A. J. Lawrence, treasurer and traffic manager of the Pittsburg Terminal & Railroad Co., has resigned his position and accepted a place with the M. A. Hanna Co. at Cleveland. Mr. Lawrence is one of the most experienced coal men in this section. He was with the company since its formation a couple of years ago and was formerly with the Pittsburg Coal Co. He has been engaged as traffic manager by the Hanna interests.

A semi-official announcement was made during the earlier portion of the week that the coal industry in the Connellsville region is experiencing a sub-

stantial boom. This has been caused by the gradual resumption of idle mills and blast furnaces in the Pittsburg district during the past two weeks. The H. C. Frick Coke Co. has fired 4,450 ovens in a little over two weeks. Independent concerns have augmented this number to more than 5,000. About 5,000 idle cokers have been afforded employment at the same time. Within the past week 1,000 idle ovens have been placed in blast. This includes the plants in both the Connellsville and Lower Connellsville region. In the vicinity of Connellsville the working capacity of the ovens is virtually full. Davidson is running full blast with thirty-three ovens making coke. The three Leisnering works are practically operating in full. All but a few of the idle ovens there are in blast, 150 of over 1,500 being all that are in the idle list. Frick has started production at Rock Ford. Along the Morgan Valley, Morgan, Foundry Summit and Tip Top are recent additions to the active list of ovens. All of these works have been idle for several months. Coalbrook, adjoining Connellsville, is again producing coke with all its ovens burning. Trotter will remain idle until the remodeling of the works is completed. In the Vanderbilt district, the Cochran ovens are working almost to their limit. The Rainey interests have 1,021 ovens out of their total of 3,000 idle, but of these 540 at Mt. Braddock have been entirely closed for several months. The small operators are steadily getting their plants back into the active list, though the improvement in the past two weeks has been more noticeable among the large producers.

For the first time since last January the executive board of the United Mine Workers of America has sanctioned a strike. Over 200 miners employed by the Clyde Coal Co. suspended operations recently because Supt. J. H. Sanford failed to permit a checkweighman at the tippie, it is alleged. The Clyde company is a river coal producer and is not seriously worrying over the strike. River coal business is not very active at present.



The St. Louis Coal Market.

ST. LOUIS, Mo., Sept. 15.—(*Special Correspondence*).—There has been no change, the past week, in the condition of the coal market in St. Louis. Trade is normal for this time of the year. A great deal of coal is coming in, particularly of a low grade, and it is really a drug on the market, operators quoting all kinds of prices in order to get rid of it quickly. High grade coal is commanding a good price and is scarce.

Prices quoted now are as follows: Mine run \$1.15; shaker screen, \$1.30, and high grade lump \$2.00@2.50, all in car load lots on the east side of the river. Anthracite prices still remain at the price set on September first, viz.: \$8.15@8.40, delivered.

The domestic demand is showing a gradual betterment, particularly during the past few days, as the weather is much cooler. All coal business, wholesale as well as retail, is shut down tight today, on account of it being St. Louis Day at the world's fair. Most of the large concerns have purchased tickets of admission and presented them to their employees. Even the mines in this section are shut down and the miners and their families are taking advantage of excursion rates on all the railroads running into St. Louis, and are here with their families.

Some very interesting analyses and tests were commenced by the United States geographical department at the world's fair last week and will be continued until the end of the fair. Tests will be made of various coals on the grounds and representatives of the government will even visit some of the mines in this section. A great deal of very valuable information will be found in the reports when they are made public.

The Trenton Coal Co., of Trenton, Ill., has just completed the installation of an electrical haulage plant, which will increase its daily tonnage from 600 tons to 1,100 tons. The company is now working full capacity and is finding a ready market for all the coal produced.

Quite a number of new companies have recently been incorporated in this territory. Among them are the Fullerton Coal Co., of Belleville, Ill.; the Hemlock Coal Co., of Carterville, Ill.; the Elbridge Coal Co., of Paris, Ill., and the Carrier Mills Coal Co., of Carrier Mills, Ill.

Notes of the Southern Illinois Field.

The new Black Diamond Coal Co., located near Auburn, Ill., has just commenced to sink its shaft.

The Brown & Sooper Coal Co., of Cutler, Ill., has recently incorporated and is starting to sink a shaft.

The National Mining Co., located near Eldorado, Ill., is a new company. F. W. Gresham is the superintendent and W. R. Evans is the engineer in charge.

The four-story building occupied as a coal chute by the St. Louis Transit Co., and located in the rear of the Salisbury street Transit power house, containing 20,000 bushels of soft coal, occupied the attention of the fire department for four hours Tuesday morning before the fire was extinguished. The fire is supposed to have originated from spontaneous combustion. It was necessary to "shoot" most of the coal out of the chute in order that the firemen could get at the fire. The loss was \$1,000. Fires have damaged the chute before, and each time there was trouble getting the blaze under control.

The traffic department of the Wiggins Ferry Co. has made the announcement that the company will discontinue furnishing "pull up" teams at all of the ferry landings after September first. It is also announced that no vehicle that can not be moved freely by the number of horses designed to handle it to destination, will be allowed to go on the boats. This action is necessary to facilitate the handling of traffic by wagons. This order on the part of the Wiggins Ferry Co. will be a great hardship to coal dealers. Much of their coal is brought over the river by ferry, especially that for use in the downtown districts. The haul from East St. Louis by ferry is much shorter to the downtown districts than it is from the yards in the west end. The cost of hauling, too, is a great deal less. An order similar to this was issued some time ago, but somehow it was never put into effect. Now it is said the order will be enforced.

R. W. Pavey, vice-president of the Hurricane Coal Co., says that everything in the coal trade is quiet. A great deal of coal is coming in, in

fact, it is coming in too plentifully. Prices are not likely to go up materially until the demand is greater than it now is. The domestic demand is commencing to move, but not lively enough to amount to much, as the weather is still seasonable.

J. P. Foster, secretary of the Big Muddy Coal & Iron Co., is at South Haven, Mich., on his vacation, and will probably remain another week. He went north on account of hay fever.

B. M. Whettimore, treasurer of the Rose-Barth Coal Co., says that he believes the coal business will be good from now on and prices will be maintained. He does not anticipate any cutting in prices.



San Francisco and Pacific Coast Trade.

SAN FRANCISCO, Sept. 10.—(*Special Correspondence*).—Since the S. S. Ventura left the following vessels have arrived from Australia, viz.: Bracadale, 2,988 tons; Osterbek, 2,430 tons; Invercauld, 2,307 tons; Puako, 2,100 tons; Thornliebank, 3,279 tons; total, 13,104 tons. There are five cargoes of Newcastle coal now afloat which should arrive here prior to October first. There are thirty-one vessels in all on the engaged list to carry coal for here, their aggregate carrying capacity being about 76,000 tons; nineteen of these vessels are already en route and there are twelve yet to load. In August of last year the deliveries here of colonial coal aggregated 53,322 tons; in August of this year the total amount delivered footed up 16,604 tons. This indicates a pronounced shrinkage in Australian shipments. Importers from Australia report a scarcity of coal carriers at loading ports, and full freight rates are demanded by ship owners, as the demand for colonial products here is exceedingly light. Doubtless there will be a marked falling off of coal imports for the balance of this year. The consumption of coal for steam uses continues to diminish, fuel oil being substituted for it, in so much so that our coast collieries can readily supply all our local requirements; there will always be a limited market here for certain grades of foreign coals for house uses. Our wholesale dealers are all complaining of the dullness pervading the fuel market; the only valid reason that they can assign being that their consumers are utilizing oil instead of coal.



The Detroit and Canadian Coal Trade.

DETROIT, MICH., Sept. 15.—(*Special Correspondence*).—The higher grades of domestic coal are in fairly active demand, and prices are fairly maintained on all sizes, but the steam trade is in the same demoralized condition that it has been for three months, and there seems no possibility of improvement until cold weather comes, or the producers fix a price lower than which no coal will be sold. Just so long as shippers vie with each other in the matter of prices, and see which can get to the lowest point, just so long will there be no demand for coal at any price. Consumers will buy a car load at a time, in the belief that the next car can be bought lower than the last one. If, however, the price could be fixed on the different sizes of coal, and nothing less than that be quoted, the consumers would soon realize that it was to their interest to take in a stock of coal; that the turning point had been reached.

Here in the middle of September, when consumers of both domestic and steam trade ought to be thinking of their winter's supplies, they are giving it no thought whatever, knowing full well when they want the coal, they can get it, and at pretty nearly their own prices. This is pretty nearly the opposite extreme of two years ago, and is probably the retribution being meted out to the coal shippers for the high prices quoted at that time.

Improvement in Steam Coals Was Only Temporary.

For a day or two, this past week, it looked as though conditions were improving, and there was actually no steam lump coal on track in Detroit from the Pittsburg No. 8 district. This is the first time for a long period that such a condition existed, but it only lasted twenty-four hours, for the supplies were so near at hand, that it did not take long to get the market flooded again, and there have been some prices quoted within the past few days lower than at any time this season. It seems the only possibility of a fair price this year is the inability of the railroad companies to haul the coal, when the demand comes. Wise coal dealers are taking stocks now, in anticipation of such an event, but unfortunately they are not prepared to take any great quantity, owing to their sheds being filled with anthracite which they are unable to dispose of, because the consumers are not taking their supplies as early as usual.

These conditions have also made collections bad, because the dealers are stocked with coal, which has not moved, in such a way as to enable them to pay their bills with the usual promptness.



Connellsville and Coke Production.

CONNELLSVILLE, PA., Sept. 15.—(*Special Correspondence*).—The *Courier*, reviewing the coke trade says: There was a material improvement in the coke trade of the Connellsville region last week. More than 2,000 ovens were fired and the estimated tonnage was better than it has been for months. There was a gain in the latter of 30,000 tons in round numbers, bringing the production up to 191,000 tons. This is making rapid strides and before many more days weekly tonnage will be back to something like normal figures. Next week it is likely to go over the 200,000 ton mark and may possibly do so this week. There will be further gains in the active list of ovens this week. The H. C. Frick Coke Co. is firing ovens at its own works and those of the subsidiary concerns of the United States Steel Corporation.

Within the past ten days the United States Steel Corporation has blown in twelve idle blast furnaces in the Pittsburg and Valley districts. Last week the resumption of six stacks was reported, and since that time six more have gone in. At Mingo Junction, Ohio, two of the three idle stacks are

operating, the third continuing off for repairs. At Edgar Thomson, Braddock, another furnace was blown in this week, while stack No. 2 of the Clairton plant, Clairton, Pa., resumed this week. Furnace No. 3 at New Castle was also blown in, after an extended idleness, the furnace having been completely rebuilt. Furnace No. 1 at Sharon resumed last week after relining. The other idle furnaces that have recently resumed are two at Bellaire, Ohio, one at Edgar Thomson, one Isabella and two Schoenberger furnaces of the American Steel & Wire Company.

This is what is making the demand for coke out of the Connellsville region. The general resumption of furnaces is coming sooner than was anticipated by the trade. What stacks have blown in now will necessitate the firing of about 3,000 coke ovens in this district. Furnace coke is firmer in price as a consequence and quotations are likely to be higher within the next two weeks. There are no changes from the quotations of a week ago in the market at present.

Detailed Report of the Operation and Output.

The detailed report of the operation and output of the Connellsville region for the week ending on Saturday, September third, shows a total of 23,257 ovens, of which 16,218 were active and 7,039 were idle. The estimated production was 191,773 tons, compared with 163,698 tons the previous week. There was a gain of 100 ovens in the total number in the district, 100 having been added to the Buckeye plant of the H. C. Frick Coke Co. This is an old works, but there is enough coal in sight to warrant the burning of 100 ovens additional at the works, which now total 260. The ovens fired last week were 100 at Buckeye, 120 at Coalbrook, 100 at Continental No. 1, 100 at Davidson, 100 at Henry Clay, 140 at Kyle, 50 each at Leisenring Nos. 1 and 2, and 25 at Leisenring No. 3, 20 at Leith, 30 at Mammoth, 300 at Marguerite, 115 at Mutual, 74 at Mutual No. 4, 100 at Painter, 171 at Southwest No. 1, 51 at No. 2, 50 at No. 3, 190 at Standard, 70 at Summit, 121 at Tip Top, 54 at White, 70 at Wynn, 60 at Youngstown. There were no other changes worthy of mention.

The shipments last week aggregated 9,761 cars. They were distributed as follows:

	Cars.
To Pittsburg	3,597
To points west of Pittsburg.....	4,931
To points east of Connellsville.....	1,233

The shipments the previous week were 9,544 cars. The gain during the past week was in the Pittsburg and western shipments, the latter especially.

The Lower Connellsville region has 6,083 ovens, of which 4,985 were active and 1,098 were idle last week. The estimated production was 59,490 tons, compared with 55,770 tons the week before. There were fifty ovens fired at Buffington, 100 at Footdale and 150 at Leckrone. At Lafayette ten ovens were added to the list and fired up.



Kansas City and Missouri River Trade.

KANSAS CITY, Mo., Sept. 15.—(*Special Correspondence*).—The coal men of Missouri, Kansas, Arkansas, Oklahoma and Indian Territory are to meet in Pittsburg, Kan., next Thursday, Friday and Saturday. The gathering will be under the auspices of the Mid-State Wholesale and Retail Dealers' Association, the headquarters of which are in this city. All coal men are invited to attend.

The meeting is for the purpose of discussing questions affecting the business interests of the operators, retail dealers, miners and transportation companies. The citizens of Pittsburg have arranged, through the Commercial Club of that city, an interesting program, which will include a special train to convey the visiting coal men through the mining district around and about Pittsburg and give them an opportunity to inspect the practical operation of mines both below and above ground. There are nearly 4,000 coal dealers in the five states and territories and it is expected that several hundred of them may attend the convention.

The officers of the Mid-State Wholesale and Retail Coal Dealers' Association are: President, W. F. Grosser, Salina, Kan.; vice-president, E. S. Miner, Bethany, Mo.; treasurer, W. W. Clelland, Lawrence, Kan.; secretary, B. W. Hanna, Kansas City, Mo.; directors, C. A. Cruikshank, Hannibal, Mo.; W. S. Randle, Hutchinson, Kan.; W. A. Kays, Blackwell, Okla.; C. D. Wagaman, Carrolton, Mo.; John A. French, Arkansas City, Kan.; J. E. Faulds, Tonkawa, Okla. Executive committee, W. F. Grosser, B. W. Hanna, W. W. Clelland.

John Gilbert, a "life" convict in the Kansas penitentiary at Leavenworth, Kan., died in the prison hospital last week, a half hour after being found in the penitentiary coal shaft, where he had been hiding for seven days. When found Gilbert was suffering from starvation and his lungs were affected by coal damp. Gilbert was convicted of killing his wife and four children at Salina. His mental condition was bad.

An advance in the retail prices of coal is scheduled for October first. Arkansas semi-anthracite will be advanced \$1.00 a ton. The price is now \$5.50. Lump will be advanced twenty-five cents and fifty cents a ton.



The West Virginia Mining Field.

WHEELING, W. VA., Sept. 15.—(*Special Correspondence*).—About the most interesting thing in connection with the coal business in West Virginia and likewise in eastern Ohio just now is the investigation as to the La Belle shaft at Steubenville, Ohio, which is being conducted by mine inspectors of both Ohio and West Virginia. The opening of this mine is in Ohio, but the workings are in West Virginia. This seems a peculiar statement at first glance until it is known that the state of West Virginia has jurisdiction over the Ohio river to the low water line on the Ohio shore and that the workings of the La Belle mine extend under the bed of the river.

Originally the mine was known as the Jefferson shaft, being operated in connection with the old Jefferson furnace at Steubenville, but it became known as the La Belle after the plant was bought by the La Belle Iron

Works of Wheeling. It has been the scene of several fatal explosions in late years and has cost the operating steel company a good deal of money.

Until a month or so ago there was no question as to the jurisdiction feature, but the Ohio authorities discovered that the scenes of the explosions were really in West Virginia territory since the operating part of the mine was beyond the low water line and the outcome will be that the West Virginia officials will take charge.

Mine Inspectors of Two States Make An Investigation.

A few days ago Deputy J. C. Davis, acting under orders from Chief Mine Inspector George Harrison, of Ohio, and Deputy Inspector Jerry Westlake, acting under similar instruction from Chief Mine Inspector James W. Paul, of West Virginia, met at Steubenville and made a complete inspection of the shaft from the opening to the last chamber.

In addition to this double inspection Chief Paul will go to Chief Harrison's office in Columbus shortly and inspect the maps on file there. All the information possessed by the Ohio inspectors will be turned over to the West Virginia officials for future reference and thus will end a rather unique situation.

There is no other similar case on the Ohio river. The jurisdiction possessed over the river coal was inherited by West Virginia from the mother state, Virginia.

There is practically no change in the shipping situation, at least, no important change. All that can really be said is that notwithstanding the failure of the market to show a notable improvement the feeling of confidence still remains. Everybody seems to look at it from the standpoint that the nearer winter approaches the nearer is the realization of this hope.

Meetings of the larger operators in the Kanawha field have been held frequently of late and it will not be surprising if the operatives are asked to readjust the present scale. Because of conditions more favorable to operators in the surrounding districts the Kanawha operators think they are entitled to this, and it is said they will be able to work their mines if concessions are granted.

An interesting piece of political gossip which deals with the local situation is that financial assistance was rendered by the United Mine Workers to Dawson, the republican candidate for governor, because they want to organize West Virginia and want a partial executive.

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, Sept. 15.—(*Special Correspondence.*)—This general market is in a peculiar condition. The demand for coal is good, or at least fair, for all kinds, while the demand for smokeless continues to be much greater than the supply. The producers of smokeless coals are getting out all they possibly can under the conditions, and while prices are high, most of the dealers and shippers are now filling orders taken some time ago at much lower prices, and there are very few concerns really getting any benefit of the present comparatively high prices. New River and Pocahontas lump are currently quoted at \$2.00 a ton at the mines and even higher prices are being named on it, but the invoices going out for the rather large tonnage will doubtless average much lower. The impression somewhat prevalent that the small dealers throughout the territory reached by smokeless coals are now suffering because they failed to buy sooner is incorrect, because many of them have bought and are now only getting part of the coal that is coming to them on contracts made several weeks ago. There is practically no smokeless lump coal on the market. Smokeless mine-run is plentiful enough at \$1.10 a ton, and the scarcity of lump will work out a great benefit to the trade in educating the people to use mine run. Many persons and concerns are just now finding that they can use mine run almost as well as lump. Nut and slack continues to be a drug on the market, and the smokeless dealers are pursuing a sensible course in refusing to cut prices on this grade of coal now. New River and Pocahontas nut and slack is worth from seventy to eighty cents a ton at the mines, and one large sale was reported during the week at eighty-five cents. It is true, also, that a few sales of spot nut and slack have been made lower than the minimum prices quoted.

Demand for Splint Coal is Increasing.

The demand for the ordinary grades of splint lump is constantly increasing. There is no doubt about it. Every producer or dealer interrogated on the subject gave it as his opinion that there is a gradual improvement in the business. While a variety of prices are being named for lump coal, the standard grades are commanding \$1.35@1.50 a ton at the mines. There is greater danger of trouble from nut and slack than from any other source. Several rather large sales were made during the past few days at very low prices, but most of the West Virginia product is held at sixty-five cents and upward.

The Thacker district probably makes the best report of any of the coal fields this week. All the mines are running full, and the car supply is all that can be desired. Thacker lump is worth \$1.50 and nut and slack is actually selling at 75@80c at the mines.

The car supply is one of the greatest drawbacks in the New River field at present. It is entirely inadequate. A car sheet for the entire district shows that for one day early in the week twenty-seven mines received no cars at all, or received them too late to be of service, while many of the other mines got only a small percentage of their capacity. The car supply in the Kanawha district is not so very good, but much better than in the New River fields.

From the strictly retail business of the city comes the report that there is a constantly increasing demand for coal, and without exception every retail concern in the city is doing a nice business. There are no changes in prices. Pittsburg, Kanawha, Fairmont and Thacker lump are worth \$3.00 a ton delivered to householders. Luhrig and Kentucky lump sell for \$2.75; New River and Pocahontas lump, \$3.75; anthracite, \$7.50; nut and slack, \$1.60@1.90, and gas coke, 9@10c a bushel. These prices are for coals delivered to the sidewalk in the down-town portion of the city. For hill and suburban delivery from twenty-five to fifty cents a ton must be added in most instances.

There is absolutely no change in the coke situation. More and more ovens are being fired, and this product is being placed on the market, though it has thus far had no effect upon the price. Foundry is quoted at \$2.00; the ovens and furnaces at \$1.50@1.65. The general market, of course, is very dull.

Cincinnati News Notes and Personals.

W. H. Warren, secretary of the New River Consolidated Coal & Coke Co., is spending a few days in Chicago.

John T. Hesser & Co. have added the Piedmont Colliery Co. to their list of mines from which they sell the entire output.

James A. Devine, manager of the Luhrig Coal Co.'s retail plant at Chillicothe, Ohio, was here for a few days early in the week.

Walter S. Howells, one of the most widely known men in the coal business, has resigned his position with W. H. Brown's Son and accepted a more

lucrative one with John T. Hesser & Co. as wholesale salesman for that concern in and around Cincinnati.

T. F. Farrell, traffic manager of the New River Consolidated Coal & Coke Co., is making an extended trip along the lakes on business.

P. H. Burlingham, of the Chesapeake & Ohio Coal & Coke Co., Cincinnati, has returned from the mountains of New York, where he spent two weeks with his wife, who is much improved in health.

Alexander Cunninghame, president of the Luhrig Coal Co., returned Tuesday from Cleveland, where he took a prominent part in a golf tournament. Mr. Cunninghame is one of the finest golf players in the country.

The Stevens Coal Co., one of the largest producers in the Kanawha district is building a new concrete power house at its mines and building a new pump boat at Cincinnati for use at the company's river tipple on the Kanawha. The pump boat will be very complete and will cost about \$3,000.

Capt. J. B. Seal and Major Gordon, both well known as former coal operators, have bought the Standard mine on Paint creek, on the Kanawha river and the Chesapeake & Ohio railroad, and will operate it from this time forward. John T. Hesser & Co. will sell the output of the mine.

The Hinsch Coal & Coke Co. of this city is at present very much troubled over a fire which is burning in its immense pile of nut and slack in its yard at the foot of Mill street. The coal took fire from spontaneous combustion, and it is likely that nearly the entire pile will have to be moved to save it.

The Campbells Creek Coal Co. has just completed its rail connections at its new mine on Campbells creek on the Kanawha river and Kanawha & Michigan railroad. General Manager Gillham says the company has its full share of the business that is to be had. Campbells Creek coal has been on the market for thirty-five years.

The Luhrig Coal Co.'s immense mines at Luhrig, Ohio, have been closed down all week on account of necessary repairs to the boilers. At first bad water injured the boilers. Repairs were made and then an engineer quit suddenly and a sub-engineer played havoc with them, closing the mine all week when the company is several hundred cars behind in its orders.

The contract to supply the Cincinnati public library with coal the coming year was divided between C. G. Blake & Co., and The Pocahontas Co., as these two concerns were a tie on their bids at \$1.90 a ton for smokeless nut and slack. The amount of coal required is 1,000 tons. The remarkable feature of this contract is that it was given to the highest bidders.

A large dealer and shipper who came down through the state one day this week gave it as his opinion that one of the principal reasons for the marked shortage of cars in the Kanawha district is that the Cincinnati, Hamilton & Dayton railroad now has hundreds, if not thousands of Chesapeake & Ohio cars sidetracked along its route between Cincinnati and the lakes, and is unable to move them. This, of course, cripples the equipment of the Chesapeake & Ohio to a large extent, and prevents the regular patrons of the road from getting their share of cars. The coal along the Cincinnati, Hamilton & Dayton is intended for lake shipment to the northwest.

G. S. Calder, manager of the Cincinnati Coal Co., is just back from a trip through the Pocahontas coal fields. While Mr. Calder sells a great deal of coal, he is interested in a patent binder for making briquettes, and has been trying to induce some of the large companies to go in with him and erect plants for the manufacture of smokeless nut and slack into briquettes, which, he claims, will sell for a greater price than lump coal, not cost as much, and at the same time utilize nut and slack which at present is unsalable. Mr. Calder says that the binder used in making most briquettes contains principally pitch, and therefore makes a great deal of smoke, while his binder does not use pitch, and is almost smokeless.

The Pocahontas Co., the new coal concern which has erected immense hoppers on Hunt street, has decided to build a roof over the entire plant so as to keep the stored coal in the hoppers dry at all times. A fourteen-foot sign will be placed on the side of the hoppers facing Walnut Hills and Eden Park, and a high, tight fence is being built to enclose the grounds of the company. W. DeL. Walbridge, president; T. R. Morgan and M. L. Conley, directors of the company, were here a few days ago and expressed themselves as well pleased with their plant and the outlook for business. Robert S. Magee, general manager of the company is working very hard to get his plant completed. He is already doing a good wholesale business.

Western General and Personal Notes.

G. H. Merryweather, of Coxe Bros. & Co., Inc., the Rookery, Chicago, has been taking his annual vacation this week.

J. D. Negley, coal agent of the Delaware, Lackawanna & Western at Hoboken, N. J., was in Chicago this week on a flying visit.

Capt. De Forest Pomeroy, of the De Camp Coal & Coke Co., Old Colony building, Chicago, is in Minneapolis this week on a business trip.

A. J. Moorshead, general manager of the Madison Coal Co., St. Louis, Mo., was in Chicago this week on a business trip for several days.

Alex. McD. Brown, representing Stone, Brown & Co., Union Trust building, Cincinnati, Ohio, was in Chicago during the week on a business trip.

M. M. Morrow, western sales agent for the De Camp Coal & Coke Co., with offices in the Old Colony building, Chicago, was in the city this week on a business trip.

Eugene Ambler, of Eugene Ambler & Co., Ellsworth building, Chicago, has returned from a trip to the mines in the southern part of Illinois which he represents.

The Augustus B. Wolvin recently arrived at Dock No. 1 of the North Western Fuel Co., at Superior, Wis., having on board a cargo of 10,500 tons of bituminous coal.

George H. Doan, president of the Burlington Coal & Coke Co., Old Colony building, Chicago, is in St. Louis this week in attendance at the Louisiana Purchase exposition.

A. W. Morse, formerly secretary of the Northwestern Retail Coal Dealers' Association at Minneapolis, was in Chicago the latter part of last week for several days on a recreation and business trip.

W. H. Scott, sales agent of the Lehigh Valley Coal Co., the Western Union building, Chicago, is on the sick list this week as a result of a severe cold which he contracted the latter part of last week.

W. J. Dillon, of Mitchell, Spalding & Co., Bedford building, Chicago, accompanied by Mrs. Dillon, has been in Canada this week taking a brief vacation. He will return to Chicago the latter part of the week.

J. W. Lowe, resident manager of Boyd, Stickney & Co., 175 Dearborn street, Chicago, is in the east this week on a short vacation trip and will spend most of his time with friends at Staten Island, New York.

John McGregor & Co. have removed their offices from the fifteenth floor of the Old Colony building, to suite 1160, where they have more convenient and better facilities for the transaction of their growing business.

George Gfroerer, city passenger and freight agent for the Southern Indiana railroad at Terre Haute, Ind., has resigned his position to become the manager of the Dickason Coal Co., which will shortly open an office in that city.

Benjamin Moore, president of the Chicago Coal & Coke Co., Old Colony building, Chicago, has returned from a prolonged business trip to Pittsburg and Charleston, W. Va., where he completed arrangements for the development of his West Virginia property.

The total receipts of coal at Ashland, Wis., during the month of August were approximately 100,000 tons, which was as much as was received during the month and a half preceding from the time of the opening of navigation. Most of the August receipts consisted of bituminous coal.

W. P. Whitsett, manager of the R. B. Whitsett Coal Mining Co., with a mine at Sullivan, Ind., has been obliged to resign his position on account of poor health and has gone to Carlsbad, N. M., where he will probably remain during the winter, and perhaps for a longer period.

A. L. Smith, formerly a resident of Toledo, Ohio, was recently in that city endeavoring to interest local capitalists in the Great Western Coal Mining & Development Co., of Tenino, Washington, which has acquired a large tract of land in that field and is developing the property.

Receipts of anthracite and bituminous coal at Superior, Wis., for the month of August showed a considerable increase over the month of July. The total receipts of anthracite coal were 128,297 tons, while the receipts of bituminous coal aggregated 443,768 tons. During the month of July only 56,465 tons of anthracite were received, while the receipts of bituminous coal were 514,180 tons.

It is reported that Myron J. Carpenter, vice-president and general manager of the Pere Marquette system, has resigned his position to engage in the wholesale coal business. Mr. Carpenter is well known to the coal trade of Chicago, having formerly been president of the Chicago & Eastern Illinois railroad, a position which he resigned several years ago before its absorption by the Frisco system.

Fred H. Harwood, coal traffic manager of the Illinois Central railroad, was recently in his old home, Evansville, Ind., and in an interview which appeared in the local newspaper called attention to the immense tonnage of coal required for fueling purposes by the Illinois Central railroad. He said that during the year just ended this railroad used 11,500,000 tons of bituminous coal which was secured from the mines along the road.

S. M. Dalzell, general manager of the Spring Valley Coal Co., Bedford building, Chicago, has been indisposed the past two weeks with a severe bronchial trouble, being unable much of the time to talk above a whisper. He does not know how he caught the cold, but has suffered quite severely with it. However, with his usual persistence he has refused to acknowledge that he was ill and has been at his office nearly every day while it has lasted.

Carl Scholz, general manager of the Rock Island Coal Co., the Coal Valley Mining Co., and other coal companies subsidiary to or related to the

Rock Island railroad, will remove his headquarters from Little Rock, Ark., to suite 1115, the La Salle street station, Chicago, where he will be more conveniently located for the transaction of business in connection with these companies. He will be in the new location on and after September nineteenth.

Col. Thomas N. Mordue, resident manager for Castner, Curran & Bullitt, Chicago, has returned from a business trip to Cleveland and other lake ports where he has been looking after the shipping interests of the company. He reports that vessels are offering freely, but owing to the large amount of tonnage which this company must move before the close of navigation in order to take care of its business it has been necessary to make provisions for increased shipments from now on.

Figures have been completed showing the arrival of anthracite and bituminous coal at Duluth, Minn., during the month of August. According to the figures furnished by the local custom house, the receipts of anthracite were 123,000 tons in August and 56,000 tons during the month of July, or only about 200,000 tons thus far the present season. The receipts of bituminous coal during the month of August amounted to 514,000 tons, an increase of 289,000 tons over the receipts during the month of July. It is reported that prospects for heavy shipments during the remainder of the season of navigation are considered as very favorable.

Coal shippers at the head of the lakes continue to report light orders from tributary territory. One of the leading shipping agents in Superior was recently quoted as saying: "I suppose the tardiness in sending orders on the part of our western customers can be attributed to the dull times. They put off ordering coal until the last moment. In this western retailers are making a mistake. The result will be that we will receive all of the orders in a bunch and at a time when the railroads are straining every effort to take care of the grain traffic and using every available car to accommodate this trade. When the coal orders come in there will be no cars and western dealers will be obliged to wait for their consignments of coal."

A number of Chicago coal men have organized the Arvada Coal Mining Co. to develop coal mines on the Burlington & Missouri railroad, fifty miles from Dietz, Wyo. The company has secured a tract of 2,200 acres along the line of the road and has purchased the old shaft of the Wyoming Coal Co., on the property, which has a small output of coal, which will be increased. The officers of the company are as follows: President, Lucius G. Smith, Chicago; treasurer, Charles T. Champion, Chicago; secretary and manager, J. S. Gill, Chicago. The board of directors elected is as follows: C. B. Elbert, Guy Gibson, L. G. Smith, C. T. Champion, F. L. Jewett and J. S. Gill. The Chicago Title & Trust Co. is the registrar of the stock of the company.

At a meeting of the special committee appointed by the general picnic committee of the Chicago Coal Exchange held last Friday noon the matter of endowing a bed for the benefit of coal men in one of the leading hospitals of Chicago was considered and it is probable that arrangements will be made with St. Luke's hospital to this end. Such a bed can be secured in this hospital, which is non-sectarian, and one of the best in the city for \$300 per annum, and while no definite arrangements have been completed, it is thought this will be done. In all probability arrangements will be completed by October first. It is hoped to maintain the bed in perpetuity by obtaining a handsome profit each year as a result of the annual picnic held under the auspices of the Chicago Coal Exchange.

Milwaukee is about the only port on Lake Michigan to show an increase in its coal receipts during the month of August. Figures which have been completed for the month of August show that the total receipts of anthracite and bituminous coals amounted to 542,229 tons, as compared with only 331,597 tons for the corresponding month a year ago. Arrivals one day the latter part of the month recently amounted to 26,772 tons. The total arrivals of coal, lake and rail and all-rail at Milwaukee for the year amounted to 1,550,950 tons in 1903, as compared with 1,384,939 tons for the same period in 1904. This is a slight decrease for the present year, but not as much as has occurred at other important lake ports where such coal is received both lake and rail and all-rail.

Donald Sage, of Sage & Co., Ellsworth building, Chicago, returned the early part of the week from a trip with the Chicago Automobile Club, of which he is a member, to Grand Rapids, Michigan. The Chicago Automobile Club was the guest of the Michigan organization for three days the latter part of last week and the members were entertained in royal style. Races were held at Grand Rapids, in which the Chicago men participated and captured a number of prizes. The weather was ideal throughout the meeting. Mr. Sage came in second in the race from Grand Rapids to Holland, Mich., a distance of thirty-five miles, last Sunday, with his Rambler. The whole Chicago club participated in this race and the machine which won first place in this race was a Locomobile of large horsepower. Mr. Sage made the trip of thirty-five miles, counting all stops, in an hour and twenty minutes.

Harvey Wallace, salesman in Indiana and Michigan for Boyd, Stickney & Co., 175 Dearborn street, Chicago, met with a rather serious accident at South Bend, Indiana, last Friday and only escaped death by a miracle. He was in a bus riding from the station to his hotel, when the bus was struck by a special passenger train on the Grand Trunk railroad in that city, throwing him head foremost through one of the windows. It is probable that the force of the compact between the train and the bus saved his life, as this resulted in his being thrown through the window out of danger of being run over. However, he sustained severe injuries to his head and legs and arms. It was feared at first that he had also sustained severe injuries internally, but an investigation at the South Bend hospital proved that this was not true. Mr. Wallace returned to Chicago the early part of the week still suffering from his injuries and will probably be confined to his home several days yet.

Western Coal and Coke Notes.

New Western Enterprises.

The Girard Coal Co. was recently formed at Girard, Kan., with an authorized capital of \$25,000.

The Roseland Coal Co. has been incorporated in Chicago with an authorized capital of \$25,000, the incorporators being E. M. Shenstone, F. F. Teasdale and A. J. Borgmeister.

The White Ash Coal Co. has recently been formed at Columbus, Ohio, with an authorized capital of \$10,000. The incorporators of the company are: S. A. McManigal, M. U. Ricketts, M. L. Phelps and W. W. Daniel.

The Lake Creek Coal Co. was recently incorporated at Marion, Ill., with an authorized capital of \$100,000, for the purpose of mining coal. The incorporators are: W. W. Whittington, John Colp and W. G. Cochran.

The Umpqua Coal Co. has recently been incorporated at Roseburg, Ore., with an authorized capital of \$50,000. The incorporators of the new company are: George W. Demmick, James S. Hildeburn and Albert Abraham.

The Harrisburg, Eldorado & Raleigh Gas, Coal & Coke Co. was recently incorporated at Harrisburg, Ill., for the purpose of mining coal. The authorized capital is \$150,000 and the incorporators are: Samuel C. Cover, Harry H. Johns and Marshall A. Rusk.

The Evansville & Ohio River Coal Co., of Evansville, Ind., is making extensive improvements in its new mine at Epworth, on the Dummy line. The shaft and tippie when completed will be among the largest in the state. Electricity is to be used in the operation of the mine, and it is expected that the work will be completed within forty-five days.

General Western Coal and Coke Notes.

The Kinmuddy Coal Co., of Kinmuddy, Ill., recently increased its capital stock from \$20,000 to \$30,000.

The smokestack of the Center Coal Co., of Des Moines, Iowa, was blown down recently, caving in the roof of the engine room and greatly damaging the hoisting machinery.

Several hundred miners at the Coal City mine, Coal City, Ill., went on strike recently, after the operators refused to reinstate a driver, who, the miners alleged, had been discharged without due cause.

It is said that Byron Seevers, one of the prominent coal operators of the old Mahaska field in Iowa, is interesting himself in the coal lands in the Des Moines field with the intention of establishing a big mining camp.

A very important meeting of the Maple City Coal Co. resulted in the election of the following officers: F. M. Hallan, president; W. H. Woods, vice-president; Samuel Murray, general manager, and E. D. Porter, secretary and treasurer.

The Canton Coal Co., Canton, Ill., has sold its mine west of that city to W. D. Myers, who will operate it, although the company will continue to sell the coal. It will also open a mine on the C. L. Whitnah farm, a short distance south of Canton.

The Northwestern Macoupin Coal Co., which has been drilling for coal in Palmyra, Ill., state that a five-and-a-half-foot vein of coal was found at a depth of 280 feet. The coal has been analyzed, and is reported to be one of the finest coals in the state.

Nearly all the coal mines on the south end of the Chicago & Alton railroad, which were closed the greater part of the summer, recently resumed operations. This means a boom in business, although the grand rush will not take place until cold weather comes.

The Cass River Coal Co., of Saginaw, Mich., recently made a remarkable record in sinking a coal shaft at its operations at the southern end of the city. The first spade full of earth was turned on August first and the coal was reached on the morning of August thirty-first.

Upon the refusal of the Colfax Consolidated Coal Co. to provide its miners with free transportation to and from its mines at Andersonville and Seevers, Iowa, several hundred of the miners have gone on strike. The mines, however, are running with the men residing at the mines.

The Northern Pacific Coal Co.'s representatives in the west have concluded a conference at Tacoma, Wash., with the miners, at which a new wage schedule was agreed upon and a contract made for a term of years on that basis, granting a slight increase in wages. Several hundred miners are affected.

The coal mine operators of Montana and the United Mine Workers of America for district 22 have come to an agreement, which will take effect October first and continue for one year. There has been no change in the matter of wages, but changes have been made in the conditions under which the mines are to be operated.

Fifteen hundred acres of land owned by the Elkhead Anthracite Coal Co., of Colorado, have been sold. The price paid is reported to have been \$150 per acre. This is only the beginning of a number of purchases to be made by a large company which was recently incorporated in New York for the purpose of acquiring coal lands in Routt county.

Cleveland and Smithfield, Ohio, parties will operate the Holmes Co. coal mine, north of Killbuck, Ohio, formerly owned by G. C. Quillen, and they are making great progress toward getting in the necessary tracks that will have to be built to move the coal from the mines to the railroad. The company expects to start business within a few days and will give employment to a large number of men.

A tract of 2,000 acres of bituminous coal land at Steamboat Springs, Colo., was recently sold to Iowa investors, principally Cedar Rapids men.

The tract is situated in a part of the state where there is a large supply of coals, the veins running to great depth and the quality being excellent for steam and domestic purposes.

The Frank Mining Co., of Frank, British Columbia, is building a large brick power house to commence the operation of another coal mine shaft in that town. This is situated about half a mile from where the great slide disaster occurred in April of 1903. This company has a pay roll of over \$25,000 per month, the coal which it produces being of the very finest quality for steam purposes.

The Hillsboro & Southwestern railroad has filed articles of incorporation in the office of the secretary of state of Illinois, at Springfield, with an authorized capital stock of \$100,000, the object being to construct a railway from Hillsboro to Alton, Ill. The incorporators and first board of directors are: Frank P. Blair and Fred A. Chapman, of St. Paul, Minn.; Alexander W. Crawford and Charles C. Terry, of Girard, and Frank T. McDavid, of Hillsboro, Ill.



Movement of Coal Through the Sault Ste. Marie Canal.

The movement of anthracite and bituminous coal through the Sault Ste. Marie canal, to September first, 1904, as compared with the same period in 1903 and 1902 was as follows.

Description—	To Sept. 1. 1904.	To Sept. 1. 1903.	To Sept. 1. 1902.
	Tons.	Tons.	Tons.
Anthracite	518,574	645,894	107,608
Bituminous	2,355,166	3,976,210	2,878,659

The anthracite tonnage this year shows a reduction of 127,320 tons as compared with 1903. The reduction in the bituminous tonnage this year was 1,621,044 tons, compared with 1903 and 523,493 tons compared with 1902, which shows a considerable shortage.



Anthracite Production in August was Light.

The August output of anthracite was the smallest since February and 800,000 tons less than the month a year ago. The comparison by months in tons:

	1904.	1903.	1902.	1901.
January	4,134,235	5,964,950	4,538,138	5,183,392
February	4,326,269	5,070,608	3,741,253	4,098,968
March	4,375,033	5,211,450	3,818,767	5,002,315
April	5,486,000	5,004,998	4,924,830	3,715,295
May	5,285,079	5,156,449	1,708,892	4,693,562
June	5,728,795	5,436,497	92,203	4,755,748
July	4,623,227	5,377,496	250,079	3,698,814
August	4,331,854	5,169,402	300,774	4,710,517
Total, eight mo.	38,290,492	42,391,849	19,374,936	35,858,621



Prevailing Wagon Prices at Chicago.

	Dealers' Wagons. Per ton.
Grate	\$6.50
Stove	6.75
Chestnut	6.75
Egg	6.75

BITUMINOUS.

ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg	3.50
Carterville stove, washed No. 1	3.50
Carterville nut, washed No. 2	3.50
Westville-Danville domestic lump	3.00
Danville lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.	
Brazil Block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.25
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00

OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00

PENNSYLVANIA COALS.	
Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

WEST VIRGINIA COALS.	
Black Band	\$5.00



THE BLACK DIAMOND IS THE OFFICIAL NEWSPAPER OF THE FOLLOWING ASSOCIATIONS:

The Illinois Coal Operators' Association

President, O. L. Garrison, St. Louis, Mo.; Vice-President, Jos. A. Agee, Chicago, Ill.; Secretary-Treasurer, E. T. Bent, Oglesby, Ill.; Recording Secretary and Secretary of the Commission, C. L. Scroggs, Chicago, Ill.; Commissioner, Herman Justi, Chicago.

The Indiana Coal Operators' Association

President, J. C. Kolsem, Terre Haute, Ind.; Secretary, Philip Penna, Terre Haute, Ind.

The Iowa Coal Operators' Association

President, C. H. Morris, Des Moines, Iowa; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa, Iowa; Treasurer, T. W. Carpenter, Des Moines, Iowa; Commissioner, John P. Reese, Albia, Iowa.

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NOW THEY have it that Senator DAVIS has accumulated \$150,000,000 in his treasury within the past seven years. Where, Oh, where is the treasury located? Probably Senator DAVIS would like an answer to that question himself.

HAVE YOU seen any Omaha coal men lately? There is a broad smile on the face of the entire fraternity. The railroads raised the freight rates on coal to that city, but thought better of it later on and have restored them to the old basis.

IT IS ASSERTED there are 3,115,000,000 tons of workable coal in the bituminous district contiguous to Terre Haute, Ind. And yet a large number of newspapers are endeavoring to create the impression that we will soon run out of fuel and be obliged to use "mud" for heating purposes. Did you ever hear of such foolishness?

THE GRAND RAPIDS (Mich.) *Post* has its war paint on and is planning for a grand raid on the anthracite region, tomahawk in hand. In a recent editorial it advocated the public licking of the anthracite coal operators. In all probability the *Post* editor is one of the kind that likes to call a man a liar over the telephone, but when a man walks into the office and asks for a retraction, with blood in his eye, he can not do too much to placate him. A licking! The *Post* could not lick a green postage stamp.

Western Mines Should Restrict Output.

A crucial point has been reached in the western coal trade, from the standpoint of production in Indiana and Illinois. Practically all eastern bituminous coals in western markets are on a steady to firm basis, with prices reasonably profitable to the producers. Some western coals are being sold in the Chicago market at figures that net an actual loss to the producing companies. The cause of these conditions is plainly to be found in the fact

that eastern tonnage is almost wholly restricted to orders in hand, while considerable western tonnage is sent to Chicago to be sold in the open market, no matter at what price.

Western producers have the correction of these conditions in their own hands. They must refrain from shipping coal to Chicago, unless they have it already sold, or they will continue to keep this market on a demoralized basis until late into the winter. Now is the time to restrict the shipments, such restriction to continue for a week or ten days, until the market has safely recovered from the slump which has prevailed all summer, or until the demurrage "free" coal has been cleaned up. Let every producer in the states of Illinois and Indiana confine his shipments to the orders actually placed with him for the next two weeks, and on the coal that is shipped the remainder of the year he can make a profit. Let him continue to ship coal here to a market already somewhat demoralized and which has been demoralized since April first and it may not recover before the advent of the new year.

These are the conditions which western coal producers are facing. If they have sound judgment they will recognize them. If they are after tonnage and not profits they will continue to unload their coal at any price and at any old place.

The present situation of the market is critical for the reason that we are feeling the first active demand that has been experienced the past six months. A market on the rebound is always weak. A few cars of coal at sacrifice prices will return it to the old basis. The restriction of the output will help to further stimulate it. We believe that every coal producer in the states of Illinois and Indiana can see wherein his interests are to be best conserved. We believe that every coal producer, if he does see the point, ought to know how to act. It is a very simple proposition: Don't ship coal to Chicago unless you have orders in hand for it.

A Departure in Industrial Education.

Here is a departure in educational methods which ought to result in better business men, if it is properly taken advantage of. JOSEPH WHARTON, founder of the Wharton School of Finance and Commerce at the University of Pennsylvania, has recently raised the endowment of the school to \$500,000. In consequence of the larger resources of the institution it has been reorganized and a series of new courses has been added which will mark a distinct step forward in the educational policy of this university. The college year at this institution begins September thirtieth and in the first two years of the course the work includes Economics, Commercial Geography, Money and Credit, Banking, Advanced Accounting, Commercial Law, Field Work in Industry, and other studies which are common to the university grades. In the third year the choice along the lines of business education widens. There are courses in Industrial Management, Manufacturing and Merchandising, Insurance, Railroad Transportation, Auditing and Public Finance. The course devoted to transportation is probably the most important. It is devoted to the organization and operation of railroads, to rates and traffic management and to railroad accounting. The course devoted to insurance includes a study of the subject of fire, life, marine and miscellaneous forms of assurance. Instruction in all of these higher business grades will be furnished by experts who are practical men of business and who have earned success and occupy a high position in the world of industry. Heretofore experience has been the only teacher of business methods. A young man who desired to gain success has been obliged to spend from five to fifteen years working up from the lowest rung of the business ladder, through the intermediate steps, until he reached the top, before he was entrusted with the management of large affairs. Few young men have stepped from college into the management of large corporations or large interests, because it has been found that they were not competent to take on these duties. Now they will be able to prepare themselves and step into the business world fully prepared to manage large interests.

If the Wharton School of Finance and Commerce ever devotes itself to the coal mining industry and especially the sales end of the business, it is to be hoped that it will instill two or three important points into the minds of its students. One of these important points is that when production is in excess of demand, coal can not be sold at a profit. Another is that through coöperation of coal-producing interests better and more stable profits are obtained. Of course, the relation of the coal industry to the transportation problem is an all important step, upon which it is not necessary to dwell.

The Wharton School of Finance and Commerce is a sane step in the right direction. There is a field of work as broad as the country for such an institution. THE BLACK DIAMOND hopes that it will meet with success and that its endowment will be increased from time to time till it reaches a point where its influence will be felt throughout the entire realm of business in this country.

The Different Methods Employed in Prospecting for Coal.

Written for The Black Diamond by Edward Christman, of Massillon, Ohio.

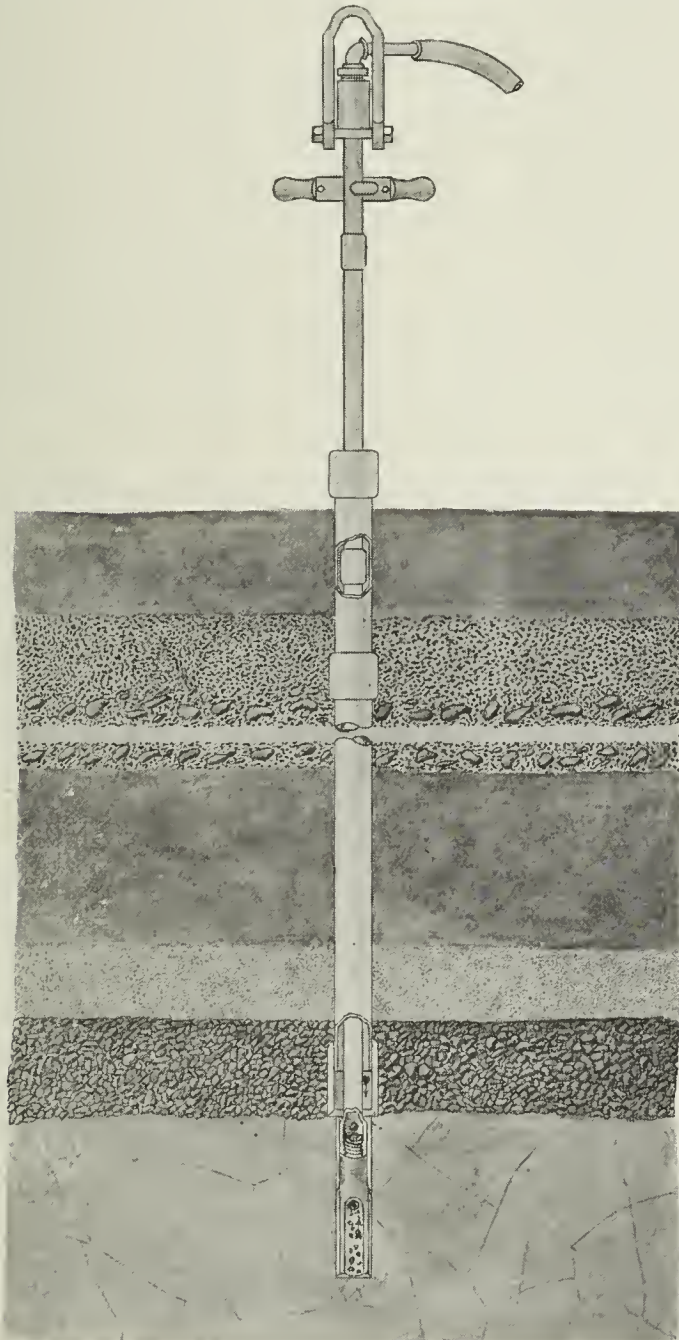
In the development of mineral property, and especially coal lands, one of the most important features is the preliminary prospecting by which the extent and value of the deposits are ascertained. Usually, in developing coal properties, the first step is to secure options on the land most desired, which is generally done by a local prospector who is familiar with the topography of the country and can select land accessible by railroad.

After the options are taken they are turned over to a consulting mining engineer, who is asked to make a report on the property. In order to do this in an intelligent manner he must have the land prospected, either by drafts, if the coal is above drainage, or by test holes, if the vein is beneath the surface. The drilling of these test holes is the most important of all the preliminary work, because, by them the thickness of the vein is ascertained and also any irregularities located. These holes are drilled in various ways, but usually by hollow rods, core or cable drills.

How Hollow Rod Drilling is Done

A hollow rod drill has the motion of an ordinary churn drill, the rod being hollow, the same as for a core or jetting drill. The bit has holes bored from opposite sides intersecting with one in the center, and leading to the hollow rod. The drill is rotated by means of a handle on the drill rod and the mode is very much the same as the churn drill. In the rod next the bit there is a steel ball which forms a valve and as the rod rises and descends all the material is drawn into it and discharged at the top through the discharge hose.

With this system the operator can see at all times just what he is drilling. As the cuttings are brought to the surface through the rod there

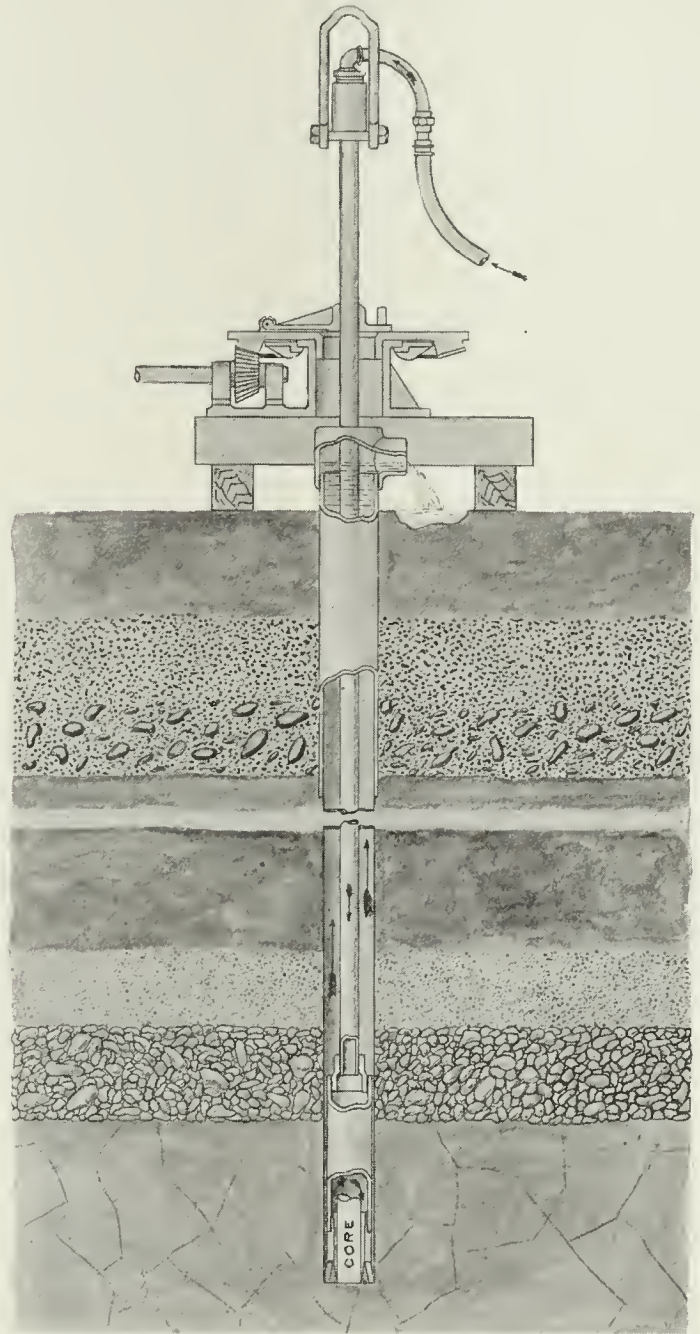


HOLLOW ROD DRILL.

is no chance for them to be washed away by the water. The water flows in the opposite direction from that of a core or jetting drill; that is, it enters the rod at the bit and is discharged at the top of the rod, while in all other modes of drilling the water is forced in at the top of the drill rod and discharged at the bit.

The bit is screwed into the drill rod, which is made in suitable lengths for convenience. These drill rods are made of double extra strong or

hydraulic pipe for the first five or six lengths, in order to get the necessary weight on the drill. After the first five or six lengths ordinary extra heavy pipe is used. At the top of the drill rod is fastened the swivel-head and drill-handle. By means of this drill-handle the drill is rotated by the drill operator, who has perfect control of the cutting edge of the



CORE DRILL.

bit. To the swivel-head is fastened a rope connected to a spudding device on the drill which produces the motion of the tools.

A stream of water is allowed to flow by gravity into the drill hole and as the drill rod rises and descends, enters the opening in the bit together with the chips or cuttings from the rock, and is forced in rapid manner to the surface; the speed it travels depends on the number of strokes of the drill per minute, the length of the stroke, amount of water which is in the drill hole, depth of the same and amount of loose cuttings in the hole. A deep hole usually produces more water per stroke of the drill than a shallow one, as there is a greater amount of submergence.

In case there is a slate or shale directly over the coal, by drilling a short distance at a time and being careful to note any change in the cuttings, a man with a small amount of experience can test coal by this system. All the material being pumped into the rod at the bit makes it impossible to lose the cuttings. Thus a reliable test can be made.

The Modus Operandi in Core Drilling

The principle of a core drill is the rapid motion of a hollow bit which may be set with diamonds, rotated on steel shot or have teeth or cutters, or are furnished with any other means of cutting the rock. The bit is screwed to a core barrel or cylinder sufficiently large to receive the core and of a somewhat smaller outside diameter than of the bit. To the top of the core barrel is screwed the drill rods.

As the drill rods are rotated and fed downward the bit passes into the rock, cutting around the center portion of it; this being undisturbed passes into the core barrel as the rod descends. At the top of the drill rod is attached a water swivel with connection to a steam pump by which

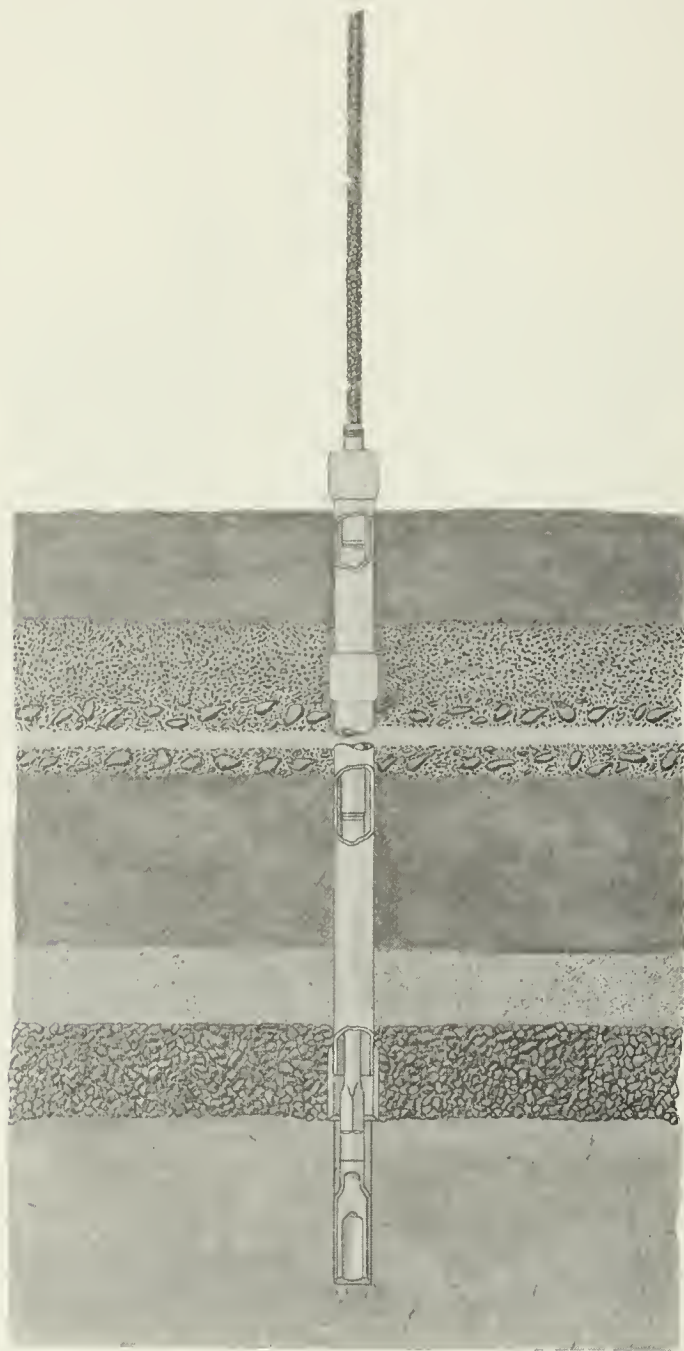
a constant stream of water is forced through the drill rods, thereby keeping the hole clear of sediment, which is forced by the water pressure up, around the outside of the rods, to the surface. The general principles of all core drills are practically the same. All use a rotary motion, a core barrel to receive the core, a water swivel at the top of the rod, and all force the water into the drill rod at the top.

Description of the Diamond Bit

The diamond bit is a steel cylinder having irregular rows of diamonds imbedded therein so that their edges form a cutting surface larger than the outside diameter of the bit. With the steel shot process a cylindrical bit is used very similar to a diamond bit before being set with diamonds, a plain steel shell screwed into the bottom of the core barrel. The cutting is done by rotating the bit on steel shot, the small point of contact cutting the rock.

A steel cutter bit, instead of being set with diamonds or rotating in steel shot, has a saw toothed edge of hardened steel, which, when rotated, cuts ordinary soft rock, but can not be used on hard rock advantageously as the cutters wear or break, causing the work to progress slowly.

In all rotary processes where a core is desired it is necessary to remove the drill rods, core barrel and bit in order to secure the core. In order



CABLE DRILL.

to tell the exact thickness of different strata, as they are drilled through, it is necessary to have the water return to the top of the drill hole, because by sediment and color of the water this can be determined. It can also be noted by the "run of the machine" or the way the bit cuts. In case there is a crevice in the rock which allows the water to escape so that it does not return to the top, the thickness can be ascertained by the core, providing the rock has not many partings. Where the material is soft and full of partings it is difficult to secure a perfect core. This depends, to a great extent, on the size of the drill hole, the material to be drilled, the drill operator and many other conditions. The amount of core secured by a core drill varies from fifty to ninety per cent of the distance drilled, depending very much on conditions stated above.

A core drill is most efficient in drilling hard material where a core is desired, but is more expensive to operate than either the hollow rod or cable drill. The necessity of resetting and renewing the bits and replacing broken or lost diamonds, the frequent withdrawal of the rods to remove the contents of core barrel, together with the first cost of the equipment, are the principle items of cost.

In drilling soft shale, fire clay, slate, coal or any soft substance, it is

very difficult to get a perfect core of the entire strata, as the rotary movement of the core barrel, together with the water which flows downward toward the bit, have a tendency to crumble or break the core, which once broken continues to grind or pulverize the balance.

There are core barrels made which have an inner tube that rotates on a ball bearing, which is said to be a great help in getting a perfect core. A core drill is not practical where there are thick deposits of clay, sand, quicksand, gravel and boulders, as the soft material caves in the drill hole and jams the drill rods.

The rotary movement, however, can be used sometimes to a very good advantage by attaching it to the stand or drive pipe and by turning it and forcing water into it at the top, the pipe can be lowered through ordinary alluvial deposits.

Description of Cable Tool Drilling

In drilling with cable tools the process is the same as an ordinary churn drill. The string of tools, consists of a drill bit, drill stem and rope socket, to which is attached the drill rope or cable, which reaches to the top of the drill hole. The tools have a reciprocal motion which is secured by a spudding device in shallow holes and usually by a walking beam in holes of any great depth. As the drill cuts into the rock the rope is fed by means of a temper screw or other suitable device. When the material thickens or the drill has descended for several feet it becomes necessary to remove the drilling tools and pump out this mass of cuttings. This is done by means of a sand pump or bailer, which is lowered into the drill hole. It usually has a valve at the bottom which opens as the pump descends and closes as it ascends, thus bringing up the sediment. The operator is able to get a sample of the rock which is being drilled, but he can not tell accurately the thickness of any stratum which is drilled.

An experienced drill operator can usually tell when there is a change from one stratum to another, but the drill rope is very liable to stretch several inches, therefore the driller is at a loss to get the exact thickness of any stratum.

Cable tools are better adapted for drilling artesian wells or holes for oil and gas, or where it is desirable to have tools of a large diameter or to go to a great depth.

With any of these processes the coal can be tested to get the thickness of the vein and quality, but the ones most satisfactory are the hollow rod and core drills. With a hollow rod drill the operator can test the exact thickness of a vein of coal and under favorable conditions is not liable to make a mistake, the coal entering the rod as fast as it is cut makes it impossible to lose it by being washed into crevices in the rock.

In the use of the core drill it is necessary to drill a hole of large diameter if a perfect core is desired, and this, together with the slow progress usually made with a core drill, increases the cost of the drilling.

The responsibility for an intelligent report depends, to a great extent, on the man who has charge of the drill. If you intend to purchase a piece of machinery you can look it over, and if there is any part deficient it can be rejected. It is not so with a test hole. You can not see into the ground and are not able at all times to get all of the core from the drill hole, therefore, one must rely on the report made by the driller. Is it not important that he should be an honest man?

Much Other Information Necessary in Testing Land

It is the driller who looks to the interest of his employer who watches for every indication of a change in the material from one drill hole to the other; also notes streams of water, pockets of gas, the presence of quicksand, gravel or any other information which would be valuable in sinking shafts, air shafts or erecting foundations for heavy machinery. He does not try to do a great amount of work, but does it well, knowing that the mistake of but one or two inches in the thickness of a vein or strata may lose the operator thousands of dollars in paying a high price to mine it. Also, if he should be mistaken in the depth from the surface to the vein, it may prove very expensive, as the operator may be obliged to haul his coal or pump his water at a great disadvantage. A driller who is able to give accurate reports furnishes reliable data and the operator can from this information, operate his mine in the most advantageous manner.

In drilling test holes through alluvial deposits where it is some distance to bed rock, it is highly important that the driller be able to ascertain the exact thickness and conditions from surface to bed rock as quite often the material varies a great deal in very short distances, and if the driller in making his report is able to detect these changes he may be able to save large amounts of money and much valuable time in sinking shafts through this material. Any one who has had experience either in drilling or sinking shafts through quicksand will admit that it is rather a tedious operation, and quite often a reliable report as to the exact extent or thickness of this material would be of much value.



Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York. During the past week a number of steamers have been chartered to take coal to Cuban and Mexican ports at rates recently quoted. Among these charters was the fixture of steamer August Belmont, 2,976 tons register, from Philadelphia to Tampico at \$1.40. The majority of the boats fixed for above trades were those that had in view timber or cotton from the Gulf to the United Kingdom or the continent.

There is a little more inquiry for steamers to take coal to South American ports, but no fixtures have been reported in this direction. The Mediterranean and far east situations are unchanged. We would quote freight rates by steamer as follows: \$1.25@1.30 to Havana or Matanzas; \$1.60@1.70 to Cardenas; \$1.50 to Cienfuegos; \$1.40@1.50 to Port of Spain, Trinidad; \$1.50@1.55 to St. Lucia; \$1.40@1.45 to St. Thomas; \$1.60 to Barbados; \$1.35@1.40 to Kingston; \$1.25 and port charges to Curacao; \$1.95@2.00 to Demerara; \$1.70 to Bermuda; \$1.35@1.40 to Tampico; \$1.35@1.40 to Vera Cruz; 8s@8s 6d to a direct port in the Mediterranean, not east of the west coast of Italy, Spain excluded; \$5.00 to Manila.

Schedules in the Inland Coal & Coke Co. Receivership Matter.

An interesting history of the condition of the Inland Coal & Coke Co., which formerly had offices in the Tribune building, Chicago, and which passed into the hands of the Royal Trust Co. as receiver in March of this year is contained in the schedules filed with the referee in bankruptcy, Frank L. Wean, Monadnock building, Chicago. According to the schedules of liabilities now filed with the court, the indebtedness of the company, including two alleged preferred claims, aggregates \$45,623.24. It is said that there are something like twenty or more of the creditors who have not yet filed claims, which, in all probability will bring the total liabilities up to \$55,000 and perhaps in excess of this sum.

The receiver seems to think that about all that will be realized out of the estate will be \$8,000 from the sale of stock on hand, furniture and machinery, and from the accounts due to the bankrupt company.

Of the available assets of the company, it is claimed that a considerable portion may be expended in litigation over the alleged preferred claims which have been filed with the court. The receiver has already filed objections to allowing these claims, amounting to something like \$25,000, and it is probable that the litigation will continue in the courts until a large part of the money has been expended. Should the alleged preferred claims be disallowed finally by the court, if they are valid, it is probable they would still participate in the general distribution of the estate by the receiver. How much the creditors will ultimately receive out of the estate must be based upon the action of the court. If the preferred claims are allowed there will not be a sufficient sum of money to pay them, and other creditors will lose every cent of their accounts. If they are disallowed and participate in the estate pro rata with the other creditors it is probable that no one will realize over ten or fifteen per cent of the amount owing them at the time the company went into bankruptcy.

The two preferred claims set forth above have been filed by Bernard & Franklin, shippers of coal, Ellsworth building, Chicago, and the Chicago Junction Railway Co.

Nature of the Alleged Preferred Claims.

Edward F. Franklin makes affidavit in presenting the alleged preferred claim of this copartnership that the bankrupt company owes to Bernard & Franklin \$8,336.29 with interest from April first, 1904, at five per cent per annum, and in addition to this \$3,401.35, being an amount guaranteed to be paid by the said copartnership (Bernard & Franklin) to the Chicago Junction Railway Co. as freight on coal. There are no setoffs or counter claims, and it is asserted that the said amount is evidenced and set forth in the statement of account which is marked Exhibit A, which gives the items of the claim. It is alleged this is a preferred claim, prior to any other claims, on the ground that the said co-partnership paid for the said bankrupt the sum of \$3,400 to release a lien of the Hamilton National bank upon the assets of said bankrupt, and the sum of \$5,423.39 was paid to release a lien of the Chicago Junction Railway Co. upon the assets of the said bankrupt.

C. C. Chace, auditor of the Chicago Junction Railway Co., presents the affidavit of that corporation alleging that its claim amounting to \$13,402.15, with interest from April first, 1904, at five per cent per annum, is a preferred claim. It is alleged that this represents freight and money paid out and expended by the claimant for the said bankrupt. Of the above amount it is alleged that \$3,238.99 was for freight, guaranteed by Bernard & Franklin, but which has not been paid. \$2,771.16 is said to be due for coal on the dock at the time Bernard & Franklin made the guarantee and \$467.83 was due on coal then under the control of the Chicago Junction Railway Co., being undelivered and upon which the Chicago Junction Railway Co. had its carrier's lien. In addition to these two alleged preferred claims, forty-four other claims have been filed by various coal firms located in nearly all parts of the country. The total of these claims is \$20,484.65, and it is believed there are something like twenty claims which have not yet been filed, which will bring this total up to nearer \$30,000. This belief is substantiated by the statement of the bankrupt, which was filed shortly after the receivership proceedings were instituted, which gave as one item of the liabilities "unsecured claims, \$32,977.02." Generally the unsecured claims in such cases run up to the expectations of the bankrupt and sometimes they are in excess of filed statements, so that the estimate that \$10,000 in claims remain unfilled is probably a most conservative one.

Nature of Some of the Unsecured Claims.

Among the claims filed are several of interest, including one for \$462.83 filed by the landlord of the building where the company had its office; one for \$100 filed by the International Mercantile Agency; one for \$1,560 filed by J. H. Hiland, who is supposed to be the father of one of the officers of the corporation.

The largest individual claim outside of the two alleged preferred claims referred to is that of the McLeish Coal Mining Co., in the form of two claims, one of \$2,017.19 and the other of \$1,800.00. There are fifteen claims which each amount to over \$400.

The scheduled assets of the bankrupt, which were filed at the time of the bankruptcy proceedings, are enumerated as follows: Stock in trade \$20,642.58; machinery \$1,595.25; open accounts \$7,037.59, or a total of \$29,275.34. The receiver has made two reports showing that he has realized \$6,896.18 and \$167.75 from the estate, but explained that some of the coal which had been sold constituting the first item had been refused by the purchaser and although it had been sold over several times no one had yet been found to take it, which reduced the actual amount received by \$2,000. The receiver through an official of the Royal Trust Co., placed the whole amount as likely to be realized from the estate at something like \$8,000. He was not prepared to say what the creditors would receive from the business.

The Inland Coal & Coke Co. was formed by Percy Whitehead and Harry Hiland as the principal stockholders. Others may have been interested, but they never appeared prominently in the affairs of the company. The com-

pany was in business not quite a year, when on petition of Edward Menkin, an attorney representing three of the creditors, filed March fourteenth of this year, its affairs were placed in the hands of a receiver. Percy Whitehead is now said to be exploiting the American Coal & Coke Co. in West Virginia, and Harry Hiland is in the employ of a Chicago coal firm.

The Sargent Gauge for Chimney Drafts.

The importance of being able to tell at a glance the chimney draft is fully recognized by the operating engineer. The necessity of knowing the pressures maintained, where quantities of air are moved, is becoming more apparent to ventilating engineers.

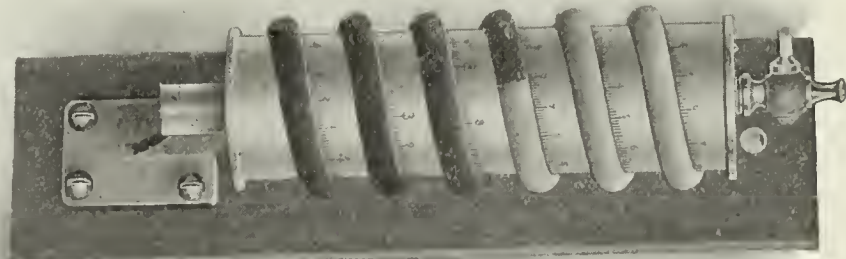
In testing gas engines for their thermal efficiency, the pressure of the gas as well as the barometer readings must be accurately recorded if correct results are desired.

For such purposes an ordinary "U" shaped glass tube has been used and the difference of the level of the liquid in the two legs taken as the pressure. Aside from the fact that one can seldom read closer than quarter of an inch on account of the menisci varying with the direction of movement of the liquid and that you must take two readings and add or subtract to get the correct result and that the tube is fragile and often gets broken, the device gives good results.

In order to read closer than quarter of an inch, a glass tube has been used in an inclined position giving ten inches travel for one inch rise. This makes the readings finer, but limits the range for practical purposes, as a tube showing a difference of pressure of six inches would be five feet long.

The necessity of accurate determinations and the desirability of a strong, portable, direct-reading, ornamented, unbreakable draft gauge or manometer, which can be mounted on a gauge board and which can be read to one hundredth of an inch and of a capacity of six inches pressure or vacuum, led to the invention of the instrument herewith illustrated.

It consists of a nickel-plated brass cylinder, closed at both ends, encircled with a spiral groove in which is wound a transparent flexible cellinoid



THE SARGENT DRAFT GAUGE.

tube, the bottom end of which is cemented in and communicates with the interior of the brass chamber.

An extension of its lower head passes through the bracket, which supports the gauge, yet allows it to be revolved at will, around its vertical axis. The whole device is mounted on a handsome finished board or can be attached to a gauge board if desired.

A small hose cock to which a rubber tube can be attached, admits pressure through the top head of cylinder. Distilled water, usually colored is put in the cylinder through this cock until the zero mark is reached on the scale.

Pressure will cause the level of the liquid to ascend in the tube and for every inch of vertical rise, it will travel around the cylinder, a distance of about nine inches, which is divided into 100 equal parts. The angle of the tube is such that the plane of the meniscus is radial, making close reading possible.

The cylinder can be rotated so that level of the liquid comes on the front side.

Rarfaction causes the liquid to descend, and by adjusting the cock, any degree of steadiness of the level in the tube may be obtained. The upper end of the tube is closed with a screwed brass plug and the inlet cock is shut when the gauge is carried about, maintaining the liquid in place without danger of spilling.

As the tube is tough and elastic, it is not liable to be broken. The whole device is three inches in diameter by about twelve inches long and weighs about three pounds. The instrument was invented by C. E. Sargent, of Chicago.

Announcement is made this week of the resignation of William Campbell, general freight agent of the Chicago & Eastern Illinois railroad, and his acquiring an interest in the Mester Coal Co., Bedford building, Chicago. Mr. Campbell is one of the best known of western railroad men. He has been identified with the Chicago & Eastern Illinois railroad for a number of years in an executive position and has been connected with rail lines for more than twenty years. He has accepted a position as vice-president of the Mester Coal Co. and will have charge of the large steam business of the company, while Mr. Mester will devote himself to the dealer trade and the country business.

Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, Sept. 15.

The fact of the fall season being practically now at hand, when the trade generally gives some thought and attention to the stocks of coal in yards and their condition to meet the winter's needs is slightly stimulating the demand for anthracite at this time. While the effect on shipments so far has been principally to the line territory, which is always the first to reflect an increased demand from the consuming trade, owing to the restricted facilities for storing the product with this class of buyers, the improvement also augurs in favor of other territory which must shortly call for more supplies to meet the season's requirements, as stocks on the whole are not heavy. At tidewater the market is very quiet, and naturally so, as this business was the last to feel the summer dullness this year and has been pretty well supplied with coal for present needs. The low ocean freights, however, now prevailing on outside boats which are seeking charters is inducing an occasional order for the sound and shoal-water ports and is of about sufficient volume to keep things moving. The tonnage going forward coastwise to the east is comparatively small to that which has been shipped since the first of the year and companies having their own vessel service find difficulty in keeping them employed in some cases. This will, no doubt, soon change, as with a better movement of soft coal in that direction now developing, it must also affect anthracite.

Tonnage of Anthracite Arriving Still Restricted.

The tonnage arriving from the mines is still of a restricted nature, readily absorbed by the demand, keeping the market very strong and in a healthy condition. Everybody is looking toward a revival of interest in hard coal as the temperature lowers, and with colder weather should produce considerable activity, which is confirmed by conditions now existing. An effort is being made by certain shippers to increase their tonnage on the steam sizes to the territory supplied by the New York, New Haven & Hartford railroad in the east by a slight reduction on rates made via all-rail shipments, and it is thought they have in a measure been successful and thereby also relieved producers of these coals, which continue plentiful. The output at the mines last month amounted to 4,331,834 tons, and it is not likely this tonnage will be exceeded in September unless the trade demands an increase. The producing companies continue to restrict their product in various ways most suitable to their interests, to actual requirements. The local market is quiet, though at retail business is slightly more brisk. This also applies to New England territory, New Jersey and New York states. The natural growth of this business is of sufficient proportions to give all shippers more orders than for the preceding year.

Demand for Bituminous Coal on a Healthier Basis.

In the soft coal market along the Atlantic seaboard factors are reporting slightly better conditions; that is, there is more demand and it is of a healthier character than it was, though prices are unchanged. The general report seems to be that while mines have been curtailing their output for several weeks past, they are now operating on fuller time and gradually increasing their product as the trade demands. Shoal-water ports are being heard from in the way of finishing up their usual winter supply of coal, where shortages still occur, and on such orders coming forward are placed limitations of freight, and it is believed that even further reductions than the rates specified should be procured, which with the demoralized condition of the freight market, notwithstanding the Carriers' Association, does not seem to be out of the way. Some producers are complaining at the all-rail business to the New England market, that it is affecting them in the tide shipments. This class of trade, although dating back one or two years, was of rather small volume at the commencement, but it has gradually increased to where most of the trade is feeling it and is unable to place the business to its entire satisfaction. It would appear as if these conditions had come to stay, subject, of course, to the main line roads continuing on a combination rate available for such competition. It is a question that will have to find its own level, consumers desiring this service on account of the smaller but continuous deliveries and the placing of coal directly on their sidings without the re-handling necessary with water shipments, which also breaks up the coal and produces a small percentage of loss. In times of car shortage shipments in this way will undoubtedly be curtailed, as was the case early this season, though this curtailment then did not disturb this class of trade to any great extent.

Seaboard Carrier's Association Boats Still Tied Up.

There was a report that the Coastwise Carrier's Association was to have held a meeting in Boston on the tenth, but up to this writing the details have not come out. Judging by the appearance of the weak coastwise freight market at present, the results of the reported agreement of the Carriers' Association to tie up and hold fast until October first appear ineffective and natural laws of supply and demand are likely to govern.

Trade in the far east shows an improved condition in the way of demand. Quite a few orders are coming in the market from that territory that were unlooked for. These are principally upon old business, though some new business is also reported. Along the sound trade is quiet in lower ports. The upper ports report little more activity. New York harbor is quiet. Prices remain unchanged and but little business is being transacted. The all-rail market is maintained at fair activity and prices are strong.

Transportation from the mines to tide is good and outside of an occasional complaint at the Sunday shut-down of the shipping ports, where it affects a special shipment, nothing is heard. Cars are in full supply. In the coastwise vessel market vessels are sufficient for all needs and brokers are obliged to look for charters continuously to keep their vessels going. We

quote as follows: From Philadelphia to Boston, Salem, Portland and Bath, 75c; sound ports, 60c; Lynn and Newburyport, 85c; Portsmouth, 80c; Saco, 90c and towage; Gardiner, 80c and towage; Bangor, 85c. New York freights to all points around the cape are fifty cents.



Buffalo and the Lakes Trade.

BUFFALO, N. Y., Sept. 15.—(*Special Correspondence*).—Buffalo coal sales agents are in a happy mood this week and there is only one thing that could cause it—an improvement in the coal market. The anthracite market remains about the same that it has been for the month, except that there is a good prospect of an improvement in the trade before long, due to the coming of the consuming season. The soft coal men, however, are reporting an improved demand and more orders; the price remains unchanged. Coke also is showing an improvement this week. There is considerable trouble in getting cars at the ovens, which has a good effect on the situation here.

The lake trade continues to be the most important part of the local anthracite business. It shows a small gain over last week, but both weeks are far behind the figures set for the same period a year ago. The opinion is becoming fixed that the present season will show a decrease from last year in the lake business. The docks at the upper lake ports are kept pretty well filled with coal, so that the end of the season will not see any more of a rush up the lakes than in 1903.

The rates for coal continue the same as for the past several weeks; thirty cents to Lake Superior and forty cents to Lake Michigan. But the number of cargoes is far short of the number of vessels offered for the trade, and it is hard for vesselmens to get cargoes enough to go around. The list of charters for the past few days is short, but it is to be noticed that all the cargoes are of good size, there being an unusually small number of small cargoes. This would indicate that the smaller docks have now received their supplies, and that the bulk of the shipments henceforth to the end of the season will be to the larger ports and in the larger vessels. But it is hard to get these larger cargoes as is indicated by the fact that one of the big boats was reported up the lakes this week with only a partial cargo.

Shipments for Past Week Showed Slight Gain.

Shipments of anthracite coal by lake for last week amounted to 98,105 tons, as compared with 87,186 tons for the preceding week. Last week's shipments were distributed as follows:

	Tons.		Tons.
Chicago	47,950	Menominee	1,000
Superior	15,200	Racine	900
Milwaukee	12,800	Gladstone	800
Duluth	10,950	Port Colborne	605
Green Bay	4,900		
Manitowoc	3,000	Total	98,105

The line orders for anthracite continue to be steady. No change is expected in this branch of the trade until the burning weather begins. Retailers have put in their stocks, and they are supplying the immediate demand out of that supply. The retail trade shows only the regular light demand, and the coal wagons are not seen on the streets much yet.

The bituminous trade shows up much better, in contrast to what it has been, than anthracite, but of course the former was much worse than the latter. Improvement is the keynote of the situation in the soft coal market. While there are some that are not very sure about the signs, the larger companies are not slow in reporting that the situation is improved over what it has been. This has been looked for, but it was rather slow in coming. There are more inquiries and more orders coming in by letter this week. But the situation has not bettered enough yet to warrant any advances in price—these are expected to come later.

Trouble Experienced in Getting Cars at the Mines.

One of the bright stars in the bituminous coal firmament is the trouble experienced in getting cars at the mines. Several of the sales agents here are in receipt of replies to letters asking why their orders were not filled, to the effect that there is much trouble in getting cars, and especially gondolas. This has been approaching for some time, but the situation has become worse this week. A car shortage is always regarded as a good thing by the coal men, until it becomes so serious that they can not take care of their orders. Just at present it is very welcome, as it tends to tighten up the local situation and thus materially better the market. There is no surplus coal here and the trouble at the mines will make the consumers hustle for a supply. The chief effect of the car situation so far has been to lessen the amount of coal on the docks used for fueling boats.

The mine representatives report they are running their mines on fuller time now than for the past few months; some mines that have been closed have been opened again or will be opened soon. The coal men, however, are not going to repeat their error of last spring in overcrowding this market with coal.

Coke Market is Showing an Improved Tone.

The coke situation is also improving and more orders are coming in. There is usually an improvement in the coke market at this time of the year, due to the general resumption of activity in foundries and machine shops. This same cause, which operated to the benefit of the bituminous market, has also acted favorably on the coke market. Prices have not improved as yet, but they must soon, when slack begins to get more scarce and the car situation gets worse.

The Rochester & Pittsburg Coal & Iron Co. report this week that it

has resumed the making of crushed coke to supply the regular demand which comes with the approach of colder weather and the use of fuel for heat. This product is retailing here, delivered, for \$5.00 per ton.

It has been learned here that the Frick Coke Co., is in the market for coke and is buying considerable. This company is regarded as a conservative concern, and so this fact is regarded as significant of better times in the coke market.

The Morlock Coal & Coke Co. has engaged Will Dounce, formerly a prominent coal dealer of Elmira, to go on the road as sales agent, and he has taken up his duties.

W. H. Truesdale, president of the Delaware, Lackawanna & Western railroad, was in the city on Wednesday, making a thorough inspection of the Buffalo terminals of the road. Many improvements, previously described in this correspondence, are being made or contemplated and President Truesdale was here in that connection.

The F. P. Weaver Coal Co., reports that it will soon begin sending coal across Lake Erie from Conneaut to Port Stanley in bulk cargoes, instead of in cars on car ferries. This route for sending coal into Canada was first used a year ago, and has been found to be a good one.

The Transportation ball game between the fat and lean members of the Transportation Club was pulled off on Saturday before a big crowd. The day turned out to be a hot one, and the fact told in favor of the cadaverous looking men, and the men of the avordupois lost the struggle by a score of 27 to 15. Mayor Knight, of Buffalo, pitched the first ball. The feature of the game was the base running of the fat men.

Boston and the New England States.

BOSTON, MASS., Sept. 15.—(*Special Correspondence.*)—Tidewater ports in this territory are generally well supplied with anthracite and are indifferent as to their future needs. The all-rail trade, however, is looking up and calling for a considerable tonnage in a small way to meet the current requirements of consumers, which are now developing and are likely to increase as the season advances. At retail there is a considerable demand and while all-rail stocks are not heavy, owing to limited storage facilities and the varied interests of many dealers which prevent them from pushing the coal business during the summer, the volume of trade will increase from day to day, as many of the coal bins are said to be still bare. Buyers, too, are anxious to put in such additional supplies as they have room for, in anticipation of this condition and the possibility of delay in transportation later on. The larger proportion of this trade is now being supplied directly from the mines on account of there being less breakage to the coal and the smaller shipments available are more satisfactory, being affected to a less extent by interruption to transportation during the winter. Receipts of anthracite at Boston for August, according to the Boston Chamber of Commerce, show a falling off of 60,000 tons from the July figures and the same amount from the corresponding month in 1903. Prices at both wholesale and retail are well maintained and show little if any deviation from the circular. Local dealers report a fair business, but the fall demand has not yet fully set in.

In the soft coal market there is a little better feeling as regards the future and more business is also coming in at this time. This is really not surprising from the fact that this territory has been taking but limited amounts of coal all summer and most of the trade think that this is the commencement of better things, especially as a considerable tonnage will be required for the winter's needs, providing consumers require anywhere near their normal supply. According to the figures of the Boston Chamber of Commerce the receipts of soft coal at Boston via water during August amounted to 273,279 tons, a total of 1,666,575 tons for the eight months of the year, showing a slight increase over 1903. The increase for the month, however, as against August last year was 77,000 tons and 48,000 tons over July, 1904, indicating that shipments are on the increase. The bulk of this tonnage has come from Virginia cape port shippers, who have most of the contracts in this territory and therefore have not had much effect upon the Philadelphia and New York markets. It is also thought that these increased shipments of Pocahontas and New River coals have caused some reductions in the all-rail tonnage, though strong effort was made to keep this business at normal. The vessel situation is easy and rates unchanged. New York to Boston and adjacent points, 50c; Philadelphia, 75c, and the further lower ports, 85@90c.

The Philadelphia Coal Trade.

PHILADELPHIA, PA., Sept. 15.—(*Special Correspondence.*)—Anthracite trade conditions show little change from last week and the market continues entirely on a weather basis. The demand for all-rail shipments to interior points is developing somewhat more actively, dealers evidently desiring to increase their supply to meet current requirements, which are commencing to show a substantial increase and promise well for the future. Most of this business has been well supplied with a little coal, but as a large proportion of it is transient, or of a hand-to-mouth character, dealers are not carrying large stocks, consequently the regular fall demand is almost instantly reflected in the wholesale market. At retail trade is slightly more brisk and dealers report a good run of orders, many of them for a full winter's supply, where the storing of coal had been neglected earlier in the season. Some tonange continues to go forward beyond the capes of the Delaware, but this business is now very light and is merely to piece out the season with. An occasional cargo to some shoal-water port is called for, but generally this class of trade is well supplied. Stocks in first hands are not heavy and in some instances were reduced during August slightly, indicating that the consumption was fully up to production during that month. The output of coal this month will also be light, producers recognizing the situation and being desirous of keeping the market in a healthy condition, they will restrict the tonnage to actual requirements.

The bituminous coal trade is slightly improved in current demand. Pro-

ducers, who were compelled to shut down their mines or curtail their product by shorter working time all summer, are again enabled to operate on a better basis and in some cases are running at about normal. The demand, which is certainly greater than it was, is taking about all the coal now produced and is of a healthy character and comes from all parts of the consuming territory, with the exception of tidewater shipping ports, which are still inactive. Prices, however, show no change and continue at the low figures prevailing for some time past. With an increase in production at the prevailing prices the question of cost naturally arises and some discussion in regard to future is now being indulged in by the large factors. Prices prevailing now have been largely forced by West Virginia coals, where the mining rate is fifty to fifty-five cents against sixty-two cents in the central Pennsylvania field where the men work only eight hours per day. This means a difference in cost of at least eighteen cents in favor of the former coals and the question naturally arises is how to reduce this cost in order to meet competition and yet avoid labor troubles. The matter will no doubt have to be adjusted in some way before wage contracts are made next year. Transportation from the mines on coal is good and cars are in ample supply. The vessel market is unchanged from last week.

Receipts of All Kinds of Coal at Boston.

E. G. Preston, secretary of the Boston Chamber of Commerce reports receipts of domestic anthracite and bituminous coal at Boston, Mass., during August and since January first, this year, as compared with the same period the previous year, as follows:

	—1904—		—1903—	
	Month.	Year.	Month.	Year.
Anthracite	139,012	1,393,840	198,952	1,485,387
Bituminous	273,279	1,666,575	196,198	1,521,661
Receipts of provincial soft coal for the year to September first, 1904, were 359,751 tons as compared with 434,155 tons for the same period last year.				

Pennsylvania Coal and Coke Shipments.

The Pennsylvania Railroad Co.'s statement of the coal and coke originating on its lines east of Pittsburg and Erie for the week ended September third with comparisons, is as follows:

	1904.	1904.	1903.
	Week ending	Year to	Year to
	Sept. 3.	Sept. 3.	Sept. 5.
Anthracite	96,186	3,019,685	3,109,855
Bituminous	559,221	17,901,750	18,745,863
Coke	179,153	5,607,341	6,748,465
Total	834,560	26,528,776	28,604,183

New York Central Coal and Coke Tonnage.

Coal and coke tonnage originating on the New York Central railroad in the Beech Creek region of Pennsylvania for the week ending September seventh, the year to that date and the corresponding period in 1903 was as follows:

Coal tonnage for week.....	122,868
Total for year 1904.....	4,841,927
Total for last year.....	5,255,060
Coke tonnage for week.....	422
Coke tonnage for year.....	18,255
Coke tonnage for last year.....	78,020

West Virginia Geological Survey.

The West Virginia Geological Survey recently issued a new volume to meet the public demand for information relative to petroleum and natural gas, which contains much of the general information embodied in Volume I, with the records of oil and gas well borings practically all new matter. Quite a number of records from the Pennsylvania oil fields are given, including that of the deepest well in America, published for the first time, so that much of interest may be found in its pages. Full information about the methods of measuring the flow of gas from wells, pipe lines, etc., is also contained in this volume, together with careful analyses which show the composition of West Virginia natural gas, and a republication of Prof. Francis C. Phillips' exhaustive paper on the "Chemical Composition of Natural Gas." A full list of precise levels and bench marks, established in the state by the United States Geological Survey, up to January first, 1904, is also added. The price of this volume has been fixed at \$1.00 per copy for the paper binding and \$1.25 for the cloth, which of course is much more durable, delivered to purchaser free of postage or express charges.

Sloss mine No. 1 at Bessemer, Ala., shut down a few days ago for repairs and will remain so for about a week, or until the repairs can be made. This mine has been running full time and will continue to do so, after repairs have been completed.

The Southern railway recently increased the rates on coal to the Carolinas and points in the southeast, from the Jellico, Middlesboro and the Pioneer groups five cents on the ton. Coal operators, especially the Jellico operators, who were the most affected, put up a strong fight, but were unable to prevent the increase from going into effect.

Eastern General and Personal Notes.

L. F. Bader, general sales agent of the Mahoning & Lake Erie Coal Co., of Cleveland, Ohio, was in New York city for several days last week in the interest of his company.

William H. Sayre, first vice-president of the Lehigh Valley Coal Co., is again back at his desk attending to his official duties after having spent a month in the Adirondack mountains enjoying a rest.

H. N. Hartwell, of H. N. Hartwell & Son, New York, left the first of the week for Providence and Boston on a business trip to confer with his son, who has charge of the company's interests in the east.

H. R. Reese, a prominent coal dealer of Syracuse, N. Y., was in New York city for several days the early part of the week in connection with his business and also visited some of the popular summer resorts while here.

E. B. Thomas, president of the Lehigh Valley Coal Co., who has been spending the past six weeks in Europe, recreating, returned home last week greatly benefited by the trip and well equipped physically to attend to his official duties.

William C. Atwater, of William C. Atwater & Co., Inc., New York city, returned on Wednesday last via steamer Majestic, after spending a month abroad on a vacation. He returns in good health and is looking remarkably well physically.

R. H. Williams, of the firm of Williams & Peters, returned home on Monday last via the steamship Cedrie, after an absence of two months abroad. Mr. Williams has been greatly benefited by the trip and is in splendid physical condition.

The St. Lawrence Coal Co., at Montreal, Canada, is a new corporation in the coal trade with a capital of \$500,000, to mine and prepare coal for market and manufacture coke, iron, etc. The incorporators are James Robinson, G. A. Forbes and C. Brandeis, of Montreal.

W. DeL. Walbridge, for many years president of the American Coal Co. and more recently also president of the Pocahontas Co., which has opened offices in Cincinnati, Ohio, spent most of last week in the Queen City in the interest of this company, returning to New York on Monday, of this week.

The Water Front Coal Co. is a new concern with offices at Norfolk, Va., having a capital of \$10,000, to engage in the coal business. The officers of the company are J. C. M. Hauckel, president; Hugh N. Page, of Norfolk, vice-president and general manager, and O. W. Guy, secretary and treasurer.

John H. Meyer, of Meyer, Denker & Hoering, who has spent several months in the mountains for the benefit of his health, and who closed his office at No. 1 Broadway, New York, during his absence, is again back at his desk attending to the duties of the company, much refreshed from the rest.

John T. Davis, manager of the Davis Colliery Co., of Elkins, W. Va., who became ill with typhoid fever about two weeks ago while in New York city on a visit, is said to be doing nicely and his early recovery is hopefully looked for. Mr. Davis is favored in his illness by general good health and a strong and rugged system.

R. C. Luther, vice-president of the Philadelphia & Reading Coal & Iron Co., who has been in Europe most of the summer for the benefit of his health and to secure a much needed rest, is again back home attending to his official duties in connection with the company and as a member of the conciliation board, apparently in the best of health.

T. B. Davis Jr., assistant manager of sales of the Consolidation, Fairmont and Somerset coal companies, is again back from Europe, where he spent three months in recuperating his health. Mr. Davis is in splendid shape physically, deriving much benefit from the spas and climate abroad, enabling him to take up his duties again with his usual zeal and vigor.

A member of the New York coal trade reports as an instance in connection with the dullness of the demand and its effect upon the coastwise vessel market that on one day last week he counted fourteen vessels in Portsmouth (Maine) harbor and only one under charter. The balance were tied up, apparently for lack of business, and to secure the maintenance of the Seaboard Carriers' Association rates and terms of loading and discharging.

President E. B. Thomas, of the Lehigh Valley railroad, issued a circular last week announcing the resignation of Rollin H. Wilbur, general manager, and the abolition of that office, effective October first, after which date all communications heretofore addressed to the general manager will go to the president's office. The announcement came as a surprise and marks the retirement of the Wilbur family from the management of the Lehigh Valley Co.

William C. Atwater & Co. made record shipments on their Pocahontas coal during the month of August, the tonnage exceeding all previous monthly shipments for total output of the mines as well, also, over the Norfolk piers. The total tonnage shipped for the month amounted approximately to 100,000 tons, of which 47,000 tons were shipped to tide, the balance to line points, the west, and to supply railroads. This company having a fuel supply has contracted with the railroads for 30,000 tons monthly as a minimum.

Coal shipments over the Chesapeake & Ohio railroad during the month of July amounted to 600,911 tons, exceeding those of the corresponding month in 1903 by 184,000 tons. This is a remarkable showing, considering that the tonnage in July of last year was of normal proportions and indicates the growth of this region and the cause for the excellent statements of earnings, recently issued, made by the company. Coke shipments fell off somewhat in July, aggregating only 15,118 tons, as against 32,582 for the same month last year.

With the payment on September ninth of the recently declared semi-annual dividend of two per cent on the first preferred stock of the Reading Co the voting trust of the corporation was dissolved. The affairs of the

company will in the future be in the hands of the shareholders. The voting trustees, J. P. Morgan and Frederick P. Olcott, of New York, and C. S. W. Packard, have acted as guardians for the stock since 1896. In that year it was stipulated that until four per cent had been paid on the first preferred stock for two consecutive years, all the shares should be controlled by the voting trustees.

A meeting of the coal operators in the Pocahontas and New River fields was held at Philadelphia last week and adjourned to reconvene the following day at New York city. The general coal situation in those fields was discussed and the question of advancing prices f. o. b. Norfolk and Newport News to \$2.50 was taken up, but no definite action was taken in regard to it. There seems to be some doubt as to the advisability of making any change at this time and the question will likely be determined at a conference to be held later. The bunkering prices for the year at Virginia Cape ports were decided upon and are \$2.95 per ton. This is fifteen cents below the figure last year.

The production of anthracite during the month of August amounted to 4,331,854 tons, as compared with 5,169,402 for the same period in 1903. This shows a reduction of 837,548 tons. The shipments of prepared sizes of coal last month were 3,874,770 tons, or 89.45 per cent of the total output. This is very high as compared with the proportions in the past and no doubt is due to the fact that most of the washeries are closed down and a large percentage of the smaller coals is being used at the mines for steam purposes. The total tonnage for the eight months of the year is 38,212,288 tons, as against 42,431,849, for the corresponding period last year, 19,374,936 tons in 1902, and 35,858,621 tons in 1901.

With the purchase of the Pittsburg Terminal Railroad & Coal Co., the West Side Belt Road and its branches, including all the associated companies of the coal company and the rolling stock, by the Wabash interests last week was consummated one of the most important coal deals in recent years. Frank Osborne originated the above company some years ago and at one time it was reported sold to the Pittsburg Coal Co., but through dissenting interests the deal fell through. The property is said to be a good one and carries a high grade coal. It covers 15,000 acres of coal in fee simple; 1,000 acres in surface land and thirty-six miles with valuable terminals in Pittsburg and Clairton. The price paid was \$12,000,000 and the deal gives the Wabash the advantage of a large coal tonnage for immediate shipments to the consuming trade in that territory.

Forty types of pumping machinery at the St. Louis exposition are described and illustrated in a handsome pamphlet, 8½x12 inches in size, now being distributed by the International Steam Pump Co., of 114 Liberty street, New York city. Under this heading are included not only the many types of pumps exhibited, but also air compressing and steam condensing apparatus, cooling towers, vacuum machines, water meters, etc. The processes in which these machines are employed on the exposition grounds, such as timber preserving and refrigeration, are fully explained and diagrams and graphical charts are employed to illustrate the design and arrangement of the apparatus. A striking view of the cascade is shown on the cover and the immense Worthington turbine pumps, by which the water is supplied, are described in the text. This publication is distributed gratis.

At a recent meeting of the Penfield Coal Co., held at its office at Ridgeway, Pa., it was decided to equip its mines, located at that place, with modern electric haulage at once. Dullness in the trade will not deter the company from making the improvements and, indeed, there is all the more reason on this account to push the work in order to reduce the cost of production. The coal on this property produces a very high grade of coke, comparing favorably with the Connellsville product, and the erection of ovens in the near future is contemplated. The Goodyears are already coking this coal at Tyler, as also is the Pittsburg, Shawmut & Northern railroad interests, which will ultimately mean a string of ovens twenty miles long, extending from Caledonia to DuBois. The Pennsylvania railroad (formerly the Allegheny Valley) traverses the entire valley, though two other lines now tap the basin and a third road is likely to be built. The coal in this basin when first discovered, some twenty-five years ago, was condemned and little development work was done at that time. More recently, however, a number of large interests, such as the Goodyear's, Proctor Estate, Arnold interests and the Pittsburg, Shawmut & Northern have made full investigation, proving the coal to be of a very high grade. They have all taken up large holdings in that district, being convinced that the coal wealth in the basin is phenomenal.

The funeral services of the late Senator A. E. Patton, who died on Monday of last week, were held at his late residence at Curwensville, Pa., on Saturday, September tenth, and proved to be a magnificent demonstration of the high esteem and favor in which he was held by his many friends and associates in life, who will always remember him as a whole-hearted, generous and impulsive man. Between three and four thousand people assembled at the Patton residence and at the Academy of Music, where a memorial service was held, the sorrowful expression on all faces, indicating that the great loss sustained was fully realized. The following fraternal societies, of which Mr. Patton was a member, were fully represented at the last service: The Masonic Blue Lodge, Knights Templar and Odd Fellows, and the fire company of his native town. A large delegation from the senate of Pennsylvania was present, together with many of the more prominent men in the coal trade, with whom he had been intimately associated for many years. Among the latter were the following: Hon. James Kerr, Rembrandt Peale, T. H. Watkins, F. E. Herriman, Colonel Spangler, Sam Heilner, S. H. Hicks, D. G. Thompson, John Peale, Alexander S. Murphy, J. H. Lumley, E. Forrest Powell, W. A. Lathrop, James Cowie, D. Duncan, Mr. Yates, and many others, besides the large attendance from the local districts and Clearfield county, his native birthplace and home.

Retail Coal Associations of the United States:
Retail Coal Dealers' Association of the New England States.
Retail Coal Dealers' Association of Illinois and Wisconsin.
Mid-State Retail Coal Dealers' Association.
Northwestern Retail Coal Dealers' Association.
Wholesale and Retail Coal Dealers' Association of Ohio.
Michigan and Indiana Retail Coal Association.
Coal Dealers' Association of Iowa and Nebraska.
Ontario Coal Association.
New York and Pennsylvania Retail Coal Dealers' Association.

A DEPARTMENT
For the
RETAIL TRADE

CURRENT NEWS AND COMMENT IN THE
RETAIL COAL TRADE SUGGESTIONS AS TO
ADVANCED BUSINESS METHODS THAT
HAVE BEEN TRIED AND HAVE PROVED
SUCCESSFUL—PERSONAL NOTES OF CHANGES
IN THE TRADE—HINTS CONCERNING
PROPER ADVERTISING. : : : : : : : : : :

There are various schemes that can be resorted to by the coal merchant who feels that he is not getting his share of business, in order to build up trade. The first point in adopting schemes of this kind is to attract attention to the coal business of the man who is anxious to secure new customers and to make friends among consumers whose patronage is desired. In covering these two points it is necessary to adopt original ideas. One must get out of the beaten path and do something that no one else in that locality or town has done.

Schemes to Increase
the Business of the
Retail Coal Merchant.

At this season of the year a scheme should be adopted which is appropriate to the time of the year. One good plan is to inaugurate a voting contest in your community.

This can be done very easily and the expense need not be very heavy, but at the same time the scheme should be of such character as to attract attention.

One that can be employed with good results is to secure a glass fruit jar, either one or two quarts, and fill it full of fine coal, anthracite and bituminous mixed, with the particles of coal of different sizes, so that anyone making a guess as to the number in the jar must absolutely guess at the result.

That there may be no charge of collusion and that the guessing contest may be conducted in the fairest possible manner, secure the services of the local editor and the local preacher while you fill the jar.

Take them with you into the yard and fill it in their presence, first with a handful of bituminous screenings or fine coal and then with a handful of anthracite, until it is full to the top.

After placing on the cover tightly, attach a sheet of paper about two inches wide with mucilage to the top and to the sides. After this has been done have the committee consisting of the editor and local minister write their names on each side of the attached flap of paper, as a guarantee that it has not been tampered with and will not be until it is opened for the final count.

The local editor has been suggested as one of the committee for the reason that if you interest him in this matter he is likely to allude to the contest frequently in his paper and you will receive a large amount of free advertising from such allusions.

How to Conduct the Guessing Contest.

Conduct the guessing contest in this way: With every purchase of coal, during the next thirty days advertise that you will give a ticket permitting the holder to guess on the contents of the glass jar, for each ten cents represented in the purchase money.

For instance, if a consumer comes in and buys a ton of coal costing \$3.50 give him thirty-five tickets, each of which will entitle him to one guess on the contents of the can.

Display the can prominently in the window of the office with a placard attached telling the conditions under which the guesses can be made.

Then open a guess book. As soon as the guess-cards are turned in register them with the name of the one making the guess, his address, the date when the guess was made, and the number guessed.

Special tickets on very thin pasteboard can be printed to be issued for this purpose at a small expense. In order that you will not run out of them you had better have five thousand printed in the first lot.

Putting this guessing contest on the basis of one guess for every ten cents expended for coal may seem rather foolish to some of the coal merchants, but when they understand the plan it will not seem so foolish.

The idea is not to limit the contest to those who merely buy coal of you, but to extend it to every man, woman and child in the community, with the understanding that the guesses must be registered at your coal office.

If a ticket goes with every ten cents spent for coal your regular customers will have a large number which they will never use. After registering as many guesses as she can think of Mrs. Jones will ask Mrs. Smith, if she does not want to make a guess on the coal.

Mrs. Smith to please Mrs. Jones will say that she does in most instances and Mrs. Jones will give her several tickets.

Then Mrs. Smith gets interested. The tickets have not cost her anything and she will decide that here is a chance to get something for nothing, so she will come to your office and register several guesses.

That is just what you want her to do. You want her to come there so you can become acquainted with her, so she can see what kind of a yard you have and in order that sooner or later you may be able to get some of her business.

And thus it will go through the whole community. Every customer who buys coal of you and obtains from thirty-five to seventy or eighty tickets with his purchase will distribute these tickets far and wide, purely for the purpose of inducing other people to make guesses.

Whether these tickets should be issued only with cash orders or with both cash and credit orders must depend upon the judgment of the dealer. If he is desirous of establishing himself on a cash basis he should only issue them where cash accompanies the order and have it thoroughly understood that this is one of the considerations. This will induce some of his credit customers to pay cash for coal and if he works a few schemes of this character he can induce all of them to do so in the course of time.

Care should be also taken in advertising this plan to have it understood that all ticket holders, whether they bought coal or the tickets were

given to them, are particularly requested to come in and make a guess or several guesses to the number of the tickets which they hold on the contents of the can. Unless this point is emphasized some of the diffident ones may not take advantage of the guessing contest, and the main point at all times is to secure as many guesses as possible.

Another point to have in mind is to announce definitely when the contents of the can will be counted, by whom and where.

If it is possible have the count take place in the open air in front of your office, where everyone who is interested can witness it.

This will bring a crowd to your office at the windup of the guessing contest and will also be good advertising.

By the way, there is one point that was overlooked. After the guess has been registered return the tickets to the one making the guess with instructions that they are to be kept until the result is announced.

Now as to the prizes to those who guess the actual or nearest to the actual number of particles of coal in the can.

Should Offer at Least Three Different Prizes.

There should be at least three prizes. If the dealer handles several different kinds of coal he might advertise a ton of anthracite, delivered free of all cost as the first prize; a ton of smokeless coal, under the same conditions, as the second prize and for the third prize, a ton of some cheaper grade of bituminous coal.

There should also be an announcement as to the division of the prizes that will be made in case there are several guesses which are tied for first, second or third place. In that case either an extra ton of coal can be supplied or the prizes can be divided.

If the merchant is in a community where he feels that there will be a wide interest in his guessing contest he might advertise to give two tons of each of the different grades of coal to those who are successful.

It would look much better to offer two tons if his business will permit him to do so; that is, if it is large enough. In a small country town of three or four hundred inhabitants he could hardly do so, but in a town of 3,000 or 4,000 inhabitants he would find that the gains which would come to his business from the guessing contest would be so large that this would be practicable and he would net a substantial profit.

A guessing contest is a modern method of stimulating business, but at the same time it is a very effective means of doing so. Nearly everyone labors under the impression that he is either lucky or that his judgment is better than that of his fellows.

A guessing contest appeals to either one of these characteristic traits of human nature. The lucky man will squint one eye at the can of coal, think of the first numbers that come into his mind and will jot them down as his guess.

The man who considers his judgment paramount will look at the bottom of the glass jar, count the number of grains of coal in any given space, estimate what the actual contents are from this and jot down his guess, taking four or five additional guesses for the sake of entrenching himself should he be a few hundred grains out of the way.

Secure Advertising from the Result Free of Charge.

After the guessing contest has been decided get the local paper to write it up as a matter of news. Give the names of those who successfully made guesses, when their guesses were registered and if possible find out how they happened to hit the lucky number. In addition give the smallest and the highest guess, without giving the names of the unfortunate ones, the number of guesses that were registered and any other little facts of interest to the public.

A guessing contest of this kind starts slowly. The first week few people pay any attention to it. The second week there are more guesses. The third week those who have been unable to secure guessing slips buy coal for the purpose of obtaining them, and the fourth week it will require the time of one man to take charge of registering the guesses as they come in.

In the meantime the coal office has been made the center of attention. The coal merchant and his guessing scheme are talked over at night at the corner grocery and in the sewing society until news of the novelty of the contest travels to every part of the county, and people call at your coal office to learn about it whom you never heard of before. It can be worked about once in a community and will attract wide attention and prove a good business getter, but if it is tried too often it will fail on the second or third time, and then some other scheme must be devised to take its place.

Giant Car Mover is a Necessity.

A device for handling railway cars, known as the "Giant Car Mover," is being manufactured by the M. Mithkun Co., in its shops at Detroit. It is made of case hardened steel and malleable iron, the lever being of steel which can not be broken. The crowning feature of this ingenious device is the sliding wedge, which slides under the wheel of a car when it is moved so that it prevents the car from rolling back, as it otherwise would when being moved up hill. One movement of the lever is said to move a car farther than a similar operation with any other car mover on the market, and it is also claimed that a loaded car can be moved on an up grade with perfect ease by one man. The company sends the machines out on approval and claim that none has ever been returned.

Proper Methods of Advertising for the Retail Dealer.

Upon looking over a large number of retail coal advertisements which have come to me, I find there is one principal fault with all of them. This fault consists in failing to give the name of the town in the advertisement in which the retailer is located. In my article last week I referred to this,

showing why the name of the town should always be a part of the advertisement. Primarily, a retailer advertises to reach those people with whom he does not do business. It is safe to assume that they do not know where he is located; that they are going to be attracted to him and will buy coal of him through his advertisement if they know where to find him. Newspaper advertising generally reaches farther than in the town where the newspaper is published. There is scarcely a daily or weekly newspaper but which circulates largely in the county and some of them in several counties. If a man is located in a town which is the market for farmers in that vicinity, they may read an advertisement but not know where the dealer is located unless the town is given. It also frequently happens that residents of a small city do not know all of the coal dealers in that town and to reach these it is necessary to in-

not take into consideration the real point involved. It is my opinion that the best results are obtained by the retail merchant who advertises if he changes his advertisement every time it is inserted in any publication. First the catch-line should be of such a nature as to attract attention. Then the advertisement should say something; it should contain an argument why the merchant can furnish a better quality of coal or one of greater value to the consumer than some one else.

Another advertisement which has come to my attention is that of Reinecke & Schaub, Saginaw, Mich. This advertisement is nothing more nor less than a card. It is only different from the cards to which we referred last week inasmuch as it asks the readers to buy their coal of this firm. It is better in that respect than those that were discussed last week. Occupying a very small space, little matter could have been used outside of that which appears.

Small Advertisements in Daily Newspapers Not as Effective.

It is my opinion, however, that small advertisements in a daily newspaper are largely a waste of money. I believe that the advertiser should run his advertisement less frequently and, when it does appear, take more space. He should say something in the advertisement. This does not describe the grades of coal handled; it does not mention whether they are anthracite or bituminous and says nothing about their quality. It reads more like a sign painted on a fence than newspaper advertising. Reinecke & Schaub should tell readers of this paper why it is to their advantage to buy coal of them. If they do this they will get better results. Nevertheless, if a simple card is the limit of advertising that a dealer wants to do, he had better adopt a style something like this. I would not, however, guarantee that his results will be as satisfactory as they are if he adopts the plan outlined.



Dug Up from the Gob Pile.

Two coal men were talking in a Chicago office this week. One of them made the point that all coal men were "knockers." The other acquiesced in the decision. Then the first one added that he was of the opinion that this trait of human character was manifested in about all lines of business; that possibly there was no more nor no less of it in the coal business than in the lumber or the iron and steel business, for example. He was right. "Knocking" to use the slang equivalent for slandering one behind one's back is a predominating trait of the human character. It is no more common to the coal man than it is to any other business man.



It originates in the petty jealousy of the little business man. He may or may not know that he is jealous when he indulges in remarks which are disparaging to those not present, but a close analysis of his feelings will show him if he has any ability at analyzing himself that this is the truth. He will find that the man he is disparaging is the one whom he secretly has envy for in one form or another. Envy may be of two kinds. It may apply to that which is good or that which is bad. There is envy of the man who has bad traits which the good man does not possess. There is envy of the good man who has good traits which the bad man does not possess. It is therefore evident that envy is not peculiar to any phase of life. It is general. And in envy "knocking" originates.



If you disclaim any envy in your makeup, just bear this in mind the next time that you start to say something about someone else that is not just or kindly. Analyze the reason for your making the statement. You will not admit that it is for the purpose of idle gossip. If you did you would stamp yourself as the smallest of human beings, because gossiping for gossip's sake is pernicious and scarcely admitted even by women, and not at all by men who are men. If it is not gossip for the sake of gossiping, then it must be envy in some form or another.



But the really big men in the community do not indulge in such idle vaporings as "knocking." They are always too busy attending to their own business getting on in the world to devote time to slandering their fellows. If you would be a big man get so busy that "knocking" is not in your category. If you do not care to be a big man in the community indulge in it as freely as you please. And the more freely you indulge in it the smaller you can become.

MICHAEL, THE MINER.



C. K. Pittman, wholesale shipper of coal, with offices at 990 Old Colony building, Chicago, has issued a novel little advertisement in the way of a blotter, on which are a few bars of music, accompanied by the words: "Have you sent that order to the headquarters for smithing?" He also announces in a neat circular that he is prepared to cater to the fall and winter trade with a full line of exceptionally fine smithing coals, eastern and western bituminous coals, and the standard grades of coke, requesting dealers to write for delivered prices. The circular is a most excellent one, printed with rare taste and is well written.



The Nortonville Coal Co. has made additional discoveries at its mines at Nortonville, Ky., recently. An almost solid lead of fluor spar was discovered which it is thought will prove to be of great magnitude. The new vein of coal has been investigated and is found to be six feet thick, almost absolutely free from all impurities and it is thought will prove to be the best vein of coal yet found in that vicinity.

It's Coke You Want

If you want to save money on your fuel bills use

Genuine Gas Coke

The Perfect Smokeless Fuel

For furnace, grate or stove.
\$3.00 per ton delivered. 10 ton lots, delivered \$4.50 per ton.

33% per cent cheaper than hard coal and goes as far.

Gas Company

form them of your location in any advertising which you may do.

An advertisement which does not contain the location of the dealer is, to a certain extent, a waste of money. It may reach some people, as I have said, who are not posted, and it is well to advertise where you are so that they can readily find your place of business and that without much trouble.

A buyer of any commodity is inclined to make a purchase at a place which is easily accessible and the location of which he knows.

I have before me an advertisement which is a very good one, but which is blind on this point. The Gas Company of Saginaw, Mich., produces a gas coke which it sells to local consumers in that city. It is a liberal advertiser, taking a large amount of space several times a week in the local newspapers of Saginaw. Not one of these advertisements states where the company is located. This I regard as a very grave oversight and one which would result in increased business, were it corrected.

Arguments Are Basis of an Advertisement.

The advertisement which is reproduced on this page in every respect is a good one. It contains the essentials of argument in recommending gas coke as a domestic fuel. Three points are made in the advertisement in favor of this fuel. One of these is that it is smokeless, which is always a consideration with domestic consumers; the second is that the price is cheaper than some other descriptions of fuel, and the third is that it goes farther than higher priced fuels in actual consumption.

These three reasons are ones that should appeal to the consumer. They are the talking points that a salesman would make if he had a personal interview with householders and attempted to induce them to use gas coke for domestic purposes. The theory of this advertisement is correct. It could be applied equally well to either bituminous or anthracite coal and the retail coal merchant who is a student of advertising can see wherein the application can be made with benefit.

You will also note that the typographical arrangement of the advertisement is good. There is just enough matter to fill the space without overcrowding it. In addition, the "ad" balances nicely. Printers, in setting up an advertisement, endeavor whenever they can to allow a certain amount of white space surrounding the most important lines. This has been done in this advertisement. On either side of "Genuine Gas Coke" there is plenty of white space, making the line stand out prominently so that the reader catches the idea. The first catch-line of the advertisement is also striking. "It's coke you want" would lead a great many readers to ask why they want this fuel. One essential point in advertising is to get the public to read your advertisements. If they are commonplace, conventional and written in the same old hackneyed style, changed seldom in wording, the eye of the reader becomes so accustomed to them that he does

BUY YOUR

COAL

—OF—

Reinecke & Schaub,

2820 W. Michigan St. New Phone 1194.

Western Retail Notes.

The Colman Lumber Co., Worthington, Minn., is building an extension to its coal shed.

William A. Beans, of Kenton, Ohio, has leased the coal business of his father, W. R. Beans.

Hard coal is higher in price at Sterling, Ill., and the commodity is now selling for \$9.00 per ton.

A new coal house has been built near the Great Western tracks by the Hays-Lucas Co. at Rochester, Minn.

John A. Kainsworthy & Co. have bought out the lumber and coal business of Lindblad & McKechnie at Andover, S. D.

E. S. Gray, of Danville, Ill., has moved his coal office from 209 Logan avenue to Oak street and the Big Four railroad.

The teamsters and dealers at Des Moines, Iowa, have disagreed. A sympathetic strike and the closed shop are the issues.

The M. Giever Lumber Co. has completed a coal shed at Seneca, S. D., and from this time forward will also deal in coal of all descriptions, at retail.

John Gesell has engaged in the retail coal and wood business at Two Rivers, Wis., and has secured an office with the Nelson Lumber Co., in that city.

The Hayes-Lucas Lumber Co. has completed its modern coal shed at Rochester, Minn., and is now taking in a stock of coal in anticipation of the winter demand.

The coal bins at Piggs lumber yards, Brookville, Kan., were recently damaged by fire to the extent of \$3,000. A great quantity of coal, lime and shingles was burned.

No advance has been reported in the retail price of coal at Toledo, Ohio. The wholesale price has advanced, but the retail dealers have not been notified of any change.

The long expected rise in the price of coal at Dubuque, Iowa, has at last arrived and anthracite is selling at \$9.50 per ton. The outlook in the coal trade there is still doubtful.

S. E. Lochrie, of Carl Junction, Mo., has purchased an interest in the coal, wood and hay business of G. W. Burgess and the firm will be known in the future as the Burgess & Lochrie Coal Co.

Contrary to expectations, no advance in the price of coal has been announced as yet by the St. Joseph, Mo., dealers. Last year the first advance of twenty-five cents a ton was made on August twenty-fifth.

A change in management has occurred in the Citizens Coal Co., of Butte, Mont., T. C. McIntire having purchased the controlling interest in the business and assumed active management of the company's affairs.

Consumers of coal in Muskegon, Mich., faced an advance of fifty cents in prices recently. The market went up to autumn prices, which caused quite an awakening among those who had not secured their winter supply.

The Consumers Ice & Coal Co. has recently been incorporated at Delaware, Ohio. The directors of the new company are Willard Gallagher, B. F. Freshwater, Charles L. Wagner, Eugene E. Naylor and F. P. Hills.

A spark from the lighted pipe of a tramp is supposed to have set fire to the storage yards of the Arapahoe Fuel Co. at Denver, Colo., causing a fire which was a very difficult one to fight. The loss is placed at \$1,500.

T. D. Spalding on September first associated with himself in the retail coal, brick and tile business at Gibson City, Ill., his son H. L. Spalding, and the business will be continued under the firm name of T. D. Spalding & Son.

St. Cloud, Minn., coal dealers are at it hot and heavy underbidding each other for business. One dealer quotes a price of \$8.00 on anthracite and another makes cash sales at \$8.25, while a third proposes to sell coal on its merits.

The fuel war at Albert Lea, Minn., is at an end. The business of L. O. Greene & Son has been purchased by N. P. Sorenson and the sheds of the firm have been leased to Mr. Sorenson. Hard coal is now sold at \$9.50 at all retail yards.

The Federal Coal Co. and Marietta Fuel Co., of Marietta, Ohio, have been consolidated and will be known hereafter as the Federal Coal Co. Both concerns have been doing a fine business and the consolidation will put the company on a solid basis.

Coal dealers at Oshkosh, Wis., are still holding on to their intention of advancing the price of coal ten cents every thirty days. Hard coal is now quoted at \$8.50. One of the dealers states, however, that no further advance will take place during the winter.

The board of supervisors of Mt. Ayr, Iowa, will receive bids for 140 tons of the best Centerville coal for the court house, county farm and jail, the coal for the court house to be delivered in the basement of the court house, coal for the jail to be delivered at that building.

Anthracite consumers at Des Moines, Iowa, are getting coal cheaper than usual at this season, as the local dealers still hold the price for delivery in Des Moines at \$9.75 a ton, which has been the summer price. The reason for this is that the coal dealers can not get together in naming winter prices.

From the present outlook, it is thought that South Bend, Ind., people will be able to get anthracite at \$7.00 per ton the coming winter. The price

of anthracite has not advanced since May first and although dealers have been daily expecting to be notified of a change in the price, there has not been any as yet.

A. A. Page has resigned his position with the Cline & Shaw Fuel Co. at Galesburg, Ill., to go with the Red Wing Stoneware Co., of Red Wing, Minn., where he will have general charge of the offices of the company. He has been identified with the Cline & Shaw Fuel Co. for the past four years and his position will be taken by Earl Davidson.

It is reported that most of the retail coal dealers at Grand Rapids, Mich., advanced the price of anthracite fifty cents a ton on September first making it \$8.25 for prepared sizes delivered to consumers. The leading descriptions of bituminous coal such as Pocahontas, Jackson Hill, etc., remain at \$5.70 per ton, while medium grades will be sold at \$4.75 per ton. A large number of new dealers have entered the trade at that point during the past year and their position in the matter of advancing prices is one of uncertainty.

The backwardness of householders in the west in laying in their supply of anthracite this year is shown by the reports of dealers at Crookston, Minn. They were recently interviewed and said that on September first last year over 300 tons had been stored, while this year practically none has been taken in by consumers. Much difficulty is expected in the western part of Minnesota in getting coal from the docks when the demand does commence, as it will be so large the railroad companies will not be likely to move it promptly.



Eastern Retail Notes.

Dealers at Meriden, Conn., are receiving \$6.70 per ton for anthracite, while in New Haven they are getting \$6.90.

Nearly all grades of anthracite at York, Pa., are being sold at an advance of twenty-five cents the ton, over August prices.

An advance of fifty cents per ton was recently made at Plainfield, N. J., on anthracite, making the winter rate \$6.50 per ton.

A ten cent advance in the price of coal is reported from Bridgeport, Conn. The price of hard coal now stands at \$6.90 in many places and bituminous coal at \$6.40.

The coal dealers at Manchester, N. H., recently held a meeting for the purpose of advancing the price of all anthracite fifty cents, bringing it up to \$8.00 per ton.

At Buffalo, N. Y., coal dealers claim that the last advance in the price of coal for the winter was made last week, when egg, stove and nut coals were advanced to \$6.25 per ton.

The Kimball Coal Co., of Dunkirk, N. Y., has been incorporated with an authorized capital of \$5,000. The incorporators are Nellie R. Kimball, R. C. Colman and C. E. Whelpton, of Dunkirk.

The last increase of ten cents per ton in the wholesale price of coal went into effect recently at Newark, N. J., but Newark dealers will continue to retail coal for domestic purposes at \$6.00 per ton and are advising householders to order it now.

The Northern New England Coal Co., Kittery, Maine, was recently incorporated with an authorized capitalization of \$500,000. The incorporators are: President, E. T. Sherburne, Manchester, N. H.; treasurer, A. W. Rowell, Manchester, N. H.

Plack Bros., of Altoona, Pa., have recently purchased the coal yards formerly occupied by S. J. Young at Ninth avenue and Eighth street, Altoona, which have been fitted up with all the latest improvements and equipped for handling all grades of coal.

Eleven roof fires, three of which assumed alarming proportions, and occasioned over \$1,500 loss, were caused by pieces of flaming shingles blown by the wind from the fire in the coal and wood yard of P. F. Gannon, Providence, R. I. Mr. Gannon's loss is estimated at \$1,500.

Benjamin C. Peck, for a number of years identified with the wholesale and retail coal business, passed away a few days ago at his late residence, 603 Putnam avenue, Brooklyn, N. Y. Deceased was seventy-three years of age. He had been retired for the past eight years. Cause of death was said to be heart trouble, superinduced by a stroke of paralysis two months ago.

Thomas W. Ransbothan, of West Springfield, Mass., president of the Ransbothan & Tower Coal Co., of that city, passed away at his home a few days ago, death resulting from injuries which he sustained from a fall while painting a silo on his farm. Deceased was sixty years of age and had been identified with the grain and coal business for the past seventeen years.

Eight coal mining companies operating in Sebastian county, Arkansas, have filed a petition with the state railroad commission asking that a uniform freight rate be demanded on the Midland Valley railroad in Sebastian county, to points outside, and to require this uniform rate to be put in effect by the Midland Valley and Choctaw division of the Rock Island as a joint rate. It is alleged that now discrimination exists on the Choctaw in favor of mines located at Hartford and Prairie creek. It is said this deprives the companies operating in Sebastian county from disposing of their product in Arkansas markets, such as Little Rock and some of the other larger cities. The matter will come up for a hearing before the railroad commission on September thirteenth.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Lomesville Coal Co. has been incorporated at Fairmont, W. Va., with an authorized capital stock of \$100,000.

The Somerset Coal Co., which has large mines all through Somerset county, will shortly commence development of new coal fields near Boswell, Pa.

The Pocono Coal Mining & Development Co. has recently been incorporated at Washington, D. C., with an authorized capital of \$50,000, the incorporators being S. D. Lehr, S. J. Drumheller, P. H. Kennedy, W. S. Clinton and George B. Wright.

The Pittsburg & Southwestern Coal Co.'s property, located in Independence township along the Wabash railroad in Pennsylvania, is being rapidly developed. The mine will be known as the Doneho mine. This company owns 329 acres of coal land.

The Boston & Eastern Anthracite Coal Co. has recently been incorporated at Washington, D. C., with an authorized capital of \$1,500,000. The incorporators are Thomas S. Moffatt, James A. Smith, E. M. Freeman, E. W. McCormick and B. E. T. Kritschmann.

W. B. Honaker, D. P. Crockett, A. I. Godfrey, J. W. Cline and T. B. Beckwith have incorporated the Blackstone Consolidated Coal Co., at Bluefield, W. Va., with an authorized capital stock of \$100,000. The company has purchased the Blackstone and Cietus collieries.

The Citizens Coal Co. has recently been incorporated at Johnstown, Pa., with an authorized capital stock of \$200,000. The directors of the new company are William J. Kintz, Albert M. Custer, H. W. Millenberger, John L. Stibich, David Ott and Milton R. Swank of Johnstown.

The Westmoreland Coal Co. is building a great mining plant at Rilton, Pa., on the Youghiogheny railroad, which is expected to be as complete as money and experience can make it. The mine, which will be known as the "Criterion," will be one of the largest in the Pittsburg district.

The Sandy Ridge Coal corporation has been formed with an authorized capitalization of \$25,000, at Staunton, Va., the officials of the company being Jacob Yost, of Staunton, president; E. Cooper Shapley, of Philadelphia, Pa., vice-president; Walter Roos McShea, of Philadelphia, Pa., secretary.

The Horse Creek Coal & Land Co. has been incorporated at Charleston, W. Va., with an authorized capitalization of \$508,750, the incorporators being J. Richard Wingfield, of Charlottesville, Va.; Frank W. Altman and Arnold Kiene, of Dubuque, Iowa; John C. Ruby and Corethine C. Watts, of Charleston, W. Va.

The Pittsburg & Washington Coal Co., of Washington, Pa., is pushing the work of opening up its mines and has fifty or more men now employed. An electric system of haulage will be installed. It is said the work will be completed by January first, 1905, ready for producing coal. A town will

be laid out soon and the erection of houses for the miners will soon be commenced. The officers of the company are: President, Ed J. Kent; secretary and treasurer, George E. Turner. The directors are George E. Turner, W. L. Dixon, Edward J. Kent, Lawrence Barr, N. E. Young, J. J. D. Mackin, John Graham, V. M. Moss, W. B. Bennett, of Pittsburg; B. M. Blake of Altoona and B. M. Moss of Youngstown, Ohio.

General Eastern Coal and Coke Notes.

Mines along the Chartiers valley in Pennsylvania are nearly all running at their full capacity.

Common pleas court No. 2, at Pittsburg, Pa., recently entered a decree dissolving the Lake Superior Coal Co.

The Hillside colliery at Avoca, Pa., has suspended operations for several weeks to make necessary repairs.

The Black Diamond Coal Co., at Llewellyn, Pa., has about completed its breaker, which will have a capacity of 1,500 tons per day.

Snyder & Co. are about to put up a combination breaker and washery at Lorberry, Pa., which is to have a capacity of 400 tons per day.

The Lehigh Valley Coal Co. will soon begin the erection of a new breaker at Blackwood, Pa. This will be one of the largest breakers in the lower anthracite basin.

The breaker of the Brighton Coal Co. at Gilberton, Pa., is idle owing to the continued dullness in the coal trade, and the owners are taking advantage of the opportunity to make repairs and alterations.

Judge Gray has been formally asked to referee the check-weighman dispute and the conciliation board has written him a letter to hold the meeting the present week. It is believed it will be held in Philadelphia.

A large tract of coal territory in Coshocton county, Ohio, was recently purchased by parties from Pittsburg, Pa., for the sum of \$125,000. The controlling interest in the territory was held by J. F. Preest and John F. Moore.

At Wickhaven, Pa., \$200,000 has been spent in improvements on a local mine, the equipments being thoroughly modern in every respect. The capacity of the mine is 2,000 tons per day and the company employs 400 men.

Edward J. Berwind, of the Berwind-White Coal Mining Co., has offered to give \$50,000 for the erection of a hospital at Windber, Pa., for the use of miners. The Wilmore Coal Co. will give the ground on which the building will stand.

The North Franklin Colliery at Trevorton, Pa., was expected to resume operation this week after having been idle for some time. During the period of idleness an electric haulage plant was installed and a power house was built.

The strike at the Riverside coal mines at Rimerton, Pa., which has continued for the past five months, has been ended and all the miners

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will return to work. It was caused by the discharge of two men who belong to the miners' organization.

The Plymouth Coal Co., of Wilkesbarre, Pa., has inaugurated a system of putting back the culm into the old workings of the mines, thereby saving great quantities of coal. The company began the experiment in the year 1901 and it has proved highly successful.

The Phoenix Coal Mining & Coke Co. has sold its mining plant and holdings near Wheeling, W. Va., to R. P. Douglas, of Pittsburg, who represents a company that is being formed in and about Pittsburg. Possession will be given in a few days and the purchasing company will operate the plant.

The question of wages has again come up in the Red Ash colliery at Wilkesbarre, Pa. The miners demand an advance proportionate to the increase awarded by the anthracite coal strike commission on their regular pay and it is hoped the matter will be settled without a strike of the miners.

The Reliance colliery, in Upper Pittston, Pa., which has been closed for twenty years, has resumed operations and will employ about 200 men. A breaker is being built which, when completed, will have a capacity of 300 tons a day, and it is expected that within a short time that amount of coal will be taken from the workings.

While boring for water to supply the new colliery that is to be erected at Dunkelberger's station, eight miles from Herndon, Pa., an eighteen-foot vein of anthracite was struck. The vein is one of the thickest ever encountered and runs directly opposite to all other veins. A breaker will be started this fall and about \$200,000 will be expended in developing the tract.

The barn, wheel house, blacksmith shop and the tippie of the Fairview mine near Boynton, Pa., was destroyed by fire recently and if it had not been for the prompt action of Deputy Sheriff Begley and Constable Joy, the mine cars, and the main tippie would also have been destroyed. The mine had not been in operation for some time. The fire is said to have been of incendiary origin.

A serious fire recently occurred in the Avondale mine of the Delaware, Lackawanna & Western Company, the origin being unknown. All mining operations were immediately suspended and three shifts of men employed to fight the flames. Between eight and nine years ago a heavy "squeeze" occurred in the place where the blaze started and in order to check its spread, timbers said to be the stoutest in the coal regions were placed and the squeeze stopped. A couple of interior engine houses have since been built, which the lapse of time has dried out and these were as inflammable as match wood.

Southern Coal and Coke Notes.
New Southern Enterprises.

The North Jellico Coal Co. is building a mile of mining railroad and developing new mines at Wilton, Ky.

The Cane Creek Coal Co. was recently incorporated at Jasper, Ala., with an authorized capital of \$250,000, the incorporators being R. C. Middleton, J. H. Hays, J. H. Bankhead, Jr., and William James.

The Dixie Coal Co., of Knox county, Tenn., has been incorporated with an authorized capital of \$50,000. The incorporators are H. B. Lindsay, A. W. Schenck, N. B. Perkins, Paul E. Templeton and J. E. Briscoe.

The Standard Coal Co. has been incorporated at Birmingham, Ala., with a capital stock of \$15,000, of which \$6,000 has been paid up. The incorporators are W. J. Francis, C. R. Atkins and E. B. Lentz.

The Kentucky Coal & Timber Development Co., with an authorized capital of \$2,750,000 has been incorporated at Toronto, Canada, the incorporators being James Milne, Ernest Duggan Watts, Arthur Wellesley Holmsted, William Millar, Fred W. Holmsted, of Toronto, Canada; Harry W. Davis and William McKay, of Kentucky.

The Giles Creek Mining Co. has been incorporated at Hopkinsville, Ky., for the purpose of mining lead, zinc and other minerals and for refining and disposing of the same. The capital stock of the company is \$5,000, divided into shares of \$100 each, the company reserving the right to increase this to \$20,000. The incorporators are John P. Prowse, Judge Thomas P. Cook, Judge W. T. Fowler and T. J. Tate.


F. M. Baker, who some time ago purchased about 1,500 acres of coal land between Clay and Whcatcroft, Ky., extending on both sides of the Illinois Central railroad for about two miles, has just completed the sinking of a shaft 225 feet deep. This is considered about the finest coal field in the country and Mr. Baker has sunk his shaft at about the deepest point, which will result in the whole coal field being easily developed and will save a big expense in handling the product.

The Chattanooga & Montlake Coal Co., with an authorized capital of \$15,000, has applied for a charter of incorporation. The incorporators are G. W. Nixon, J. P. Kendrick, A. T. Whiteside, Robert Prichard and T. W. Fritts. The purpose of the company is to build a railroad from the Montlake Coal Co. plant to a point on the Cincinnati Southern railroad in Tennessee, near the Tennessee river bridge. This is said to be only the beginning of a coal carrying system, which may eventually result in the construction of a new bridge across the Tennessee river.

General Southern Coal and Coke Notes.

Considerable coal is being shipped north from Norfolk, Va., to New England points for the use of the North Atlantic squadron soon to sail from New England for a cruise.

Reports from the Blue Creek district of Alabama indicate that consid-



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erable progress is being made in operating the mines with non-union men. The Johns mine is said to have 250 miners at work and to have produced about its normal production recently.

The Coal Creek Coal Co. of the Coal creek region of Tennessee, is planning to develop the upper Coal creek vein, which, it is claimed, has never before been developed in that field. It is said that it is a high-grade domestic coal, and will meet with a wide sale for this purpose.

The steamship Minnesota, which is now loading at Newport News, Va., will take on a cargo of 9,000 tons of coal, and in addition her bunkers will contain 6,000 tons. This will be the largest cargo ever loaded at that port. The coal cargo is consigned to San Francisco.

All the mines in the vicinity of Horse Creek, Walker county, Alabama, are being worked to their full capacity, there being a heavy demand for the coal in Birmingham. The miners at Horse Creek are not organized, and no trouble has therefore been experienced there over the wage scale.

It is reported that considerable quantities of West Virginia coal are being shipped into Birmingham, as a result of the strike in the northern fields of Alabama. It is claimed that one company in Birmingham recently received 100 cars of coal in one day from West Virginia to be used in its steel plant.

Owing to the strike in the mines of northern Alabama, it is reported at Huntsville, that state, that the prospects favor the highest coal prices known in some years. Several of the large operating companies have notified their customers there would be a substantial advance the present month, possibly to be followed by others during the fall and winter.

Jellico and Middlesboro operators in Tennessee and Kentucky are opposing the advance of five cents a ton, which the railroads propose to make in the freight rate to southern cities, while operators in the Coal Creek field ship under the same rate as formerly. The former operators claim that local conditions should make the rate the same to all the fields.

Operators and miners in the Tennessee field have failed to agree on a wage scale for the coming year and as a consequence many strikes have been declared, involving something like 2,000 men. The operators demanded a reduction of the mining scale to the same basis as that which prevails in the Birmingham district claiming they should be on a competitive basis, while the miners asked for the old scale another year, claiming that if the demands of the operators were granted a reduction of fifteen per cent would

be made in their earnings. The first strikes occurred in the Coal creek region and were followed by strikes in other fields. There is apparently no prospect of an immediate settlement of the wage question.

Literary Notes.

The *Century Magazine* has been trying the experiment of omitting the index from the last number of the volume, but it has announced that, beginning with the October number, which ends the current volume, the index will be restored. Many magazine publishers have found that it is not necessary to print an index for the entire edition, but a small edition only has been printed, and copies have been sent to persons who desire to preserve their numbers in bound form. The publishers of *The Century* have found out that so many readers of that magazine bind the numbers that it has become necessary to include the index, as heretofore, in the entire edition.

Following its "Western," "Fiction" and "Midsummer Holiday" numbers, the September number of *The Century* will likewise have a special character. It is called a "Round-the-World" number and the name is justified by the geographical distribution of the text and pictures. Appropriate to this idea are two drawings by Castaigne, "The Flying Dutchman" and "The Wandering Jew," which are printed as frontispieces. The opening article is the first illustrated account in English of the canonization of Saint Seraphim, the Russian popular saint, at Sarov last August, in which the Czar and Czarina took part. It is entitled "The Russian Lourdes" and is written by David Bell Macgowan, one of two English-speaking spectators, and the illustrations include views of the Czar and Czarina in the processions. Other articles, which can only be enumerated, are "Japan's Highest Volcano," an account of an ascent of it, by Herbert G. Ponting; "The Nelicatar of Arctic Alaska," by Edward A. McIlhenny; "Hidden Egypt," recording the first visit by women to the Coptic monasteries of Egypt and Nitria, by Agnes Smith Lewis; "The Nail of the Universe," an account of the Emperor of Java and his court, by Ernst von Hesse-Wartegg; "Antarctic Experiences," by the explorer, C. E. Borchgrevink; "Round-the-World at the World's Fair," by Walter Williams, with pictures of a curious sort of exhibits or natives from Siam, the East Indies, Africa, Patagonia, China, Mexico, Japan, Spain, Greenland and the Philippines. South Africa is represented by a sketch, "The Locusts of Natal," by Mark F. Wilcox; Spain by Cole's beautiful engraving of a painting by Velasquez, and France by Degas' "Portrait of a Lady," recently bought by Mrs. Gardner for her Boston collection. The fiction has also a wide distribution of scene. "Corporal Sweeney, Deserter," by Ralph D. Paine, is a story of China; "The Alchemy of Illusion," by Alice Brown Morrison, is a story of travel in Italy; the scene of this part of "The Sea-Wolf" is the Russian Pacific, while America is represented by Dr. Weir Mitchell's "Youth of Washington, Told in the Form of an Autobiography"; "The Great American Pie Company," by Ellis Parker Butler, and another of Miriam Michelson's stories of the Nevada Madigans, entitled "A Merry, Merry Zingara." There is also an article on "Ballooning as a Sport," by George De Geofroy, illustrated by Andre Castaigne, the prospect being that before long there may be a club for ballooning in America as there now are similar clubs in Paris and Rome. We have reserved to the last what is probably the most important article in the number, Prof. Henry Fairfield Osborn's first paper in his group on "Fossil Wonders of the West." This paper is devoted to the dinosaurs of the Bone-Cabin Quarry in Wyoming, being a description of the greatest single find of fossils in the world, and of the scientific work which has been done there during the past few years. It will be in the nature of a revelation to the scientific world, and, like most of the other articles in the number, is fully illustrated.

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THE BLACK DIAMOND

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General Review of the Markets.

Transportation conditions the past week out of the principal bituminous coal-producing fields, if they are any indication of what may happen later, should be a sure sign to buyers of coal that they will suffer much annoyance and trouble the coming winter in getting their coal forward when they want it. Out of western Pennsylvania, the New River fields of West Virginia, the Hocking Valley field of Ohio, and on some of the north and south main lines in Illinois and Indiana there has been trouble in securing cars and the prompt movement of freight. There is a feeling in some very conservative quarters that these conditions are only the forerunner of those which will occur with colder weather and which will be a source of anxiety, and frequently where buyers have not taken in sufficient quantities of coal to anticipate their occurrence, will be a source of loss.

In each of the several districts mentioned the interruption to transportation has come from a different cause. In western Pennsylvania a revival of the activity in the iron, steel and coke trade is calling for a larger number of available cars for western shipment, with the consequence that some which have been used in the coal trade all summer between the mines and lake ports are being diverted. One of the largest operating companies in that field this week reported that thirteen of its mines were closed on account of inability to secure a car supply to permit of their operation. Independent producers in the same field have probably had the same trouble, although it had not been so evident for the reason that it has occurred in individual cases.

Throughout West Virginia the car supply is good except from the New River and Kanawha fields. These are located on one of the main lines of road, but the latter is suffering as a result of an accumulation of loaded cars at lake-loading ports. The congestion at the docks at the head of the lakes has resulted in delays on the part of boats returning to loading ports, with the consequence that loaded cars have accumulated and are not available for further loading. There seems to be no prospect for any immediate improvement in the fields mentioned, although it should be too early in the season for any pronounced delays in transportation.

In Ohio, Indiana and Illinois the conditions that are resulting in an interruption to production are somewhat similar. Fine bituminous coals, such as slack and screenings, have been in light demand for the past two months, with the result that the market has shown a lower basis each succeeding week. This is accounted for from the fact that quite a number of factories were closed down, by the packing-house strike and by other causes, lessening the consumption of these grades of coal. There has been no place to put the product and it has accumulated everywhere—at the mines, on the switch tracks, along main rail lines and at terminals, until it is seriously retarding transportation. There has been no improvement in this coal during the past week and there is no telling when there will be. In the meantime cars are tied up, there are embargoes, and mines are closed down because they do not have cars to load. The glut of fine coals is probably the worst that has ever occurred in the history of the western coal trade, and as long as it continues will be a menace to prompt movement of coal. In some instances in Illinois the tonnage of this product has been of such proportions and the market has been so bad that producers are dumping it on the ground at the mouth of the mine shaft, in order to prevent it from becoming a serious factor.

In the east thus far there have been no serious interruptions to transportation. The latter part of last-week coal from Pennsylvania mines was somewhat slow in going through to terminal points, but this was speedily corrected, and all the coal is now being forwarded for which there is a demand.

Particular emphasis should be placed upon present transportation conditions in the west, in inducing coal buyers to take in supplies now while they can obtain them. There is no question but what movement of coal this coming winter, especially if we have severe

weather, will be very slow and unsatisfactory, and present conditions give good grounds for that belief. If there are embargoes, car shortages, delays in transportation during weather that has been as fine as that experienced within the past few weeks, what will the conditions be during the winter when snow, ice and frost will prove impediments that can not easily be overcome and that will cause serious delays?

In the eastern anthracite trade there continues to be a diminished production in the region, which is not being felt, however, as the weather has not yet been sufficiently chilly to make it necessary to keep fires continuously. The coastwise trade at ice-making ports is taking in a little additional coal to keep stocks up to the maximum point, while the all-rail trade continues to place fair orders. It is reported that Canadian business is picking up, doubtless due to the fact that colder weather has been experienced across the international line than in the United States. Prepared sizes are held to a steady basis, so far as prices are concerned, but smaller sizes continue to show an accumulation at some points, and the question of providing storage room is the most serious factor.

In the west some shipping companies who are behind on their receipts of lake tonnage are showing more anxiety to get coal forward than they have at any time this season. Shipments from Buffalo the last fortnight have been comparatively light and were much less than they were a year ago. This week they amounted to about 91,000 tons, while a week ago they amounted to about 98,000 tons. The congestion at the docks at the head of the lakes is the source of some of this trouble, as vessels are not offering freely to such ports as will occasion a long delay in reaching their unloading berth. The whole trouble originates in the negligence or apathy of consumers in taking in supplies. Docks which should have disposed of the coal that arrived early in the season, and should be in a position to take care of cargoes that come late in the season, have not sold this early tonnage, and as a consequence are now heavily loaded and are not always in a position to make room for a cargo when it arrives. There is hope, however, that as soon as the movement to consumers commences it will assume such proportions that some of the present congestion will be relieved and conditions will be bettered.

In the eastern bituminous trade, while there are some slight signs of improvement and production at the mines is gradually increasing, prices are not as profitable as they should be at this season of the year. In some of the Pennsylvania fields there is considerable complaint at the restraint placed on competing factors by unionism. Coal shipped coastwise from West Virginia, which is mined by non-union labor, is produced at a lower cost than that in some parts of Pennsylvania, where union labor is employed. There is a feeling on the part of the latter-producing interests that some remedy must be found for these conditions in order that they may produce their coal as cheaply as any of their competitors and enter any contiguous market on an equal basis with them. Several conferences have been held to consider this feature of the situation, but no definite action has been taken. Mild weather in the east this week has prevented a further upturn to the market, but it is believed that it will only be a short time before a decided improvement occurs in this respect.

In the western bituminous trade domestic coals continue to hold about the same position as a week ago. Prices are not what they should be at this season of the year, but they have not appreciated during the past seven days and it will require cold weather and an enlarged consumption to bring about any marked improvement.

The coke trade is showing signs of greater activity again this week, especially in the number of ovens under fire, but prices have shown no material change. As a matter of fact, the increased demand for coke originates with the steel furnaces which have gone into blast, and as most of this coke is bought under contract, the open market is not much affected by it.

Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., Sept. 23.

Chilly weather for a couple of days last week and again the middle of the present week stimulated the coal business slightly in the west and gave an indication of what may be expected later on. The volume of business transacted was not large during these intervals, but there was a slight flurry of orders which showed to the observant student of the situation that dealers and some consumers are working on a hand-to-mouth basis, and that when the actual season of consumption for household and heating purposes commences there will develop a good business. The activity which resulted from the few days of chilly weather was confined to anthracite in the prepared sizes and to the leading domestic grades of bituminous coal. Steam coals are the antithesis of these at present. Fine coals, such as slack and screenings, are at the lowest point ever known and form a problem of considerable magnitude with which producers are endeavoring to cope. Some of the coal operators of Indiana and Illinois are seriously considering dumping their fine coal at the mines, in order to utilize the cars which are available for the transportation of lump coal. This condition of affairs has been brought about as a result of a market which is at the very bottom. It is currently reported in Chicago that some screenings have been sold by the railroads for freight charges, while offerings in the open market of this grade of coal have been so ridiculously low that the amount received from the sale of them would hardly pay for entering the item on the books of the shipper. What will be done with fine coal until the market fully recovers is a matter perplexing practically every operator in the western field; it is needless to say that shipments to the Chicago market in its present condition are out of the question if the producer expects to realize on his coal, and about the only possible disposition seems to be to withhold such product at the mine.

Transportation Conditions Are a Source of Some Anxiety.

Transportation conditions form a further feature of the bituminous situation in the west which are also a source of anxiety and worry. Two of the main line roads from the Indiana and Illinois fields have had embargoes in force against Chicago most of the week; there is a shortage of cars on the Chesapeake & Ohio out of West Virginia, and the movement of lump coal from the Hocking Valley district of Ohio has been most seriously retarded by lack of cars, conditions there being much the same as they are in Illinois and Indiana, owing to the surplus of fine coal, for which no disposition can be made.

Coming at this time these interruptions to transportation are a factor of serious importance to producers and dealers alike. The demand for domestic coal is fair, and dealers who have placed orders are anxious to be in a position to take the coal in so that they can supply consumers. A continuance of these conditions will undoubtedly affect prices and will make it impossible for consumers and dealers to obtain the coal to take care of their business. While considerable blame is being placed at the door of the railroad companies for these conditions, those who were dilatory about placing orders are responsible to a very large extent. They were urged repeatedly to take in coal in anticipation of present conditions, but refused to heed the warnings, assuming that because prices were low, coal was plentiful and transportation fair throughout the summer, they would have no difficulty in getting all the coal they required in the winter. With the crowding forward of orders which will come when buyers wake up to the true state of affairs transportation conditions will only grow worse instead of better. The railroads, as has been frequently stated in this column, are not in shape to meet with heavy transportation demands when the latter are made upon them. They have permitted their rolling stock to deteriorate in efficiency during the period of depression the past summer and any effort made now to bring it up to the possible requirements will not be effective before the winter is well under way. It is reported that one of the main north and south lines in the west has a large proportion of its cars in the repair shops and that its efficiency is seriously impaired on this account. Probably if this is true of one coal carrying road it is of others, but it is merely cited as showing that there is some foundation to the assertion so frequently made in this column that transportation will be the main feature of the situation henceforth till next spring, and that the annoyances which always accompany the movement of coal in the fall and winter are likely to be greater instead of lesser than they were last season.

Western Anthracite Trade on a Steady Basis.

In the anthracite trade the cold weather the latter part of last week acted as a mild stimulant. There was no big demand represented in the orders received, but enough came in to the various shipping companies to indicate there was still a considerable percentage of the dealers who had not taken in sufficient coal to meet requirements even the early part of the season. Most of the business which developed was small in character, consisting of one or two cars to be shipped to individual dealers. The season of heavy business is not yet at hand and it will probably require a week or more of cold weather before it develops to any great extent.

In the northwest there is some alarm over ability to get enough anthracite coal forward for the winter's requirements. The frequent congestion at the docks has interrupted movement, this having been especially noticeable during the past three or four weeks when restrictions were placed on production at the mines and there was a smaller tonnage of coal loaded at Buffalo than for the corresponding period a year ago. The companies which handle anthracite from the docks are now bending their energies to getting forward a sufficient tonnage, and it is believed in some quarters that they are more anxious to secure the forwarding of this coal than of bituminous, for the reason that the latter can be handled to some extent all-rail, and by car ferry, if demand necessitates resorting to these methods of getting it to destination.

Retail demand for anthracite in the west continues more or less spotted and irregular. In the country districts where roads are in fair condition the demand is increasing, farmers preferring to get their coal in storage while they can do so to advantage, but in the large cities the volume of business is still very backward as compared with last season. Dealers report that some coal was demanded last week by householders who had not yet stocked up, but they, like many of the dealers, are buying in small lots, taking in only a sufficient quantity to tide them over the first chilly weather. Many of them have taken in practically no coal for winter yet, so that there is a feeling that when this business does develop it should be of good proportions and should keep all the factors in the trade very busy.

Anthracite collections are also very backward. Large shipping interests report some change for the better since the early part of the month, but it has been slight and the credit departments of the various shipping companies are keeping persistently at it in order to bring about an improvement.

Smokeless Coal Continues on a Steady Basis.

In the bituminous list, smokeless coal from West Virginia continues to occupy a good position, which will probably improve as the season advances, owing to the lack of prompt transportation. The Chesapeake & Ohio, which enters the New River field as well as the large splint producing territory, is very short of cars, and operators are not getting enough to take care of their output. Many of these cars are at lake ports waiting to unload into vessels, the latter having been delayed on the return trip as a result of the congestion at Lake Superior ports. As the equipment of this road is none too large, considering the tonnage which it is expected to move, this is causing a hardship in some instances. Prices for mine run are well maintained on the basis of \$1.00@1.10 at the mines for standard New River and \$1.10 f. o. b. the mines for standard Pocahontas. Tug river mine run is holding very closely to these figures and has not been in plentiful supply. While there are still many unfilled orders on lump and egg smokeless coal, taken at figures prevailing before the present shortage developed, there is some new business coming in at the full circular of \$1.90@2.00 f. o. b. the mine, confined largely to those who believed that prices would not change during the fall and winter, and who therefore failed to order their coal. In splint coal there is a better demand and prices are well maintained in most instances on the circular basis of \$1.35@1.55 f. o. b. the mine for lump, or \$3.35@3.55 f. o. b. Chicago. Producers of this coal are looking at the situation with a feeling of greater encouragement so far as marketing their product is concerned, but are having much trouble in getting a sufficient supply of cars at the mines to take care of their output, due to the shortage as a result of the congestion at lake ports. Fairmont coal holds steady at the former basis of \$1.25@1.40 for full standard domestic lump f. o. b. the mines, and 85c@\$1.00 f. o. b. the mine for three-quarter coal.

In Pennsylvania coals there has been little change, Youghiogheny absorbing the most attention. Three quarter Youghiogheny for western shipment is held at \$1.00@1.20 f. o. b. the mine, with now and then an accumulation at destination selling for slightly less figures where it is under car service. New coals are being exploited from western Pennsylvania and eastern Ohio in western markets which are being held at \$1.40 f. o. b. the mine for four inch lump. Pittsburg No. 8 vein coal is fairly plentiful, but none is up against car service so far as has been learned, prices being on about the same basis as last week.

Hocking Coal Shipments Affected by Car Supply.

Shipments of Hocking lump coal are being retarded in the movement westward on account of the lack of cars, much of the available rolling stock being tied up in the region with slack, which can not be marketed to advantage. No change has occurred in price in the Chicago market, but there are intimations in some quarters of an advance of fifteen cents a ton about the first of the month, making the selling price \$1.50 f. o. b. the mine for lump. It is asserted this advance will apply to all but Chicago territory, which will be kept on the basis now prevailing of \$1.35 f. o. b. the mine. No definite announcement has yet been made from any authoritative quarter, so that these statements must be taken with a grain of salt until there is foundation for them.

In western coals mined in Indiana and Illinois the worst feature of the situation is the market on screenings, which is so bad that it can be no worse. Prices have sagged down until quotations on many descriptions of this coal are five to ten cents a ton at the mine. It was reported the early part of the week there were several thousand cars of this product on track in Chicago, and that one railroad at least was disposing of such coal to pay freight charges, in order to release its rolling stock, so that it could move lump and other grades of coal in more active demand. In other instances several specific cases were noted where screenings were being dumped at the mine shaft to prevent their cumbering railroad transportation, and in the hope that later the price would react to such a basis as would make it profitable to load and ship them. The market is certainly in the worst position ever known and producers who ship to Chicago at present expecting to realize freight charges out of this coal are taking long chances, and are more likely to be called upon to pay a deficit in the freight charges.

Western Domestic Coals are More Active.

Western lump coal for domestic use continues to improve slowly. While prices have not advanced to any great extent, they are steadier and not so much free coal is being offered. Carterville domestic is held firmly at \$1.75 f. o. b. the mine for five and six inch lump for country shipment. Apparently there is no surplus in the Chicago market. Washed coals in the domestic grades are also firm and there are apparently more orders than there is coal. Washed steam coals are participating in the weakness which applies to other fine grades and are very weak, and considerable pressure is being exerted to find a market for them. Linton and Sullivan county

domestic coals are fairly active at a quoted range of prices of \$1.35@1.60 f. o. b. the mine for four to six-inch lump, where preparation is a factor. This makes the price on the basis of \$2.15@2.40 f. o. b. Chicago. While the demand for Brazil block is rather quiet at the moment, prices are fully maintained on the basis of \$2.25 f. o. b. the mine or \$3.05 f. o. b. Chicago. Northern Illinois coals are held at \$2.50 f. o. b. the mines for chunks, with lump at \$2.40, and demand is increasing. Springfield and Sullivan and Greene county coals in the steam grades are held at \$1.80@2.00 f. o. b. Chicago. Run of mine coal is not in large supply, neither is the demand very large, so that the position it occupies is about the same as last week, prices ranging from 75c to 90c f. o. b. the mine, according to quality and the field in which it is produced. This makes the range of prices in Chicago \$1.55 for the ordinary steam grades up to \$1.90 for the better descriptions of Carterville.

In screenings some produced over a three inch screen do not show any serious accumulation, but these are the only description which are selling for anywhere near what they are worth.

The coke trade continues on a steady basis, so far as demand is concerned, with prices showing the same range as a week ago, \$2.00@2.10 f. o. b. the ovens, Connellsville, for foundry coke and \$4.65@4.75 f. o. b. Chicago for the same grade. Some western foundries are working on better time, but the demand is not yet large. Virginia coke sells for \$4.25 f. o. b. Chicago. Gas-house coke is held firmly at \$4.00 f. o. b. Chicago and Marmet gas coke at \$4.00 on the Chicago f. o. b. basis.



The West Virginia Mining Field.

WHEELING, W. VA., Sept. 22.—(*Special Correspondence.*)—Experts believe that the coal situation throughout the West Virginia fields is showing an undercurrent that will be productive in a short time of much better results. There seems to have been injected into it within the past few weeks a spirit of development that is finding fruition in numberless new projects. The fall crop of new companies is ripening, and if the car supply will keep up to its present point of efficiency there is hardly any question that the ensuing three months will prove lively ones for the coal producers of this state. There is a large amount of coal moving westward, and local consumption is increasing to some extent consequent upon the resumption of large mills. One of the most important of these resumptions in the Ohio valley was that of the puddling plant of the Wheeling Steel & Iron Co., at Benwood, where eight hundred men went to work after an idleness of eight or nine months. The adjustment of all the wage scales, should this happy event materialize, will prove of invaluable assistance to the coal market and will help the situation wonderfully.

It is now announced that the Colonial Coal & Coke Co., formerly the Glen Easton Coal Co., which is in better shape financially since its reorganization, will proceed without delay in the execution of its original plans at Moundsville. A shaft will be sunk a short distance below the town, and tipples erected. The near location of the shaft at the river will make it incumbent on the company to build a twenty-foot bulkhead about the mouth of the shaft to protect the works in case of excessively high water. The company owns a large tract of land in the vicinity of Moundsville, and some predict that it will become one of the largest coal producing concerns in the state outside of the Fairmont company. The Lockwood building has been acquired by the company and is being fitted up for offices and store room.

Coal and Coke Railroad is Rapidly Approaching Completion.

The forces working on the new coal and coke railroad are fast approaching each other and within ten days the southern gang will have added about thirty miles of new track to its quota. This new section will be between Otter and Gassaway, the latter being a brand new town named, as might be inferred, after the democratic candidate for the vice-presidency, who is the principal owner of the line. Westward from Elkins the road has been finished for about twenty-five miles and rails are being laid from Reed's tunnel to Sago, enabling freight to make direct connection with the Baltimore & Ohio system from Clarksburg, Weston and Buckhannon via a short route to the interior of the state.

It appears that nothing stands in the way of the extension of the Morgantown & Kinkwood railroad to Rowlesburg, except the taking of about \$100,000 of bonds by capitalists of Preston county. When this has been done the road will be constructed according to the agreements made some months ago between Senator Elkins and his associates and the authorities of the counties through which the road will pass. The line will open a vast tract of new coal properties, to say nothing of hitherto untouched blocks of timber. Buying of both has been stimulated by the projected improvement.

The mines of the Fairmont Coal Co. and the Clarksburg Fuel Co. are working this week on better time than usual.



The Twin City and Northwestern Coal Market.

MINNEAPOLIS, MINN., Sept. 22.—(*Special Correspondence.*)—The Jones & Adams Co. will build a new coal dock on Connor's Point, at Superior, up the bay a short distance. It has bought a twenty-one-acre site and will build a dock with a capacity of at least 250,000 tons. The company already has a dock at Superior, but new connections with the Wabash, which has just bought into the Ohio coal fields, make a better outlet necessary. Owing to a refusal by the Great Northern to renew a lease the move was doubly necessary. Work will be started this winter or early in the spring.

Already eleven coal docks, with a capacity of 1,750,000 tons, stand in Superior. Duluth has enough capacity to make the 2,000,000 total. The new dock will possibly be the largest in the world. The Pittsburg Coal Co.'s dock, on Allouez bay, claimed that honor undisputed for a long time, but last season the North Western Fuel Co. put into commission its new electric-

equipped dock, which is said to have still greater capacity. There is a dispute on this point, however, but if the twenty-one acres purchased for the new dock is all used for dockage, it will settle the dispute without question.

Cooler weather has caused a slight increase in call for anthracite for domestic purposes, yet consumers still seem lethargic concerning fuel for the winter. Retail line yard men are giving their first orders to fill up their bins. They have been watching crop prospects closely, because on the success of the crop depends the degree of consumption, and better news concerning its condition has increased the demand. Lump and egg smokeless coal are entirely out of the market.

The Great Western Coal Co., of Minneapolis, has begun action against Thomas J. Skellett and others to collect \$1,500 because of alleged failure of contract. It is alleged that the defendant was to unload and store coal at an agreed price and that 1,100 tons were received on cars by the defendant for plaintiff and that the defendant has failed to deliver or account for more than 700 tons. The plaintiff seeks remuneration for the difference.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Sept. 22.—(*Special Correspondence.*)—One of the most conclusive evidences of returning prosperity in the Pittsburg district is the development today that a car shortage exists hereabouts. The general spurt in the iron and steel industry since the readjustment of prices has created an extraordinary demand for cars, and for the first time in many months the leading operators are complaining about the inadequate transportation facilities. Thirteen large mines of the Pittsburg Coal Co. were compelled to close this morning on account of the railroad companies' failure to furnish a sufficient number of gondolas and hoppers to move the fuel from the mines. General trade has been improving recently with giant strides, and the pronounced change in business has caught the railroads unawares. The scarcity of cars in this locality is plainly indicative of the improvement that the situation has undergone. Several weeks ago there were scores of extra cars in the yards and the railroads were vigorously sacrificing for merchandise. But the past two weeks have witnessed a remarkable change, and now shippers are complaining of their inability to secure cars.

Since the opening of the lake trade the latter part of April the railroads have consigned the majority of their cars to the coal traffic. Now that iron trade has become active again the roads have been called upon to furnish more cars than they had in their yards, consequently some of the shippers are being disappointed. The shortage of cars at this stage will doubtless prove serious in a way. The Pittsburg Coal Co., the largest shipper of bituminous coal to the lakes, has practically abandoned all hope of equaling the record established last year.

First Serious Car Shortage Experienced for Months.

In this connection Vice-President W. R. Woodford said this afternoon: "This is the first serious car shortage we have experienced in many months. The improvement in business is probably responsible for this state of affairs. There is a congestion at the docks across the lakes, but notwithstanding this obstacle we are continuing shipments to the lakes. Owing to the shortage of cars we can not possibly equal the record made last year, so far as shipments to the lakes are concerned. The demand for fuel in the northwest is not on the wane, but on the contrary is holding up in an encouraging manner. Up until this morning virtually every rail mine was in operation, but the lack of cars forced the suspension of operations at thirteen mines. This will handicap us in our shipments. I expect the docks at the headwaters to be cleared in about a week, when the unloading of vessels will be resumed. The fall trade promises to be very good, as numerous inquiries are being received." The price of coal is about the same as prevailed for several weeks. Run-of-mine coal is selling at from \$1.00 to \$1.05 per ton at the mine.

The movement to consolidate the independent operators throughout the district is not progressing. J. H. Sanford, who is one of the prime movers in the new organization project, said today that there have been no recent developments, nor has a date been fixed for a meeting. It is said that some of the producers are requesting entirely too much for their property. The competition in the coal trade appears to be growing keener daily.

Rumored an Attack will be Made On the Pennsylvania Railroad.

A rumor gained wide circulation today and some credence that an attack is being planned on the Pennsylvania railroad to deprive it, if possible, of the right to operate coal mines either as part of the system or through subsidiary companies. It is said that the Wabash railroad is the promotor of the latest scheme. The Gould officials contend, it is claimed, that under its charter and the laws of Pennsylvania the Pennsylvania railroad has no right to operate mines or engage in the coal-mining industry. The fact that the immense coal properties of the Pennsylvania form a source of revenue involving millions of dollars annually makes the present dispute one of the utmost significance. Officials of the Pennsylvania in this city declined to discuss the matter.

J. H. Sanford, president of the Clyde Coal Co., asserted this morning that no effort is being made to resume operations at the Frederickstown, Pa., mine, where a strike of miners is on. Mr. Sanford said that the differences between the United Mine Workers and the company is not over the employment of a checkweighman, as the labor leaders are inclined to have the public believe. He said: "We are willing to hire a checkweighman, but we will refuse to compel the miners to pay dues to the union. We are willing to see that the miners contribute to help pay the checkweighman, however. The miners' leader has not called upon me in an endeavor to have the controversy settled. If the miners desire to join the organization, that is not any of our affairs, but we will not force them to pay dues to the union."

Another announcement indicative of the improvement of the general trade was made today. The demand for coke by the furnaces of the United States Steel Corporation requires a vast tonnage, and orders have been issued

for blowing in all available coke ovens in the Connellsville district proper. It has been pointed out from time to time in THE BLACK DIAMOND that the coke business was experiencing a substantial boom, but recent developments have surpassed the expectations of even the most sanguine producers. The H. C. Frick Coke Co. last week had 2,500 ovens idle. The list this week has been greatly reduced. In round numbers the Frick company has 11,000 ovens in the Connellsville district proper. Eight thousand five hundred of these were reported active the week ending Saturday. The estimated output was 99,000 tons. This week there have been material gains in the producing ovens of the concern.

The 300 ovens of the Orient Coke Co., near Uniontown, have been completed. About half are already in operation.

John H. Jones, president of the Pittsburg-Buffalo Co., will return the latter part of the week from his vacation tour. He visited the company's offices in Cleveland and Buffalo and also spent a week at St. Louis.



Kansas City and Missouri River Trade.

KANSAS CITY, Mo., Sept. 22.—(Special Correspondence.)—The coal trade in Kansas City and vicinity is lively for this season and the indications are for an excellent wholesale and retail demand during the fall and winter. The domestic demand is unusually heavy for September, and is caused by the advent of some cool weather, the prospect of an advance in prices and the fact that few householders this year put in a supply of coal during the summer months. Not even a reduction of \$1.00 a ton in semi-anthracite and fifty cents a ton in bituminous coal stimulated the domestic call during July and August, to the degree customary at that season of the year. For this reason all the coal dealers in the city are doing a heavy September business.

On October first an advance in retail and wholesale prices will be made. Bituminous coal will be raised twenty-five cents a ton and semi-anthracite fifty cents a ton. Later in October another advance may be made which will bring the best Kansas lump coal to \$4.75 and Arkansas semi-anthracite to \$6.50—the prices that prevailed last winter. Wholesale prices will be about the same as last winter, although quotations may rule a little lower. There are no mining troubles now in the southwest, all the miners being at work under the new reduced wage scale. It was thought that the reduction in wages would result in lower prices for coal this winter, but the operators say they can not afford to sell any cheaper. The operators say that the wage reduction makes a difference of only about three cents a ton in the cost of mining coal and that the railroads make them pay freight on mine weights and refuse to base their freight bills on the amount of coal delivered. Then too, the railroads advanced freight rates twenty cents a ton last year when the operators advanced coal prices. For these reasons the public will not get cheaper coal this winter, unless it buys at the reduced prices now in effect.

Coal Dealers' Association Meets to Discuss Freight Matters.

The Coal Dealers' Association met in Pittsburg, Kan., last week and discussed freight rates and short weights in an executive session. The short weight question is of great importance to dealers and often means the difference between a profit and a loss. There usually is a shrinkage of coal in transit and it is customary to make the dealer stand the loss. The dealers believe that the railroads should bear at least a part of the loss from shrinkage. The association appointed a committee to confer with representatives of the railroads and arrange for a settlement of the difficulty. Following is the committee: L. C. Jackson of Wichita, W. W. Clelland of Lawrence, and E. D. Haynes of Fort Scott, Kan.

On October third more than half a million acres of land underlaid with coal will be sold in the Choctaw nation of the Indian Territory. These lands have been reserved from allotment and will be sold to the highest bidder under the direction of the Federal government. It is reported that a combination of eastern capitalists, including the packing house interests, will be in the bidding for the lands. It is said the packing interests would like to use the land for grazing purposes and reserve the coal for future operations. A general protest to the plan has been raised by the residents of the Choctaw nation. The land will be sold under the sealed bid plan. The secretary of Indian affairs will begin to open the bids at Washington on October third.

By next year natural gas from the Kansas fields probably will be a competitor with coal for manufacturing purposes in Kansas City and St. Joseph. Two companies, which apparently have ample capital, have asked the Kansas City council for franchises. There is a great supply of natural gas in Kansas and these companies propose to pipe it to Kansas City and other cities and sell it at from twenty cents to fifty cents per 1,000 cubic feet. Frank Rockefeller, a brother of John D. Rockefeller and William Rockefeller, is at the head of one of these natural gas companies. The council may give franchises to both companies as it favors any means that will promote the manufacturing interests of the city. There is no doubt that the natural gas in Kansas is sufficient to meet a big demand for several years.



The St. Louis Coal Market.

ST. LOUIS, Mo., Sept. 22.—(Special Correspondence.)—The coal market here has not experienced any perceptible change. Prices in carload lots range about as they did last week, but there has been a slight advance in load lots. Coal is coming in very freely on the east side, but owing to the great amount of passenger traffic that the railroads are doing on account of the World's Fair there is some difficulty in getting the coal brought over the river to this side, although the St. Louis Terminal Association is doing the best it can.

The prices quoted on the east side in carload lots are: \$1.10@1.15 for mine run; \$1.30@1.35 for shaker screen, and high grade at \$1.90@2.25. Yard prices remain about the same as they have been for several weeks.

A. A. Bryden, of Bryden & Co., on being asked the condition of the market, said: "We expect no material advance in prices until later in the season and some very cold weather is experienced. We do not think that coal will be quite as high the coming winter as it was last, unless some exceptionally cold weather comes."

Mr. Whettimore, treasurer of the Barth-Rose Coal Co., in discussing the situation, remarked: "Business is rather quiet for this season of the year. The present cold spell has not increased the demand for coal. Those people who are permanently located have already laid in their supply of coal for the winter, and those who do not know whether they are going to remain where they are, on account of the excessive rents asked by real estate agents for houses, do not care to buy any more than they absolutely need and will not lay in coal on an uncertainty. This cuts off the demand from those people. Bituminous coal is practically a drug on the market, most of the coal being purchased being of the higher grade. There is really not much of that being bought. When the weather becomes cool enough for fires in their furnaces, there will no doubt be a rush of orders, but this present drop in temperature has had no effect on the demand."

Interviews with Prominent Factors in the Trade.

Mr. Kuhn, secretary of the Devoy & Feuerborn Coal & Coke Co., said: "There is no doubt but what this fall weather will advance prices. The only change thus far is in load lot prices. Carload lot prices are the same and retail prices are as quoted heretofore. Coal is coming in very freely on the east side, and that has had the effect of keeping prices down. Low grade coal is the main grade that is coming in. High grade coal is commanding better prices than it did a short time ago and is somewhat scarce."

The Illinois Coal Operators' Association, held a meeting in the Association building at the World's Fair, Tuesday. It was said to be only a regular meeting held in St. Louis because of the World's Fair, instead of in Chicago, where it is usually held.

Wednesday there was a meeting held at the World's Fair by the executive committees of the two associations of operators and hoisting engineers, the object of which was to discuss props in mines and other matters pertaining to the situation in Illinois.



Connellsville and Coke Production.

CONNELLSVILLE, PA., Sept. 22.—The *Courier* reviewing the coke situation says: There was a gain of about 600 ovens in the total active list of the Connellsville region last week. The H. C. Frick Coke Co. alone fired about 1,000 ovens, but enough were banked at the plants of other operators to cut the list down to the figure mentioned. This week there will be further gains in the active list. Several hundred of the Rainey ovens will be in the producing column. A start was made firing Mt. Braddock the first of this week. There are 540 ovens there. All of them, however, will hardly be put in operation just at present. Additions are also being made to its active ovens by the Frick Co. this week. Shipments last week show gains of about 800 cars. This is a good indication of the improved condition of the trade. There is a steadily increasing demand for coke. Prices have not been affected, but they will be with shipments past the 10,000 cars a week mark. This is within 2,000 cars a week of the industry's high tide, and at that time prices were sky-high.

The activity of the Frick Co. and its allied interests is due to the blowing in of United States Steel Corporation furnaces. In two weeks fifteen Steel Corporation furnaces have been blown in in Ohio and Pennsylvania. Out of a total of fifty-one furnaces operated by the Carnegie Steel Company forty are in operation at present. Out of the total of eleven idle stacks, four are new and have never been operated, including two at Donora, one at South Sharon and one at Clairton. One at Edgar Thomson and one at Isabella are undergoing repairs, while one at New Castle is being entirely rebuilt. The other idle stacks, including those at Columbus and Zanesville, owing to their location can not be operated profitably except in extremely active business periods.

Detailed Report of the Operation and Output.

The detailed report of the operation and output of the Connellsville region for the week ending on Saturday, September tenth, shows a total of 23,308 ovens of which 16,810 were active and 6,493 were idle. There was a gain of twenty-six ovens in the total, that number of new ovens having been added to the Buckeye plant of the H. C. Frick Coke Co. and fired.

At Whitney, of the Hostetter Connellsville Coke Co., seventy-five ovens were blown in. The Oliver & Snyder Steel Co. banked its No. 3 plant of 300 ovens. The estimated production last week was 194,761 tons compared with 191,773 tons the previous week. This week the estimated production is likely to reach the 200,000-ton mark.

Shipments last week aggregated 10,540 cars. They were distributed as follows:

To Pittsburg	3,666 cars
To points west of Pittsburg	5,512 cars
To points east of Connellsville	1,362 cars

Compared with the shipment of the week of September third this was a gain of 779 cars. There was an encouraging gain to all points and especially to the markets west of Pittsburg.

In the Lower Connellsville region there are 6,083 ovens of which 4,935 were active and 1,148 were idle. The estimated tonnage was 58,200. The Washington Run Coal & Coke Co. banked fifty ovens at Washington No. 2, the only noteworthy change reported in the Lower district.



Strikers in the vicinity of Berwind and Tobasco, Colo., recently attempted to take possession of the non-union mines in that part of the state. A posse was quickly summoned by the sheriff, who were hurried to the scene of action, where about one hundred striking miners were congregated. Fifteen of the men were later arrested and taken to Trinidad. The incident caused considerable excitement throughout the coal camp for a short time.

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, Sept. 22.—(Special Correspondence.)—Taken as a whole, the Cincinnati market is in excellent condition this week. The same conditions that have existed for several weeks are continuing, and as there was a general tendency toward improvement, the market is now in better shape than it has been for a long while. The unusual demand for smokeless coal is unabated, notwithstanding the almost prohibitory prices that have been asked for it during the past two weeks, and dealers throughout this territory who have not bought smokeless coal are still rushing in with their orders. It was thought by many that the comparatively high price of smokeless lump would drive many dealers to buying other grades, but it does not seem to have done so, and the producers of this excellent fuel find themselves further and further behind in filling their orders. While the greatest demand is for lump and egg there is an increase in the number of orders for mine run because it can be obtained more quickly, and is comparatively cheaper than screened coal. As already noted in this report, the present market conditions are compelling dealers to educate their trade to the use of mine run, which is the logical way to handle all smokeless coal. The screening and sizing of New River and Pocahontas coal was a mistake from the beginning. The prices of smokeless coal are practically unchanged, being \$2.00 at the mines for lump; \$1.75@2.00 for egg; \$1.10 for mine run and an average of seventy-five cents for nut and slack. The car supply during the week was very bad. The car sheet for the last day reported shows that thirty-six mines in the New River district were without any cars whatever, while the remaining mines were given a short supply. This applies to the Chesapeake & Ohio only, and for New River coal.

Demand for Domestic Coal is Improving.

The demand for lump coal other than smokeless is much better this week than it has been for a long time, which shows that the dealers throughout the district are beginning in earnest to buy coal for the winter, and it is probable that the demand will increase as weather conditions intensify. The Kanawha district, the greatest source of production for this market, reports business quite good, with many of the mines running up to their capacity, the car supply fair, but not all that can be desired, and prices firm and well maintained. There are so many varieties of coal in the district that each is sold on its own merit, and no uniform price can be quoted, but \$1.35@1.50 a ton at the mines will cover the range of prices quoted and obtained for Kanawha splint lump. Mine run is worth 90c@1.00 and nut and slack 50@75 cents. The Thacker district is putting out almost its capacity of coal of all sizes, and quotations are \$1.45@1.50 for lump and 75 cents for nut and slack. Fairmont lump is quoted at \$1.35@1.50 and Luhrig lump \$1.40@1.50. The car supply on all the railroads except the Chesapeake & Ohio in the New River district is fair, and little complaint is heard.

The nut and slack situation is practically unchanged, though not improved. The continued shipments of lump to the lakes to finish the season, the comparatively heavy demand for lump for family trade, and the extreme quietude in the coke industry combine to throw an unusually large quantity of fine coal on the market at this time. The demand for steam coal is probably nearly up to its normal proportions and is therefore absorbing a large quantity of nut and slack, but the surplus is hard to dispose of, and a good many persons think it will yet cause trouble in the general market before conditions entirely right themselves.

Coke Trade Continues Dull and Sluggish.

The coke trade continues dull and sluggish. Although the production is reported to be increasing everywhere in this district, prices are not lower, and the market is not correspondingly weaker, but about the same, which is equivalent to a slight improvement. Standard furnace is quoted at \$1.75 a ton at the ovens, and foundry \$2.00. Some Pocahontas coke is being sold below these quotations, but it represents a lot of spot coke that demurrage was eating up, and it had to be sold. A large handler of Stonega coke reports the unusual condition of a rather good demand for coke, but an inability to fill orders because of a lack of laborers in the district. It seems that during the dull season in the coke business many of the coke laborers left the district for other fields of labor, and they have not been induced to return.

As indicated a few weeks ago, the movement of river coal, or rather the sale of river coal to local elevator people is beginning to be quite heavy. During the week one of the largest independent Pittsburg producers came down from headwaters and sold a large quantity of Pittsburg coal that had been tied up here since early in the spring, to one of the large elevator concerns. The price was not given out, but it is supposed to be below current quotations of seven cents a bushel for Fourth pool lump, as the coal in question was what is known as Fifth pool, and is said to be inferior in quality to Fourth pool. The Pittsburg combine is holding its cheapest lump at seven cents a bushel, and its best as high as eight cents, while most of Kanawha lump is held at eight cents. River nut and slack is very plentiful at four and five cents a bushel afloat.

The strictly retail business of the city is indeed excellent. Some of the largest concerns are not only working all their teams up to their capacity, but are compelled to hire outside teams to insure prompt delivery to their customers. This rush in the retail business is regarded as one of the most satisfactory signs of the times. Many years ago the people almost universally bought their winter's coal in the summer or fall, but during the past few years the practice was almost abandoned. Dealers are delighted, therefore, to see the great volume of business at the present season of the year when weather conditions make coal deliveries cheap and easy, and at the same time the customer is assured of good dry coal, quick delivery and reasonable price. Pittsburg, Kanawha, Fairmont, and Thacker lump are worth \$3.00 a ton delivered throughout the downtown part of the city; Luhrig and Kentucky, \$2.75; Pocahontas and New River, \$3.75; anthracite, \$7.50; nut

and slack from \$1.65 to \$1.90, and gas coke nine and ten cents a bushel. Hill and suburban prices are higher, according to the length of the haul.

New River's Greatest Operator is Dead.

The death of Thomas G. McKell removes the greatest operator in the New River field. Mr. McKell was the exclusive owner of the entire Loup Creek valley in the New River district, and besides operating on his own account five of the largest mines in the district, he owned the title to the property of every mine in the Loup Creek valley, and his royalties were far greater than those of any other man or company in the entire district. The output of Loup Creek is over one-fourth, and nearly one-third that of the entire New River field. The largest single operations in the entire field are located on McKell property. Mr. McKell made his home at Chillicothe, Ohio, where he devoted much of his time to banking and other large interests. He leaves a widow and two sons. One of his sons, William McKell, has been the active manager of his father's extensive coal business for several years, and it is likely that the business will be continued without interruption. The Chesapeake & Ohio Coal & Coke Co. is the eastern and western representatives of the McKell interests. The estimated wealth of Mr. McKell is between \$7,000,000 and 8,000,000. He was buried Monday at Chillicothe, Ohio.

The Big Hill Coal Co., which has the contract of supplying the city water works with coal, is receiving a great deal of unfavorable notice just now as a result of a falling out or slight quarrel between two well known politicians. The trouble originated from a complaint that the coal furnished at a certain time was not up to the standard, and while the Big Hill Coal Co. remedied the matter at once, the complaint led to a furious newspaper fight between the politicians, and incidentally the Big Hill Co. got the worst of it.

The firemen, ash haulers, coal wheelers and other laborers employed at the Front Street pumping station of the city water works demanded a vacation with pay last week, but the demand was refused by the board of public service. These laborers receive \$2.00 a day for eight hours' work. They have not struck as yet, and there is no record of any of them throwing up their jobs.

Cincinnati News Notes and Personals.

Walter Wood, a well-known Kanawha coal operator, is here for a few days.

T. E. Houston, vice-president of the Thacker company, is in Cincinnati for a few days.

The Cincinnati Gas Coke, Coal & Mining Co. is issuing some very attractive circular and blotter advertising.

The Luhrig Coal Co.'s big mine at Luhrig, Ohio, is running full capacity again after a week's shut-down for repairs.

Harry P. Jones, general manager of the Big Hill Coal Co., is in Louisville looking after the affairs of his company.

W. H. Franklin, treasurer of the Thacker company, has gone to St. Louis after spending several days at Cincinnati.

R. A. Colter, one of the head men in the office of C. G. Blake & Co., is spending his vacation taking in the fair at St. Louis.

J. B. Connors is now the agent of Castner, Curren & Bullitt in Dayton, Ohio, having purchased the business of J. C. Ensley.

The Big Hill Coal Co. has taken the agency for the sale of the National Coal Co.'s output. This mine is located in the Fairmont district.

Charles S. Nield, general manager of the North Jellico Coal Co., Louisville, was here this week buying supplies and machinery for his mines.

Samuel Heilner, proprietor of Percy Heilner & Son, Philadelphia, was a visitor here this week. He is well pleased with his investments in this district.

C. G. Blake, the well-known coal man, is still in Europe, having been heard from in Paris a few days ago. He will return about the last of October.

William Clauss, president of the Cincinnati Gas Coke, Coal & Mining Co., is at his office again after spending a week or ten days at the St. Louis exposition.

Sealed proposals will be received at the office of the board of public safety, city hall, until 9:30 a. m., October third, for furnishing and delivering to the police department, during the ensuing year, 500 tons of Youghiogheny lump coal.

S. F. Dana, president of the Campbell's Creek Coal Co., has just returned from his summer vacation, which was spent among the Thousand islands. He is the picture of health.

W. B. Crail, Cincinnati sales agent of the Monongahela River Consolidated Coal & Coke Co., made a trip along the river as far as Madison, Ind., this week looking after his trade.

The Cincinnati Gas Coke, Coal & Mining Co. has opened an office in the Inter-terminal Traction building, Indianapolis, for the sale of the company's products in the district of which Indianapolis is the center.

The Pittsburg Coal Co. branch of the Monongahela River Consolidated Coal & Coke Co., has just secured the contract to supply the H. & S. Pogue Co. with nut and slack the coming year. The contract is for about 3,000 tons.

Western General and Personal Notes.

J. S. Jones, president of the Jones & Adams Co., Ellsworth building, Chicago, is in New York on a business trip this week.

E. L. Booth, second vice-president of the North Western Fuel Co., Fisher building, Chicago, is in the east on a business trip this week.

H. C. Easterly, of Gilmore & Easterly, Old Colony building, Chicago, is in Minneapolis, St. Paul and the northwest this week on a business trip.

W. R. Davis and Louis Bryden, of the Davis-Bryden Coal Co., Grafton, W. Va., were in Chicago the early part of the week on a business trip.

S. B. Jones, president of the Western Fuel Co., Adams and Rockwell streets, Chicago, has returned from a business trip to the mines in southern Illinois.

P. S. Elwell, of the Pittsburg Coal Co., Chicago, was in St. Louis attending the World's Fair the latter part of last week and the early part of the present week.

J. H. Deatherage, of the Ender Coal & Coke Co., Ellsworth building, Chicago, has returned from several days spent at the St. Louis exposition the latter part of last week.

The Lincoln Male Quartet has been organized for the winter season and includes among its members Fenwick C. Atwill, basso, with the Marmet Co., Plymouth building, Chicago.

"Clean Coal" Smith, with the W. B. Stone Coal & Coke Co., Milwaukee, as superintendent of the new dock at that point, was in Chicago over Sunday and wore his usual smile.

Frank L. Jackson, of the F. L. Jackson Coal Co., and E. O. Fellows, of the E. O. Fellows Coal Co., Minneapolis, Minn., were in Chicago the middle of the week on a business trip.

The total coal receipts to date at Bemidji, Minn., have been about 95,000 tons. Most of this coal is shipped to the iron ore mines in the northern part of Minnesota, where it is used for fuel purposes.

The Crescent Coal & Mining Co., Plymouth building, Chicago, has sent out a postal card to its numerous customers calling attention to the quality of Glendora chunks and egg and W. S. B. Pocahontas coal as domestic fuels.

George A. Magoon, vice-president of the United Coal Co., Pittsburg, Pa., passed through Chicago on Thursday of this week for Milwaukee, Wis., where he will inspect the new dock of the W. B. Stone Coal & Coke Co., in which he is a stockholder.

W. L. Rambo, formerly with the De Camp Coal & Coke Co., Old Colony building, Chicago, as traffic manager, has resigned and is now with Drieske Bros. at 146 Clybourne place, Chicago, as traveling sales agent, calling on the trade in Iowa and Minnesota.

J. H. M. Claggett, resident manager of the Philadelphia & Reading Coal & Iron Co., Chicago, returned the early part of the week from a business trip to St. Louis, where he managed to attend the World's Fair for a few hours while waiting for a train.

On the occasion of the funeral of the late Henry Brinton Cox, of Cox Bros. & Co., Inc., held last Saturday at Philadelphia, Pa., all the western offices and yards of the company were closed by George Merryweather, the western agent of the company.

George H. Farrand, of the Sedalia Coal Mining Co., Fisher building, Chicago, has returned from ten days spent at Mt. Clemens, Mich., for the benefit of his health and is in first-class physical condition as a result of his trip. Mr. Farrand has been in poor health the greater part of the summer and it is now believed that he has fully recovered.

W. B. Stone, president of the W. B. Stone Coal & Coke Co., Old Colony building, Chicago, went to Milwaukee the early part of the week to inspect the new dock the company is building at that point and to attend to matters of business. The work on the new dock is progressing very satisfactorily and it is expected that coal will be unloaded on it by October first.

Homer D. Jones, secretary and general manager of the Western Fuel Co., Adams and Rockwell streets, Chicago, who left on September third for an extended business trip through the east, taking in the principal cities, returned to Chicago the early part of the week. Mr. Jones reports that he had a most pleasant trip and one which was highly profitable to him.

Herbert H. Taylor, secretary of the New Kentucky Coal Co., Fisher building, Chicago, left the early part of the week on his annual vacation trip and will be absent from Chicago for ten days or a fortnight. Mr. Taylor will spend the greater part of his time in Kansas and will probably bag a number of prairie chickens before his return, as he is an adept with the shot-gun.

Owing to the inability of Thomas J. Dwyer, president of the Chicago & West Virginia Coal Co., to give attention to this business, due to his other interests, it has been decided to discontinue that company. The Chicago & West Virginia Coal Co. is liquidating its accounts and will pay dollar for dollar on all outstanding claims. The company will close its office in the Ellsworth building, Chicago, on October first.

The Centerville Iron Works, Centerville, Iowa, reports that its mine car business is exceptionally good the present year. Among recent shipments made by this company were the following: One carload to the Electric Coal Co., Mystic, Iowa; two carloads to the Crescent Coal Co., Oskaloosa, Iowa; one carload to the Iowa Block Coal Co., Exline, Iowa;

three carloads to the Chicosa Fuel Co., Trinidad, Colo., with a large number of smaller orders to local operations.

John Pynchon, well known to the Chicago and Milwaukee coal trade on account of his long connection with it has resigned as president of the Federal Coal Co., Old Colony building, Chicago, to accept a position as manager of the sales department of the Boone Coal & Mining Co., with offices at Boone, Iowa. This company is connected with the Newton & Northwestern Railway Co. It owns a number of mines in the vicinity of Boone, the output of which will be increased. In addition much modern machinery will be installed.

The bowling team of the Charlevoix Club, a south side social organization, tried conclusions Wednesday evening of this week with a picked team from the coal trade bowling league. The match occurred on the alleys of the Charlevoix Club and was very close, resulting in the first game for the coal trade bowling league with a score of 852 to 791. The second and third games were won by the Charlevoix Club with a score of 905 to 742 in the second game and 837 to 833 in the third game. The members of the coal trade bowling league were very hospitably entertained by the Charlevoix Club.

The coal mine at Brereton, Ill., recently established a new record in hoisting coal. During a period less than that of an average workday 1,000 tons of coal were hoisted, and it is believed that if the supply of cars had held out the output would have been close to 1,300 tons. The mine has been in operation for several years, but never before equaled this record. The number of miners employed has been increased to 250 and additional houses are being built for them. The Monmouth Pottery Co., of Monmouth, Ill., is the owner of this property and it reports a good demand for all the coal that can be produced.

G. M. Woodward, Marquette building, Chicago, returned the early part of the week from a ten days' trip to the World's Fair at St. Louis. He reports that he had a most pleasant time in every respect and that the exposition is well worth attending. The two leading features are the Philippine village and Jerusalem. Mr. Woodward reports that while getting around at the fair is difficult work on account of the long distances, he believes everyone who can possibly do so should attend it for the educational benefits to be derived. He was accompanied by Mrs. Woodward and their daughter.

S. W. Little, secretary and treasurer of the S. W. Little Coal Co., Evansville, Ind., was in Chicago this week on a business trip. Mr. Little reports that the company has a good business in its different grades of coal and at present is moving all the screenings it can produce on contracts made the earlier part of the summer. The company has recently installed electric haulage and has equipped its mines with new mine cars. These mines are located in Pike county, Indiana, and have a production of 1,500 tons of screened lump, egg and nut coal a day. These mines, since the installation of electric haulage, are thoroughly modern in every respect. Most of the coal produced is sold in Chicago and Indianapolis.

The duties of L. W. Ferguson, western manager of the Davis Colliery Co., Old Colony building, Chicago, have been increased by the addition of Michigan and Canada to his territory. This trade was formerly handled from the Detroit office of the company, which it has been decided to close in the belief that it can be handled from Chicago just as well. Mr. Ferguson now has direction of the business of the company in all the states west of Pittsburg, which, of course, has materially added to his responsibilities. The company has also recently acquired a dock at Two Rivers, Wis., with a storage capacity of 25,000 tons, which it is operating. The capacity of this dock will be increased next year to 100,000 tons and the company is planning to become an important factor in the lake trade.

The congestion of coal vessels in Duluth Harbor last week was reported to be one of the worst ever experienced in the history of lake navigation at that point. Owing to the heavy stock on the docks, due to the backward buying of retailers and consumers, it requires more time than ordinarily to discharge a vessel. The middle of last week it was reported that there were about 50,000 tons of coal afloat in the bay, the vessels being unable to reach their discharging berths. These conditions have been improved somewhat during the present week, but there is still more or less trouble in unloading coal promptly and at the loading ports there has been a congestion of loaded cars as a result, which in turn is affecting production. While business in the northwest is improving somewhat, it has not yet reached the proportions it should at this time of the year. Some vessels in the ore trade recently went to Duluth light on account of inability to discharge coal cargoes promptly.

The Schiele Bros. Coal Co., 1245 State street, Chicago, engaged in the steam and shipping coal trade, is the first company to use an automobile to enable its traveling sales agent to visit customers. The automobile is a five-seated Yale machine and was made in Toledo, Ohio. It is in use in the gas belt of Indiana, where the company has a large steam trade and is in charge of Wilbur Myers, sales agent for the company. It has been found by practical test that it is not only more economical in the saving made in railroad fares, but that more towns can be visited, that it is a business getter, and that it is more convenient. The machine is equipped with a rubber blanket, which covers the entire top, and it is used in rainy as well as pleasant weather. It is expected that it will be kept in service throughout the winter. In addition to the economy in time and money resulting from the use of the automobile, it is also of advantage in taking customers out for a spin after they have bought a car or more of coal and wins many customers in that way. Since the death of Nathan C. Schiele, the Schiele Bros. Coal Co., has passed into the ownership of Silvester Schiele, the surviving member of the corporation.

Two Important Coal Companies are Merged.

Negotiations were completed this week which resulted in a merger of the E. E. Pattison Coal Co., Manhattan building, and the Drexel Coal & Coke Co., Old Colony building, Chicago. The new company will continue under the name of the E. E. Pattison Coal Co., with its scope considerably increased. The capitalization of the merged companies is \$100,000 and the officers are: President and treasurer, Melvin Pattison, formerly president and treasurer of the E. E. Pattison Coal Co.; vice-president and general manager, C. B. Ebbert, formerly president and general manager of the Drexel Coal & Coke Co.; secretary, W. M. Logan, formerly secretary of the E. E. Pattison Coal Co.



MELVIN PATTISON, PRESIDENT AND TREASURER OF THE E. E. PATTISON COAL CO.

The merging of these companies will materially increase the business of the E. E. Pattison Coal Co. Prior to present negotiations the latter had been engaged almost wholly in the steam trade in Chicago and had established a large business. The Drexel Coal & Coke Co. represented leading operators in the Pocahontas region of West Virginia, who marketed a large tonnage through the company. It had a well established shipping business in Pocahontas coal, and was one of the factors in the Chicago market in disposing of this product. The company was established in April of this year, and all its contracts have been retained under the merger. It is intended to still further increase the coal business of the company and other Pocahontas connections will be added to those taken over.

Melvin Pattison, who is at the head of the E. E. Pattison Coal Co., has been identified with the coal trade for the past twenty years. He began his service in the Chicago office of Cox Bros. & Co., Inc., as yard clerk, remaining with this company for seventeen years, occupying successively the position of foreman of the yards, sales agent, and ultimately becoming general superintendent of the docks and yards of the company, in charge of all its yards and docks in the west. He resigned to become general sales agent of the Brown-Hoisting Machinery Co., of Cleveland, Ohio, several years ago, and when he resigned from the service of that company this year had advanced till he was acting assistant manager and general sales agent. Through the death of his brother on April first of this year, Mr. Pattison was elected president and treasurer of the Pattison Coal Co., of Chicago.

C. B. Ebbert, vice-president and general manager has been identified with the coal and railroad business of West Virginia and Chicago for the past fifteen years. He began his business career as a railroad clerk at the age of seventeen and remained in the railroad business till 1896, when he resigned to become superintendent of the Bradstreet commercial agency at Quincy, Ill. A year later, however, he resigned this position to become traveling freight agent of the Chesapeake & Ohio railroad, spending much of his time in West Virginia, where he secured a wide and favorable acquaintance among the coal operators. In 1901 he was appointed general sales agent of the Chicago-Virden Coal Co., at Chicago, and resigned this position to accept the management of the Ogden Coal & Coke Co. when it was organized in 1902. In April of the present year Mr. Ebbert organized the Drexel Coal & Coke Co. in which he owned the controlling interest.

Under the new arrangement the E. E. Pattison Coal Co. starts out with bright prospects, and with a large shipping and steam trade already established. Under the direction of the able and experienced management which it will have, it will no doubt become a still greater factor in the western coal trade.

Atchison, Kan., Celebrates Opening a Coal Mine.

Atchison, Kan., recently completed the deepest coal shaft in the west, which opens up the Leavenworth vein containing thirty-eight inches of coal. This coal mine has been opened as a result of the civic interest of the citizens of Atchison, in order that they might have a supply of coal at their very doors, which would increase the manufacturing resources of the city and provide for it a domestic supply of fuel. The coal shaft cost a much larger sum of money than was expected, the total cost to the present time having been \$110,000. When it was opened, however, the citizens were jubilant and they planned one of the most noteworthy celebrations in honor of the event, in the history of that thriving municipality.

Invitations were extended to all the adjacent cities to send representatives and Governor Bailey of Kansas was the honored guest of the occasion.

There were ten thousand people in attendance at this jubilee celebration, many of them from remote parts of the state. In the afternoon a jubilee matinee was held at which Prof. Erasmus Haworth, of the Kansas state university explained the merits of the coal and showed that it was of high quality.

The evening celebration was held at Forest park, which is the beauty spot of Atchison. The early part of the program was devoted to an explanation of the mine, fully illustrated by a stereopticon. Scenes were shown and explained concerning the mine, how it would be worked, and the difficulties encountered in opening it. Pictures of the officers of the Atchison Coal Mining Co. were thrown on the screen and were received with loud applause.

Following this feature of the evening Governor Bailey made an address in which he warmly congratulated the citizens of Atchison upon the public spirit which they had shown in promoting the enterprise and the success which had attended their efforts. A magnificent display of fireworks followed, consisting of a dozen or more set pieces appropriate to the occasion, and a number of other interesting features.

The jubilee was a great success in every respect and a description of many of the minor features has been omitted for lack of space.



C. B. EBBERT, VICE-PRESIDENT AND GENERAL MANAGER OF THE E. E. PATTISON COAL CO.

Atchison capital is making preparations to operate the mine as speedily as possible and it is believed that it will be successful. The city has been long in need of a fuel supply for its manufacturing interests, and according to the description of the coal and other expert opinion, it is believed the new coal mine will add materially to its population and business growth.

The large barns of the Parke County Coal Co. at Rosedale, Ind., were recently destroyed by fire. The loss is heavy.

Duties of H. R. Rhodes Have Been Enlarged.

Under date of September seventh, official announcement was made from Evansville, Ind., by the executive officials of the Evansville & Terre Haute and the Evansville & Indianapolis railroads, of the appointment of H. H. Rhodes to the important post of coal traffic manager of these companies, with headquarters at Chicago. Mr. Rhodes, who has been coal traffic manager of the Chicago & Eastern Illinois railroad for the past five years, will continue as the coal traffic official of that railroad, the effect of the additional appointments being to secure better service for the numerous coal shippers having mines on the two other railroads mentioned.

As most of these operators are located in Chicago, it is very evident that the appointment will be to their advantage, especially as Mr. Rhodes is one of the most popular coal traffic officials in the west. He not only has a wide knowledge of the railroad industry in all its various branches, but he also has a thorough appreciation of the necessities and requirements of coal producers in the matter of transportation for their product.

Mr. Rhodes, although a young man in years, in his connection with the railroad industry is old in point of service. He has been identified with railroad traffic for sixteen years continuously, and has been with the Chicago & Eastern Illinois railroad for the past thirteen years. His early experience was with the Chicago, Santa Fe & California railroad, the Chicago, Burlington & Quincy, and the Chicago-St. Louis Traffic Association.



H. H. RHODES, COAL TRAFFIC MANAGER OF THE CHICAGO & EASTERN ILLINOIS, EVANSVILLE & TERRE HAUTE AND EVANSVILLE & INDIANAPOLIS RAILROADS.

Owing to ability and many necessary qualifications he has met with marked advancement with the Chicago & Eastern Illinois. His first official appointment came on June seventh, 1897, when he was made assistant general freight agent, practically assuming charge of the coal traffic at that time. In 1900, owing to the fact that coal traffic was one of the principal sources of freight revenue to the road, it was decided to establish a separate and distinct department for handling this business. Mr. Rhodes was selected for the important post, and has filled it ever since.

The further appointment of Mr. Rhodes as coal traffic manager of the two lines mentioned, which are connecting roads of the Chicago & Eastern Illinois will result in numerous benefits to coal shippers and producers located on these roads, giving them an official in Chicago who is accessible and who is known to have their best interests at heart.

Many congratulations have been tendered Mr. Rhodes upon his appointment to these additional duties and the enlargement of his official position, in which THE BLACK DIAMOND wishes most heartily to join, and to add that it believes it expresses the sentiment of the entire coal trade when it says that no one could have been appointed better equipped to fill the position.

A very pretty wedding was solemnized on September fourteenth at Glen-shaw, Pa., when Edward R. Moss, secretary of the Continental Fuel Co., of Pittsburg, Pa., was married to Miss Sarah Leight. Invitations to one hundred friends and intimate relatives were issued. Many handsome gifts were received by the contracting parties. Following the wedding Mr. and Mrs. Moss left for the west on their bridal trip, and after attending the St. Louis fair they will go to Mexico City, Mexico, for a trip.

Illinois Coal Operators Meet In St. Louis.

At a meeting of the Illinois Coal Operators' Association held in Association hall at the Louisiana Purchase Exposition at St. Louis this week several important matters were taken up for consideration. There was a large attendance of coal operators from the entire state, and nearly all were present to participate in the meeting, which was solely for the purpose of considering labor matters. Doubtless the attendance was increased somewhat by those who were anxious to attend the world's fair at the same time.

One of the most important matters taken up was with relation to the new wage scale of the hoisting engineers for the coming year. This wage agreement will expire about November first and is separate and distinct from the wage agreement with the miners' organization.

After a most careful discussion of the matter it was decided to demand a reduction in the wage scale the coming year, at least proportionate, if not greater, than that agreed upon with the United Mine Workers last spring. The definite demands of the operators were left to the executive committee of the association to formulate at a later meeting.

There was considerable discussion at the meeting as to any further recognition of the Brotherhood of Hoisting Engineers, and under the resolution adopted, the executive committee was empowered to negotiate with the "Brotherhood of Hoisting Engineers or anyone else," the matter being optional with them. In some quarters there is a feeling that the open shop should prevail and that miners who are not members of the brotherhood should be employed as engineers if occasion demanded. The matter is left wholly in the hands of the executive committee, however, and President O. L. Garrison will shortly communicate with the president of the engineers' organization and arrange a preliminary conference, which probably will be held at Bloomington, Ill., if that is satisfactory to the engineers.

On account of the rather radical action of the engineers' organization last year when the wage scale was negotiated there is feeling toward this body on the part of some of the operators. In all the wage negotiations with the miners, since the operators formed the present organization, the former never went as far as the engineers last fall, and this is the source of the feeling.

One of the other matters taken up was largely a local difference between the operators and miners, but it has been a source of much contention throughout the year. The miners have contended that they were to receive additional pay for timbering in their rooms, and the operators have held that this was included in the price paid per ton for producing the coal. In taking up this matter the miners have been extremely radical in many instances, and although the Operators' commission has labored diligently to settle the grievance on a fair basis to both interests it has not been met half way. A resolution was adopted authorizing the commission of the association to settle all local grievances in strict accordance with the state agreement and on no other basis. In this way the commission was authorized in its position on these matters and has the backing of the entire association. If there is any further trouble over this or any other local grievance no concessions will be granted, but the letter of the agreement will be strictly demanded by the operators. All the responsibility for an open rupture will then be placed upon the shoulders of the miners. In settling local grievances this year, it is asserted the miners have been far less conciliatory than formerly and drastic methods may be necessary to bring them to a realizing sense of the untenable position which they occupy.

Following the meeting most of the coal operators attended the Louisiana Purchase Exposition.



More Pertaining to Statements by Dr. R. S. Moss.

To the Editor:

In your issue of August twentieth Mr. Moss has something to say about coal that is of interest, but he brings discredit upon statements that might otherwise pass as reliable by reason of his brief dissertation on oxygen. He speaks of the "free oxygen in coal." If we accept the results of Bunte, Schurer-Kestner, Lord and Haas or others of like standing we may credit the average soft coal with having from ten to fifteen per cent of oxygen. Suppose we allow an average of twelve per cent. If my own work were to be admitted as evidence (page 31 of Bulletin No. 7) the lowest content of oxygen is 10.75 per cent, and the highest 13.75 per cent. Now twelve per cent of oxygen in a ton of coal means 240 pounds of that constituent and a very little calculation shows that 240 pounds of "free oxygen" under ordinary every day conditions would occupy 2,210 cubic feet of space. This would tax very severely the capacity of the average coal bin and a few thousand tons of such coal would occupy a space as big as "all out of doors."

I am ready to agree that this phase of the matter "is too silly for discussion." It is barely possible that he does not really mean free oxygen, but rather that element in some form of combination. But here also is a difficulty: its combination would necessarily be with hydrogen and it is too old a fact for discussion here that it takes just as much heat to break up a combination as there would be heat resulting from the recombination.

We are almost forced, therefore, to the conclusion that Mr. Moss looks upon oxygen as a substance that will burn; in fact, he seems to say directly that it is silly to think of deducting the oxygen; that it must not be reckoned as inert, but must be counted as yielding heat. This, if true, would indeed be a great discovery. There is no question about the presence of oxygen in coal and that to a very considerable amount. What shall we do with it? Dulong and Mahler and all the rest so far as the records go, count it out as a heat producer the same as ash or moisture. Where doctors disagree who shall decide?

S. W. PARR.

Urbana, Ill., Sept. 21.



The Lake Creek Coal Co., of Marion, Ill., was recently incorporated with an authorized capital of \$100,000, for the purpose of mining coal. The promoters of the company are: W. W. Whittington, John Colp and W. G. Cochran.

Technology of Coals.

Written By Dr. R. S. Moss.

ARTICLE XI.

The coal measures of Illinois belong to what is known as the central coal field, sometimes also termed eastern interior, which position with Indiana and western Kentucky it really occupies in relation to the other fields.

We find the total area of the state to be 56,000 square miles. About 43,000 square miles contain coal-bearing formations, of which at least fifty per cent are productive, but of 102 counties, in which the state is divided, we find coal extends through the whole or part of sixty counties.

While the method of mining is generally by room and pillar, yet we find the longwall system or a modification of this system of mining in vogue, the latter principally in working the third vein coal or No. 2 vein of general geological series. We find upward of sixteen coal seams, ranging in thickness from six inches to twelve feet. As a general rule, the corresponding seam in the southern part of the state is thicker and purer than in the north; in character they are all bituminous, neither fatty nor lean, but valuable for fuel and steam purposes. Where carefully prepared they make good domestic coals, the coal known as the third vein coal; No. 2 of Murphysboro and No. 7 of Carterville have won a reputation equal to any. They stock fairly well and as a general rule do not give off volatile matter as readily or at as low a temperature as the coals from Indiana, hence are strong coals, lively when the temperature is high enough, and if fired carefully will not produce as much smoke as the higher volatile coals. From this it can readily be understood that for gas manufacture they can not be recommended in general, although some of the coals from the southern part of the state yield a large volume of gas lower in candle power than West Virginia or Youghiogheny gas coals. Neither are they adapted for the manufacture of producer gas on account of the composition of the ash, which rapidly forms a slag and chokes the producer; for malleable furnace works the high sulphur contents almost prohibits their use, excepting a few of the washed coals from the Carterville district.

How Difference in Percentage of Volatile Occurs.

The difference in the percentage of combustible matter found in coals from the same geological seam, as met with in commerce, is not due so much to the difference in the coal proper as it is to faults which are encountered to an extent which varies in every coal seam, such as clay veins between the seams, rock faults, horse backs, slip dikes, wash faults, etc. If the seam from top to bottom contains thin layers of clay or bony coal, one can readily understand that the ash contents in such a coal will be much greater than in a seam where these are absent; then, again, the care exercised in mining and preparing for market is an important factor.

The reputation of washed coals from the Carterville district of Williamson county has led to many imitations and substitutes being offered under the name of Carterville coal. This is very common with some parties, who handle coal adjacent but considerably removed from Carterville. For instance, a coal from DuQuoin gave the following result on analysis:

Moisture	8.15
Volatile combustible matter	32.77
Fixed carbon	43.06
Ash	16.02
	<hr/>
	100.00

B. T. U. = 10,850.

Such a coal would evaporate, theoretically, 11.33 pounds of water from and at 212 degrees F. per pound of coal; taking sixty-five per cent efficiency, this coal would evaporate 7.36 pounds of water from and at 212 degrees F. per pound of coal. If we value the coal at \$2.10 per ton, this shows that it will cost 14 cents for fuel to evaporate 1,000 pounds of water from and at 212 degrees F.

A coal from Williamson county gave the following results on analysis:

Moisture	1.80
Volatile combustible matter	35.56
Fixed carbon	54.90
Ash	7.74
	<hr/>
	100.00

B. T. U. = 13,250.

Such a coal would evaporate, theoretically, 13.71 pounds of water from and at 212 degrees F. per pound of coal; taking sixty-five per cent practical efficiency, this coal would evaporate 8.91 pounds of water per pound of coal from and at 212 degrees F. If we value this coal at \$2.25 per ton, this shows that it will cost 12.7 cents for fuel to evaporate 1,000 pounds of water from and at 212 degrees F. We have assumed equal practical efficiencies which would not be found in practice because the DuQuoin coal would give considerably more trouble in cleaning fires; hence the furnace door would be open much longer in one case than the other, thus showing excessive waste, which would probably reduce the evaporation per pound of DuQuoin coal to 6.25 pounds water.

The increased efficiency of the smaller sizes of coal from the Carterville district only obtains at those mines equipped with washing machinery, which removes shale, pyrites and earthy matter in general, hence increases the per cent of combustible. Whatever the type of machine employed in the process of washing coal, all depends upon very simple yet interesting principles, viz., the fall of solid matter in deep or shallow water and the conditions which accompany or regulate the same. To successfully treat or wash the different varieties of coal one must have had experience, because it is found that no general line of treatment can be laid down and no one form or arrangement of machine can be recommended as suitable for all cases, for the simple reason that particles of different substances fall in a fluid at different speeds according to their densities and volume or sizes. For instance, if we take a fluid of known density at rest, in which we immerse a particle of coal or clay having a certain specific gravity and section, say at right angles to the

line of fall, we find three forces acting, viz.: 1, gravity; 2, the thrust of the fluid; 3, the resistance due to the viscosity of the fluid, which resistance is proportional to the surface of the body as well as to the square of the velocity. This general principle is found applicable also to the varied conditions of an ascending regular current of water; a descending current or a horizontal current.

Advantages Derived from Washing Illinois Coal.

While the first cost to install a modern coal washing plant appears large, yet its advantages are so numerous that it soon more than repays for the outlay. The following analyses of coal from the same mine, washed and unwashed, show the advantage of washing, but does not show the improved preparation due to washing.

WASHED COAL.

Moisture	6.51
Volatile combustible matter	33.85
Fixed carbon	52.76
Ash	6.88
	<hr/>
	100.00

Sulphur, 1.09.

BEFORE WASHING.

Moisture	6.35
Volatile combustible matter	30.76
Fixed carbon	51.54
Ash	11.25
	<hr/>
	100.00

Sulphur, 1.34.

These analyses clearly show the value of washing coal. While the coals vary very much in different parts of the state, yet we find considerable difference in coals from mines adjoined. For instance, the following analyses of coals from mines adjacent mining the same seam were obtained:

ANALYSES, SAME SEAM FROM TWO MINES.

	No. 1.	No. 2.
Water	5.01	5.74
Volatile combustible matter	30.12	31.37
Fixed Carbon	50.53	54.25
Ash	14.34	8.64
	<hr/>	<hr/>
	100.00	100.00
Sulphur	2.04	0.96

While this is an extreme case probably, yet it can readily be understood as due to a fault. In sulphur content we very frequently find a difference of one per cent in different parts of the same mine: Coals, Nos. 1, 2, 3, 5, 6 and 7, geological seam, are mined in various parts of the state. The true Carterville coals come from No. 7 seam; DuQuoin from No. 6; counties adjoining and to the northwest, Nos. 5 and 6; central part of the state, No. 5; northern part of the state, Nos. 2 and 3, while No. 1 is mined in the northwestern and central part of the state. No. 7 is mined at widely separated points, the thickness of the seam and quality of the coal varies very much, as might naturally be expected; but at some part or other of the state all these coals are found in excellent conditions.

An Answer to Statement of Mr. Bement.

Regarding the recent objection taken by Mr. Bement, it is very evident that he did not read the article aright. All it intended was to bring out the difference between theory and practice. It would take more space than the subject warrants to give a detailed explanation; suffice that the so-called coal, showing 8,645 heat units and containing 31.18 per cent ash and 9.70 per cent moisture was eliminated and the general heat units given, which prove to my mind that the samples obtained from a number of mines do not by any means represent the coal as shipped to consumers from day to day; hence, if the table is taken as correct for the average car lots received from a number of these mines, it is misleading. That the work on samples received is correct I do not doubt; that was not the point intended at all, but simply the practical value of the work. As regards water of composition, I do not see how it is possible to explain that more fully than was done at the time, unless Mr. Bement is unable to reason for himself. Would Mr. Bement deduct the hydrogen from marsh gas and calculate the heating value of that gas on carbon alone? If so, would a practical calorimetric determination bear him out? Water of composition is all right, but please discuss it after combustion, just the same as carbonic acid, and not in the raw product. One can see nothing material to answer in this.

(To be continued)



The Crawford & McCrimmon Co., Brazil, Ind., report some recent sales of ventilating fans for mines as follows: Beacon Coal & Coke Co., Philadelphia, Pa., one sixteen-foot fan and engine; Wabash Coal Co., Cleveland, Ohio, one twelve-foot fan and engine; Tutwiler Coal, Coke & Iron Co., Birmingham, Ala., one twenty-foot fan and engine; Denny Clay Co., Seattle, Wash., one twelve-foot fan and engine; Royal Coal Co., Madisonville, Ky., one sixteen-foot fan and engine; W. A. Gosline & Co., Toledo, Ohio, one sixteen-foot fan and engine; S. H. Wulfmann Coal Co., Huntingburg, Ind., one sixteen-foot fan and engine; Black Diamond Coal Co., Auburn, Ill., one sixteen-foot fan and engine; Reeves Coal Co., Canal Dover, Ohio, one sixteen-foot fan and engine; Tennessee Coal Co., Briceville, Tenn., one sixteen-foot fan and engine; Reliance Coal & Mining Co., Chicago, Ill., one sixteen-foot fan and engine; Saxman Coal & Coke Co., Latrobe, Pa., one twenty-foot fan and engine; Greenwich Coal & Coke Co., Latrobe, Pa., one twenty-foot fan and engine; Pine Run Coal Co., Leechburg, Pa., one twelve-foot fan and engine; Pioneer Coal Co., Philadelphia, Pa., one twelve-foot fan and engine.

Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, Sept. 22.

While conditions generally in the anthracite market are quiet, there are indications of a greater movement of coal, and the tendency, as a whole, is toward improvement in a conservative way as the season advances. The heavier shipments earlier in the season are naturally having their effect upon the requirements at this time and no marked relief can be booked for until an increased consumption prevails. In some directions a better demand for the steam sizes is reported, especially on the finer grades, though no great improvement is expected immediately while bituminous coal is selling at the extremely low figures which have prevailed all summer. Slightly higher temperatures during the week have possibly had some adverse influence on the somewhat increased demand of a week ago and have checked its development to some extent. Notwithstanding that the current output at the mines is being restricted by the closing down of collieries to meet present needs, selling interests are feeling the pressure more severely than at any time this year. This, of course, does not apply on all sizes, as some are in better demand than others and moving off freely, but in meeting the requirements of the trade for these more active coals there is an increased accumulation in the other grades, because of heavier shipments from the mines which are made necessary, and this is causing hardship to shippers where storage room is limited.

Chilly Weather Last Week Stimulated Demand.

The colder weather a week ago caused some buying at small yards in New England and at other all-rail points, but this is somewhat abated at present and is now mostly of a sporadic nature, due, no doubt, to the higher temperature. Enough business in the aggregate, however, appears to be coming in to provide for the tonnage arriving daily. A fair tonnage continues to go forward to coastwise points, but a proportion of it is being stocked in that territory. It is also noted in this connection that some of the coal barges owned by shipping companies have gone to the lower ports to carry soft coal until more anthracite business develops. Trade at Canadian points is slightly better, and a considerable tonnage is still needed there to fill the winter's requirement. Receipts of coal at the head of the lakes have been sufficiently large to provide for the needs of that market at present, and in some instances have taxed the capacity of unloading facilities, delaying the discharge of vessels to some extent. The dullness in the trade has no effect, apparently, on prices, which are being well maintained, even on the product of individual operators, who have usually sold at lower figures in times like the present.

Atlantic Bituminous Seaboard Trade Shows Improvement.

The Atlantic seaboard bituminous trade shows slightly improved conditions in the way of demand. Some producers report sufficient orders coming in from various sources to keep their mines running about full time. This is not so with all operators, but prevails with a sufficient number to indicate a possible better condition of things than heretofore. No improvement is noticeable yet as to prices and the only effect is on the tonnage from the Virginia capes, which is reported in excess of last year for the corresponding period. These increased shipments from the lower fields will probably make up for the loss in tonnage from other regions which do not have the same advantages in the cost of production and freights to tide that are favoring the former coals. There is no doubt but what the general feeling in the trade is that there should be an improvement, and to help bring about this condition several meetings of representatives from districts and regions, and combinations of several regions, have recently been held. Nothing definite has thus far been accomplished, yet the action certainly shows the intent of all parties concerned, and some of the conferences have had the effect of eliminating lesser difficulties, which will make it easier to accomplish something definite later on. In some of the districts the labor question is a source of disadvantage to producers in the matter of equitable competition and is restricting business very considerably. This is not caused by strikes or lockouts, but results in the closing down of mines on account of the comparatively greater cost of production and the inability of producers to secure business in the markets supplied with those coals where labor is free and wages are based on actual economic conditions.

Labor Conditions a Feature of the Situation.

This is merely getting back to fundamental principles. Natural laws of supply and demand will ultimately control and will develop more equitable conditions.

Trade in the far east is inclined to be quiet. The principal business being done is on old contracts. There is some small amount of tonnage going forward to the earlier ice-making ports, but even consumers there have been forehanded this year in getting their stocks in and there remains less than the usual amount of this class of tonnage to go forward at this season of the year. Along the sound trade is dull and orders are scarce, except for the farther eastern ports. Middlemen in that territory are complaining bitterly at through all-rail shipments, which cut them out of a material part of their business. In New York harbor business is quiet. The extreme low figures that have prevailed are lacking and the curtailed shipments at the mines have kept much demurrage coal off this market. The all-rail trade is fairly active, though we hear of slight reductions from prices that have obtained, this business generally being held at higher figures than that at tidewater.

Transportation from mines to tide for a few days showed slower time, but is now improved and is up to all requirements. Car supply is up to all demands and is controlled only by coal being held at tide. In the coastwise vessel market vessels are in sufficient supply to meet the demand, though

masters are inclined to be indifferent as to charters on account of the low rates. We quote from Philadelphia as follows: Boston, Salem, Portland and Bath, 75c; sound ports, 60c; Lynn, Newburyport and Bangor, 85c; Portsmouth, 80c; Saco, 90c and towage; Gardiner, 80c and towage.



Buffalo and the Lakes Trade.

BUFFALO, N. Y., Sept. 22.—(*Special Correspondence*).—It is not the smile of the cynic that covers the face of the coal men nowadays when he hears of the cold waves and their effects on the corn crop; he has an eye to his own business, which twinkles at the mention of the proximity of winter. The fact that winter is near, when fuel supplies will begin to be required, is a great factor in explaining the pleasant good nature of the anthracite sales agents at this time, and it must be said that this trade is looking a little better this week than last. There is little change in the bituminous coal situation, the improvement noted last week being maintained at present. The coke market is holding steady.

Shipments of anthracite by lake from this distributing point for last week show a decided decrease from the shipments for the previous week, showing the quietness that prevails in the anthracite market covered by the Buffalo sales agents. It is understood from vessel men who have come from the upper lake ports that the coal is not moving from the coal docks there as fast as expected, and this has allowed the docks to fill up. Until burning weather causes consumers to hustle for their winter's supply it is expected that the anthracite lake shipments will continue light. It is now thought that there will be something of a rush of coal up the lakes at the end of the season, as sales agents can not bring themselves to believe that the season, opening very late on account of the strike, will continue dull to the end. Whether or not this will come true is easily a disputable question.

Falling Off in Anthracite Lake Shipments.

Shipments of anthracite coal from this port for the the last week amounted to 91,850 tons, as compared with 98,105 tons for the previous week. Last week's consignments were distributed as follows:

	Tons.		Tons.
Chicago	47,450	Fort William	1,200
Milwaukee	16,950	Soo (Ont.)	1,000
Green Bay	5,350	Gladstone	700
Sheboygan	5,200	Dunnville	650
Portage	3,500	Port Colborne	600
Duluth	3,300		
Superior	3,100	Total	91,850
Toledo	2,850		

The position of Duluth and Superior in this list is to be noted, as they usually are among the first four. The explanation, confirmed by dispatches from Duluth, is that there is a congestion of coal carriers there, resulting in much delay to vessels having coal cargoes to be unloaded at present rates for carrying coal to Duluth. Vessels can not afford to be delayed in port, and consequently will not take cargoes unless they are provided with prompt discharge.

Shipments of anthracite coal by rail are holding steady. The retailers have taken in their stocks now, and they are supplying their customers out of these. The local retail situation awaits colder temperature.

Bituminous Market Holds to a Steady Basis.

The bituminous situation this week has no features except possibly the one that the better conditions last week continue. There is trouble at the mines in getting gondola cars, and this is causing enough delay in deliveries in this section to make consumers a little anxious. The bituminous coal men are still feeling very much encouraged.

Coal men are taking considerable interest in the meeting of railroad rate clerks to be held in Buffalo next week to check up westbound coal rates. While it is not expected that any changes will be made this year, the meeting is an important one. The Pere Marquette's new service into Buffalo, which began in July, has necessitated making provisions for that road and for its allied system, the Cincinnati, Hamilton & Dayton. This road taps some new territory, and, of course, provides a new route across Canada. If this will help matters in the winter, in getting coal moved to Canada and Michigan points, it will be welcomed heartily by many, both wholesalers and jobbers.

Peter Birrel, who has represented the Pere Marquette in New York state as traveling freight agent for the past eighteen months has been appointed commercial agent of the road at Detroit, succeeding T. L. Pierce, who goes to Boston as New England agent. Since the opening of service to Buffalo and the making of direct connections with the eastern lines, the old freight lines and working agreements have been annulled. This has necessitated the opening of a Pere Marquette office in the Hub. Mr. Birrel, who goes to Detroit, has many friends in railroad circles here who regret his departure, but who predict a bright future for him in his new position.

Lehigh Valley Road Adds to its Motive Power.

The Lehigh Valley has just received five new freight engines for use on the Buffalo division, part of an order of twenty-five for the road. The new engines are built for fast freight service and are the speediest on the local division. Dimensions of the engines are: Weight on drivers, 146,500 pounds; weight on engine truck, 51,100 pounds; total weight of engine, 197,600 pounds; total weight of loaded tender, 163,250 pounds; total weight

of engine and tender, 360,850 pounds; cylinders, 21x25 inches. Much is expected of the new engines.

According to an authority, the following records for coal cargoes on the lakes are accurate, until August, 1904. These are interesting to local coal men and should interest coal men at large:

Coal: Propeller A. B. Wolvin, 10,569 net tons of anthracite, Buffalo to Milwaukee; propeller A. B. Wolvin, 9,904 tons and 1,800 pounds of bituminous, Lorain to Duluth; propeller Sahara, 8,906 tons and 200 pounds of bituminous, Lorain to Duluth; propeller J. H. Reed, 8,029 tons and 1,400 pounds of bituminous, Toledo to Duluth.

Coal receipts at the various lake ports for the seven months ended on July thirty-first, 1904, as shown by government reports, were:

	Tons.		Tons.
Superior-W. Superior	1,009,882	Duluth	521,223
Milwaukee	849,755	Chicago	324,688

Coal shipments from the leading ports were as follows, up to August first, 1904:

	Tons.		Tons.
Buffalo	1,128,701	Lorain	374,294
Cleveland	864,250	Erie	274,501
Toledo	739,462		



Conditions in the Coal Markets of Cuba.

HAVANA, CUBA, Sept. 19.—(*Special Correspondence*).—A good deal of the coal brought into this country, the correspondent of THE BLACK DIAMOND learns, comes from Philadelphia, from the Berwind-White Coal Mining Co., and a good deal is also shipped by the Pocahontas Coal Co., of Norfolk, Va.

The majority of the shipments are made in the summer time when the prices are naturally a little lower than in the winter and when there is no danger of a coal famine.

Some of the largest dealers in Havana are Barrios & Cuello, of Ofvies 28; the West India Coal Co., of San Pedro 12; Place & Co., of Cuba 76, and Daniel Bacon, of Mercadares 35.

Some coal is brought in from Cardiff, England, but not to the same extent that the American product is imported.

Messrs. Ruiz & Co., at Casca Blanca, have lately had installed the coal hoisting machinery of the Brown-Hoist Co., which has proved a very popular innovation and has greatly facilitated the discharging of the many coal cargoes which come in, the work now being done in half the time.

Imports of Coal for the Past Three Months.

During the last three months the amount of coal brought in from the United States was as follows:

From United States—	Tons.	From England—	Tons.
Anthracite	2,194	Bituminous	8,174
Bituminous	106,778	Coke	950
Coke	17,305	From Germany—	
		Coke	305

The consumption of coal is greater here naturally in the winter, not for the sake of warmth, however, but it is at that season that all the large sugar plantations are grinding and there is a brisk demand for this purpose from the interior and most of the dealers get in their supplies at this time. During the last two months the following steamers brought in coal to Havana from the Pocahontas Coal Co., of Norfolk, Va.; the steamship Rustington brought in 3,260 tons and the steamship Wildcroft 4,000 tons for Messrs. Place & Co.

From the Berwind-White Co., of Philadelphia, the steamship Royal Exchange, 3,260 tons; the steamship Tresco, 3,370 tons; steamship Irisbrook, 4,250 tons, and the steamship Hermia, 3,200 tons, all being consigned to Place & Co.



Notes and News of the Southern Coal Trade.

MEMPHIS, TENN., Sept. 22.—(*Special Correspondence*).—The situation in the southern coal markets is beginning to show a tinge of improvement. Orders are now being placed for winter coal. Cotton is coming to market and there is hence a premonition of turning wheels and spindles. The lumber trade is improving and all lines of manufacture that require steam coal are looking up slightly. From the Birmingham district comes reports that the coal production, despite the strike of the union miners recently, is increasing materially and the labor situation has been about relieved. There was a touch of the same in eastern Tennessee, but the situation has nowhere been acute enough to cause much alarm.

The Sloss-Sheffield Steel & Iron Co. has started up eighty-eight coke ovens in the north Alabama district, at New Found, and has 230 ovens in operation elsewhere. President J. C. Mahen, of that company, states that it is buying no coal whatsoever, but that its production is increasing right along.

The Coal Creek Co., east Tennessee, let about 250 of its non-union miners go out at the Fraterville and Thistle mines early in September, the men refusing to work under the new wage scale. The men have since gone back or have been replaced.

Monterey, Tenn., over on the Tennessee Central railroad, is developing some coal interests. Thirty or forty carloads of coal are shipped daily from Monterey, from the three mines on the Crawford railroad branch and from mines east. A "Y" and extensive yardings are being put in for the handling of coal, giving a capacity of 100 carloads daily and requiring 1,000 cars. A half mile distant a concrete dam is being built for a reservoir by the railroad for its own use and that of manufacturers.

H. M. LaFollette, of La Follette, Campbell county, Tenn., who is extensively interested in coal and iron properties in that region, has just returned from a two months' trip to England, whither he went in the interest of his companies.

The St. Charles Coal & Coke Co., of Bristol, Tenn., has perfected its organization by the election of the following officers: N. D. Bachman Jr., president; C. W. Bondurant, vice-president and treasurer; Paul Dulaney, secretary and attorney. The company has a capital stock of \$50,000. It will do a coal mining business in Lee county, Va.

At Owingsville, Ky., Leander C. May, representing Chicago capitalists, recently purchased from Capt. Jack Rittenhouse, of Johnson county, Ky., several thousand acres of coal and timber lands for \$60,000. The Chicago people will build a branch railroad into that section and put the coal on the market. Mines will be opened at once.

The Oregon Coal Co. is giving some attention to the Madisonville (Ky.) section. It proposes to construct a line of railroad from Central City to Madisonville. The company has begun work on its large coal mine in Muhlenberg county on the survey of the proposed road. The mine is but nine miles from Madisonville.

The Nortonville Coal Co., of Hopkinsville, Ky., has been drilling in the vicinity of Hopkinsville and has struck some veins that are regarded as thick enough to be valuable. Several Hopkinsville parties are interested in the company.

John W. Gibson, of Little Rock, Ark., has just sold to the Consumers' Ice & Coal Co., of Pine Bluff, Ark., a lot at the corner of Third avenue and Walnut street in Little Rock, to be used by the company as a coal yard.

Work will commence soon on the construction of a factory at Cherokee, Mo., for the experimental manufacture of fuel brick from slack coal. The factory will be erected near one of the mines of the Cherokee Coal Mining Co. and W. E. Turkington, president of that company, is one of the promoters of the new factory. Eastern capital is interested in the project. It is proposed to convert the slack coal which at the present time is of no use as a domestic fuel into bricks, which will be a more satisfactory fuel than the best lump coal. If the process is a success there will be good money in the manufacture of the bricks, as the slack at present is a waste product at the mines.



Bituminous Demand is Increasing at Danbury.

DANBURY, CONN., Sept. 22.—(*Special Correspondence*).—The coal situation is not quite so good in western Connecticut as it was a year ago. The local dealers laid in large supplies of anthracite and bituminous early in the season, but householders are somewhat tardy in getting coal delivered, and the result is that it is moving slowly. Business has been improving during the last two weeks. With the advent of colder weather trade must pick up. Collections are good.

The demand for bituminous has increased materially of late, as it is the height of the season in the hat industry, and the rush of orders in the hat factories reacts satisfactorily on the business of the local dealers.

The Union Coal Co. has torn down its coal sheds at this point and is engaged in erecting coal sheds of modern description with modern improvements, at the same time increasing its storage capacity 600 tons.

Coal is selling at \$7.00 a ton and for \$6.75 a ton in quantity. The dealers who were engaged in a disastrous cut-price war last winter are in harmony this year, and a prosperous winter's trade is looked for.

John McCarthy secured the contract for both city and school deliveries, the former at \$5.95 and the latter at \$6.25 a ton for the prepared sizes.



Baltimore Coal Conditions.

BALTIMORE MD., Sept. 22.—(*Special Correspondence*).—The opening of the new tidewater line and terminus of the Western Maryland Railroad Co. (the Wabash) on Tuesday of this week marks the beginning of the end of a work of great magnitude which will have the greatest influence on the soft coal trade of the eastern states and export markets. Within a year the company promises all its lines will be linked up so that freight and passenger traffic may go over Gould lines from the Chesapeake to the Pacific, and that the vast coal fields of West Virginia, yet untouched, will be brought into competition with the existing mines. As has been noted in these letters, the Goulds are preparing for the handling of an immense tonnage of bituminous coal. They will have their coal docks—the largest in the world—and a fleet of vessels to handle coastwise and export trade.

During the week just closing the first consignment of coal delivered over the new tidewater line was switched on to the track of the D. A. Leonard Co. The shipment was made over the West Virginia Central and Western Maryland and from the mines of the Davis Coal & Coke Co.

That all the railroads are looking for increased tonnage from the Maryland and West Virginia mines is shown by the orders for cars and locomotives being placed by the Baltimore & Ohio and Pennsylvania railroads. The Baltimore & Ohio is using thousands of box cars for its coal shipments now and every locomotive is being run to its utmost capacity. The lake trade has demanded this unusual use of cars and locomotives, but it is expected that with the end of the present month the demand will ease off some. The company which recently placed an order for one thousand steel gondola cars for its coal trade expects deliveries thereon to begin next month and continue at the rate of two hundred a month until the order is filled.

An Important Tax Case Has Been Settled.

On September tenth Judge A. Hunter Boyd filed at Cumberland his opinion in the injunction proceedings of the Consolidation Coal Co. vs. the Garrett county commissioners and others, ordering that the defendants be perpetually enjoined from collecting the taxes sued for on any land owned by the plaintiff lying east of what is described as the "Chisholm line," dividing Allegany and Garrett counties. This is the case which was argued some time ago and has attracted great attention, and in which the boundary line between the two counties and a vast area of coal lands are involved. Gar-

rett county has contended for the collection of about \$40,000 in taxes, claimed to be due that county in the disputed territory.

In 1872 Daniel Chisholm, by direction of the legislature, surveyed a boundary line between the two counties which was afterward ratified by the legislature. No question was raised until 1898, when Hiram P. Tasker made the discovery that a number of military lots in both counties were not assessed and secured the passage of a law providing for a new survey. This relocated the line, cut off a strip of Allegany county about two thousand feet broad and eighteen and one-half miles long and gave it to Garrett county. The court upholds the legality of the Chisholm line.

Ocean coal rates remain at last quotations and the charters for last week were few and far between, as will be seen by the following record:

- Schooner Merom, to Galveston, private terms.
- Steamer Nordhavet, to Vera Cruz, \$1.40.
- Schooner Edith G. Folwell, to Portland, Maine, 85c.
- Dutch steamer Themisto, to Vera Cruz, \$1.40.
- Schooner Richard Linthicum, to Charleston, private terms.
- Schooner White Cloud, to Norfolk, private terms.
- Schooner Clara Goodwin, to Key West, private terms.
- Schooner J. E. DuBignon, to Dals Creek, private terms.
- Schooner William Cobb, to Boston or Portland, 85c.
- Schooner Thelma, to Boston, private terms.



Boston and the New England States.

BOSTON, MASS., Sept. 23.—(*Special Correspondence.*)—The market on anthracite shows little change from last week. The shipping trade is naturally quiet at this time, because of the heavy buying earlier in the season delaying somewhat the usual brisker demand expected in the autumn. At retail, business is more plentiful and should develop as the season advances, and if it does demand will shortly be reflected in the wholesale selling market. The larger proportion of the tonnage is still going all-rail to inland points, and while small in individual orders and of a sporadic character, is of fair volume in the aggregate. This class of trade is likely to show an earlier improvement and of greater volume than the tidewater territory, for the reason that stocks in dealers' hands are considerably lighter in the interior than at coast points. The restrictive measures pursued at the collieries are giving a firm tone to prices, which show no deviation from the circular now effective without discount. They are \$4.75 for broken and \$5.00 for egg, stove and chestnut, f. o. b. New York harbor; twenty-five cents per ton less from Philadelphia. Receipts at all discharging ports are light at present and selling agents are apparently not making any great effort to secure orders, preferring to divert or store any excess coal while the trade is quiet. Indeed, most of the selling interests prefer to have fair stocks on hand at the various ports in anticipation of possible interference and hardships in transportation when severe weather arrives. At retail, dealers seem to have about enough orders to keep them busy. Prices are unchanged.

Outlook in Bituminous Trade Is Encouraging.

The soft coal trade is slightly improved and indications point towards better things shortly. Many of the mills which have been closed for a considerable period are now resuming operation and some orders for coal have already been received from that source. Some business is also coming from regular buyers and on season contracts as a result of the low ocean freights, which are likely to advance with uncertain weather conditions later on. The greater part of the shipments now going forward are on old contracts, the Virginia cape ports doing the bulk of this business. The better demand for coal and a shortage of vessel tonnage at the latter ports have, in some cases, caused a shortage for immediate needs and are helping the market by an absence of spot cargoes afloat. Several meetings were held during the week by the New River and Pocahontas coal producers, having in view a further advance in the price of these coals f. o. b. the shipping ports to \$2.50. Nothing definite has been accomplished, but it is understood that the situation is now in such shape that this price will become effective shortly. Prices range from \$3.20@3.30 alongside for Pocahontas and New River coals and \$2.90@3.10 for the Clearfield grades. The vessel market remains easy and rates are unchanged. New York quotations to Boston are 50c; Philadelphia, 75c, and the further lower ports, 85@90c.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., Sept. 23.—(*Special Correspondence.*)—The anthracite coal market continues in a rather listless condition. The warm weather of the past week resulted in a return of the season's dullness as quickly as chilly weather stimulated business a week or two ago. The next few weeks may develop more business, however, and the outlook for a decided increase shortly is very promising. Enough orders are being received by shippers from day to day to take the coal coming forward and while they are not of large proportions they are sufficient to relieve any great pressure in the trade. Dealers' stocks have not yet been sufficiently reduced to warrant additional buying, though the somewhat greater activity in retail circles must be felt in the wholesale market shortly. Production at the mines continues to be curtailed to present requirements and with a better movement of the small sizes to the consuming trade lately, the market maintains a firm tone and shows no tendency to weaken. The principal demand is still from the line trade in this locality and points in the interior along main line roads. Shipments beyond the capes of the Delaware are slack at this time and barely enough orders are in hand to keep the barge service of the shipping companies employed. A proportion of the tonnage going coastwise is being put in stock for later distribution in that territory. An occasional cargo still goes to the earlier ice-making ports, though generally this class of trade is well supplied. Prices on all coals remain firm, applying also to the steam grades which are, if anything, firmer than they were in the summer.

In the bituminous coal market there is little change to note and the depression of several months past continues in a general way. Some factors claim that the trade is improved with a slightly increased production of coal. This may be true in individual cases where contracts are requiring more coal, but prices have shown no advance so far on current sales. There is possibly more firmness in maintaining prices, producers not being so anxious to accept the exceptionally low figures that have been made recently. They are curtailing their output at the mines, accordingly, which is also keeping tidewater shipping ports in a better position and prevents the accumulation of demurrage coal. Producers in the central Pennsylvania coal fields seem to be the greatest sufferers from existing conditions, being obliged to pay union wages, making the cost of production from fifteen to twenty-five cents higher than that of coals from other competing regions. This greatly handicaps this product in competitive markets. Shipments to tide are light, the larger tonnage going to all-rail points. Transportation is good and cars are in ample supply. In the vessel market, there is no change and the lower rates prevail. Quotations are as follows: Boston, Salem, Portland and Bath, 75c; sound, 60c; Lynn, Newburyport and Bangor, 85c; Portsmouth, 80c; Saco, 90c and towage; Gardiner, 80c and towage.



Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York. As steamers become prompt, some owners are willing to accept current market rates on coal to Cuban and Mexican ports for their boats in preference to sending them to South Atlantic ports in ballast, but many of the shippers are unable to take advantage of these offers, owing to the fact that they need some notice before their coal can reach the seaboard. None of the owners seem willing to charter their boats ahead at today's market and wait until the last moment before accepting coal, hoping to secure better paying business.

Five or six boats were chartered during the past week for Mexican and Cuban coal, all at rates recently quoted. The dearth of homeward business continues to make it difficult to secure tonnage for West Indian ports, and the reason the steamer Therese, about 2,000 tons coal capacity, accepted \$1.25, charterers paying the foreign port charges, Norfolk to Curacao, stevedore for discharging guaranteed at ten cents, for October loading, recently, was owing to this boat having been fixed on asphalt from Trinidad.

No charters have been consummated for the shipment of bituminous coal to Mediterranean ports, but steamer Ulriken takes a part cargo of cannel coal from Newport News to Barcelona at or about fourteen shillings. Tonnage offers freely for the far east, but there is an absence of demand for tonnage in this direction. The steamer Progress, 1,641 tons register, recently chartered for Philadelphia-Montreal coal, secured \$1.00.

We would quote freight rates by steamer as follows: \$1.25@1.30 to Havana or Matanzas; \$1.60@1.70 to Cardenas or Sagua; \$1.50 to Cienfuegos; \$1.45@1.50 to Port of Spain, Trinidad; \$1.55 to St. Lucia; \$1.50 to St. Thomas; \$1.60 to Barbados; \$1.40 to Kingston; \$1.25 and port charges to Curacao; \$1.90@2.00 to Demerara; \$1.65@1.75 to Bermuda; \$1.35@1.40 to Tampico; \$1.35@1.40 to Vera Cruz; 8s@8s 6d to a direct port in the Mediterranean, not east of the west coast of Italy, Spain excluded; \$5.00 to Manila.



Prevailing Wagon Prices at Chicago.

	Dealers' Wagons. Per ton.
Grate	\$6.50
Stove	6.75
Chestnut	6.75
Egg	6.75
BITUMINOUS.	
ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg.....	3.50
Carterville stove, washed No. 1	3.75
Carterville nut, washed No. 2	3.75
Westville-Danville domestic lump	3.00
Danville lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00
INDIANA COALS.	
Brazil Block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.25
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00
OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00
PENNSYLVANIA COALS.	
Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50
WEST VIRGINIA COALS.	
Black Band	\$5.00
COKE—	
Gas-House	\$5.00

Eastern General and Personal Notes.

Walter L. Righter, of Righter & Marshall, of Philadelphia, was in New York last week on a business trip.

James F. Caldwell, of Titusville, Pa., was last week appointed receiver of the Cook Inlet Coal Fields Co., of Philadelphia, which is capitalized at \$1,650,000.

W. A. Lathrop, president of the Pennsylvania Coal & Coke Co., of Philadelphia, was in New York city last week on a business trip in the interest of the company.

Jesse L. Eddy, of Dickson & Eddy, was absent from business for several days the first of the week on account of a slight illness, but hopes to be out again in a day or two.

A. B. Harris, of George D. Harris Co., who has been on a three weeks' vacation to Fort Edward, N. Y., returned home on Friday last greatly invigorated by the change and rest.

D. T. Price, vice-president and general manager of the W. K. Niver Coal Co. at Baltimore, spent several days of last week among the trade in New York city, in the interest of his company.

R. J. McCandlish, who has been with the operating department of the Fairmont Coal Co. for several years, has resigned to accept a position with Hutchinson & McCandlish, of Reading, Pa.

The Lehigh & Wilkesbarre Coal Co. has purchased twenty-eight acres of land adjoining its storage plant at Junction, N. J., and it is the intention to double its storage capacity at that point.

A. G. Palmer, manager of the purchasing department of the Beech Creek Coal & Coke Co., left recently for Denver, and will probably go to Mexico before he returns on a business trip for himself and associates.

Harry Leiber, who was identified with the firm of Whitney & Kemmerer for several years prior to his departure to the west two years ago, is again in the employ of the firm as salesman and is doing a good business.

George F. Getz, president of the Globe Coal Co., Chicago, Ill., spent the past week in New York city on business and also took advantage of the occasion to visit some of the attractions of the city and seaside resorts.

C. P. Andersen, president of the Andersen Coal Mining Co., at Boston, was in New York last week and left with C. R. Ellicott, the New York manager, on a trip to the mines at Van Ormer, Pa., to be gone about a week.

F. D. Street, son of W. E. Street, formerly identified with the Pennsylvania Coal Co., is now with W. C. Mason & Co., at New York, as salesman, and is doing a large business in disposing of this company's coal product.

President A. J. Cassatt, of the Pennsylvania railroad, returned from his vacation last week, and immediately after his arrival in New York resumed his duties and the regular semi-monthly meetings of the board of directors.

Daniel F. Connor, sales agent of Whitney & Kemmerer, New York city, spent the past week in the White mountains for recreation, prior to bringing his wife and daughter, who have been spending the summer there, back to their city home.

The Chesapeake & Ohio railroad coal tonnage over Newport News piers for the month of August amounted approximately to 307,000 tons. This is a record month's shipment to tide and indicates the better conditions in the trade prevailing in August.

James Kerr, president of the Beech Creek Coal & Coke Co., sailed on Tuesday, September twentieth, on the steamship Kronprinz Wilhelm for Europe, to remain about a month. Mr. Kerr takes the trip for the benefit of his health and will look after the company's affairs abroad while away.

A New York Central official calls attention to the fact that the shipments of soft coal from the Beech Creek district over the New York Central railroad for August showed for the first time in several months an increase over the corresponding period of last year. The figures are as follows: 1904, 624,643 tons; 1903, 612,174 tons.

J. W. Trounce, recently appointed general sales agent of the Buffalo & Susquehanna Coal & Coke Co., at Buffalo, was in New York the first of the week. He has entered upon his new duties and will proceed at once to organize his staff for the handling of a large tonnage, which the company expect to ship as soon as present plans mature.

The Peterson & Packer Coal Co., of Troy, N. Y., one of the largest coal operators in that part of the state, has contracted with Fairbanks, Morse & Co. for a coal plant, to be erected at Cohoes, N. Y. The plant will be of modern construction and large capacity, permitting of increased facilities to provide for the company's steadily growing trade at that place.

Robert C. Hill, vice-president of Madeira, Hill & Co., left on Thursday of last week with a camping party for New Brunswick, Canada, where he will hunt the wily moose during the next three weeks. Mr. Hill is a great lover of hunting large game, usually spending a month or two each season in search of this sport. Last year he was particularly successful in his trip to the Rocky mountains in search of grizzly bears.

E. A. Willard, general sales agent of the New River Coal Sales Co., reports a healthy business on New River coals, with conditions slightly improving. The company is sold away ahead of its supply, and while all the mines have been running for the past sixty days without interruption, it is difficult to get enough coal to meet the company's requirements. With a view

to possibly increasing the production, Mr. Willard visited the mines for several days last week, which may result in his securing additional tonnage.

W. T. Raymond, of Raymond Bros., South Norwalk, Conn., was in New York last week on business bent in search of coal, brick and cement in connection with his sewer contracts in Bay Ridge, Brooklyn. Raymond Bros., who for years have been in the wholesale coal business at the above place, and have a large trade, are also interested in contracting work of different kinds. W. T. Raymond bears a strong resemblance to the late President McKinley and during the latter's administration was frequently taken for his brother and on occasions for the president himself.

The new coal plant erected by the Delaware, Lackawanna & Western railroad, at Bloomfield, N. J., for the benefit of the dealers and numerous large consumers in that vicinity, has been completed and is now in operation. The coal plant, which consists of a trestle and pockets having a capacity of 2,000 tons, is modern in its equipment and appliances, having been built on economic lines with a view to handling large quantities of coal rapidly to facilitate the delivery to the consuming trade at that point. The trestle is 250 feet long by 75 feet wide, operating by an overhead track, depositing coal in bins which are bottom lined with steel plates, on an incline, to give a free movement in loading into trucks. These pockets will undoubtedly prove of great advantage to the interests there, in their capacity to handle large amounts of coal without delay, which, owing to lack of facilities, has not been possible heretofore. The Lackawanna also intends to erect a pocket and trestle at Harrison, N. J., and tenders are now being called for its construction. It will be 250 feet long, containing twenty bins, with two gates and chutes to each bin.

Charles F. Randolph, for the past eleven years identified with Madeira, Hill & Co., of New York, as salesman, leaves this company shortly to take up a newly-acquired interest with M. J. Hays, of Yonkers, N. Y., the largest coal merchant at that place. The new firm, which has been incorporated under the name of Hays & Randolph, starts out under the most favorable auspices, having splendid facilities for handling a large tonnage, and a business which has been established for twenty years, bespeaking for them a bright future. Mr. Hays has always done the largest business at Yonkers, which has a population of 65,000 people, and owning two storage pockets of 8,000 tons' capacity, and doing a considerable steam trade, there is plenty of room for further development. In going to Yonkers, Mr. Randolph is really returning to his friends, being connected by marriage with the granddaughter of James Sanders, of that place. He will, therefore, be cordially welcomed. He will also take with him the best wishes of his former employers and associates, whose advice will always be at his disposal. The officers of the company are M. J. Hays, president; C. F. Randolph, vice-president and treasurer; Frank Conley, secretary.

The West Indian cyclone and deluge which swept New York harbor and lashed the Atlantic into a fury from the Delaware to Maine on Thursday morning of last week, was the most terrific in the memory of the oldest sea captain. Before the skies cleared an enormous destruction of vessel tonnage was wrought, which strewn the shores of rivers, ocean and harbors. Vessels of every description were crippled, foundered or blown to sea, with a gale raging at from sixty to eighty miles an hour, driving all craft before it. The loss to the coal-carrying interests was especially disastrous and few of the barges which were not safely harbored escaped injury. The insurance companies report that of loaded barges alone thirty were sunk. A Pennsylvania railroad tug with twenty-four barges, on her way from Amboy, was caught in the storm, and the entire tow broke away and suffered severely. The Reading tug Ashton had in tow nineteen coal barges, light, which were dashed upon the shore and tugs were helpless in securing them. At St. George, S. I., a number of barges were sunk while tied up at the docks, which was also the case at other points, and it is known that many aboard the sunken vessels lost their lives. The loss to the shipping interests was very great, which will undoubtedly be felt in the coal trade, especially when the more active season comes on in the fall and winter.

The remains of Thomas G. McKell, banker and coal operator, arrived at his home in Chillicothe, Ohio, from Atlantic City, N. J., where he died from an attack of pneumonia, on Saturday, September seventeenth. Mr. McKell suffered from an attack of grip several months ago and had never fully recovered; complications developed, resulting in pneumonia, from which he died. He was born in the year 1845 at Chillicothe, Ohio, where he spent most of his boyhood days, except when attending Yale, of which college he is a graduate. It is said of him that he was the hardest working man in his native town and also the most popular. In 1883 he established the Central National Bank at Chillicothe, and was its president up to the time of his death. In the same year he began to develop the coal and timber lands in the New River section of West Virginia, which afterward proved to be one of his larger interests. His wife, who was a daughter of John Dun, inherited one-half of a 23,000-acre coal tract, when Mr. McKell bought the other half interest and developed the property, establishing also the towns of Glen Jean and Thurmond, in West Virginia. In more recent years he purchased large tracts of coal lands in Ohio, which he was just about to develop for the market. He was always recognized as the wealthiest citizen of his home town and as a multi-millionaire, having many interests. He was president of the McKell Coal & Coke Co., through which his New River product was produced. W. C. Wittenberg, of New York, his close friend for many years, had the selling of his coal at tidewater. His son William, who has managed the mines for the past two years, will continue to conduct the company's business. He leaves a widow and two sons, John and William McKell.

Proper Methods of Advertising for the Retail Dealer.

Three letters have been received during the past week containing advertisements for this department to consider. Owing to lack of space two of them will be obliged to wait until next week. They will receive attention at that time. I am very glad to see letters coming in this way, as it indicates an interest on the part of the trade, and as the purpose of this department is to be as helpful as possible, co-operation must occur between the readers and myself.

And that brings up another point to which I wish to refer. There may be among my readers those who have a bet-knowledge of advertising than I, and if there are any such who dissent from my opinions, or who think I am wrong, their opinions will be gladly published from time to time. They will prove educational as well as the criticisms of the advertisements which occur in this department and may refer to some point which has been overlooked by myself.

The Chisholm & Evans Co., coal merchants at Keokuk, Iowa, write in as follows: "We would like the benefit of your criticism of our advertisement, a copy of which we enclose. We use the local daily papers on alternate days, with practically the same matter in each, except when we use a cut, changing frequently."

The advertisement of this company is reproduced on this page at the same size as which it appeared in the Keokuk newspapers. It is a good advertisement, well displayed, but I believe is lacking at one or two points. Of course, I have emphasized the point that the name of the town or city where the coal merchant is located should be included in the advertisement, to such an extent that I can not overlook its omission in this case. The address of the office is given, which is an improvement over many of the advertisements that come to me, but I believe "Keokuk, Iowa," should also have been added under the address of the office. Chisholm & Evans may possibly say that every one will take it for granted they are located there because the advertisement appears in a Keokuk newspaper, but I would not be too sure about that.

Readers of Advertisements are of Varying Intelligence.

One point must always be considered, and that is that all your readers are of varying intelligence and education. Unless everything is explained to some of them they will not understand—and their money is just as good as the other fellow's. Make it clear, so there can be no mistake.

I like the general tone of this advertisement. There is neither braggadocio, nor is there too much modesty. A happy medium is much better than either extreme. Conservatism of statement is well, and so is boldness when you want to set forth a fact that is a fact.

The caption of the advertisement ought to attract attention. "Wanted" carries with it the impression that there may be something in the advertisement for the reader as well as for the advertiser. The wording of the introduction is clever. It leads up to the subject matter of the advertisement, without any ifs or ands, in such a manner as to interest the reader.

Perhaps the descriptions of the different coals might be changed a trifle. How would something like the following do?

"THE OLD RELIABLE SPRINGFIELD LUMP AND NUT—Just the thing for the furnace or cook stove.

"SOOTLESS LUMP, once used, always used thereafter. No soot, the minimum of dirt. As good for the parlor as the furnace.

"ILLINOIS BLOCK, a superior coal for domestic use. Answers every fuel purpose.

"LUMP AND CRUSHED COKE.—Do you want to save money on your fuel bills? Let us tell you about it.

"ANTHRACITE COAL.—There are many different kinds, but ours stands at the top for preparation, heat value and general excellence."

This adds to the wording of the advertisement; if it crowds the space too much one or two of the items can be left out until the next advertisement.

Another change that might be made in an advertisement of this size is to use a new introduction each time and devote the center of the advertisement to only one kind of coal. For instance:

FUEL VALUES.

Are hard for the consumer to ascertain. It requires expert knowledge.

We are expert fuel men and will sell nothing but the best, giving a dollar's worth for every dollar spent with us. Talking about fuel values, our

OLD RELIABLE SPRINGFIELD LUMP AND NUT

Is a standby. This is coal all the way through. The price is right, there is little waste in clinkers and ash—and as to smoke, it has no more than any other Illinois soft coal. If you want something that will wear well, give us a trial order. This coal has helped to build our business. We believe you will like it if you want a coal that will stand the test."

The next time the merits of Sootless Lump might be fully

exploited in a similar vein, telling of its qualities.

As to the plan followed of changing the advertisement frequently, there is none but will commend it. I think the best results can be obtained if a new advertisement is written for each paper each time it is inserted.

I know coal men are very busy, but with a little system it can be done without the time required being a burden to the advertiser.

A few years ago an inland department store manager came to me for advice about his advertising. He said he was spending a considerable sum

of money in that way, but his results were not what they should be. I investigated his methods and found that on Sunday night he wrote an advertisement for the single daily newspaper in his town, which remained unchanged through each of the six days of the week. I told him to change it every day. He said he hadn't the time. Then we talked it over. "What time do you get down to your office?" I asked him. He said about eight o'clock, and I suggested that he get down there at 7:30 every morning for a month and devote the half hour to his advertising and under no circumstances to let anything interrupt him. He finally consented to try this plan for a month.

At the end of the time he said that there had been a change in his results. He tried bargains and he changed prices every day with the result that he sold many of the bargain offerings and increased his business in staples on which he did not cut prices.

By giving the matter a stray thought now and then during the day, Chisholm & Evans could prepare the copy for a new advertisement each day and probably would not be obliged to devote more than ten or fifteen minutes to it.

In closing I wish to say this advertisement is one of the best I have received. It involves modern ideas of advertising throughout, is well displayed, and ought to bring business. After giving so much attention to advertising, this firm ought to get out of it all there is in it, and for that reason I have made these suggestions, not because they are not working along right lines, but because I hope this may aid them in getting still greater results.

St. Louis Company Has Adopted Postal Card Ads.

The De Camp Fuel Co., St. Louis, Mo., has inaugurated a system of advertising which I consider to be very good. Once a month they send out a postal

card, calling attention to the various coals which they handle and especially advertising a certain anthracite. At present these cards are sent out with a different set of cartoons each month relating to the Louisiana Purchase Exposition in that city. They have adopted, as a central idea in these cards the visit to St. Louis of a group of bears, illustrating some one feature of the exposition each month. In the cartoon before us, which is reproduced in this issue of THE BLACK DIAMOND, the bears are taking a trip on the Scenic

You'll get the best grades of Hard and Soft Coal on the market by placing your orders with

DeCamp Fuel Co.
712 Missouri Trust Bldg.
St. Louis.

It's worth much to any man to **know** that he is getting what he thinks he is.

Try us.

DeCamp Fuel Co.
712 Missouri Trust Bldg.
St. Louis

"We're off," says Papa Bear. "Now, Mamma, hold tight. For these 'lectric toboggans go clean out of sight!"

"Oh! oh!" cries Mamma Bear, "but this is the limit—There goes my spring bonnet that cost so to trim it!"

"Hully gee!" shouts Johnnie, "but this is a cinch!"

"I could do this all day and never would flinch. It's as good as a slide down the Lehigh's great mine. 'Cept the thrill up your back when your pants get to shine. But there'll be something doing next month, you'll declare. If you keep your eyes peeled, and my name's Johnnie Bear."

WANTED

New customers to share with our old ones, in the satisfaction of burning the best quality of fuel that comes to Keokuk, as follows:

THE OLD RELIABLE SPRINGFIELD LUMP AND NUT.

SOOTLESS LUMP, once used always wanted thereafter.

ILLINOIS BLOCK, a superior coal for domestic use.

LUMP AND CRUSHED COKE, the best value for the money of anything in the market

ANTHRACITE COAL none better. all sizes.

Chisholm & Evans Co

14 South Sixth Street.

railway. Their trip is described in verse, the idea being to advertise in a small way the World's Fair and to attract attention to the advertisement of the De Camp Fuel Co.

In advertising their company, one of the expressions which they use on this card is as follows: "It's worth much to any man to know that he is getting what he thinks he is." In these days of substitution of fuels this is a good point to make. The dealer who can convince his customers that he is giving them what he purports to sell will win their confidence and in the end may be able to sell coal at prices somewhat higher than those obtained by dealers who resort to substitution.

Another expression in this advertisement is "You'll get the best grades of hard and soft coal on the market by placing your orders with the De Camp Fuel Co." That is a good talking point and ought to bring business. On the address side of the card is a recommendation from a furnace company as to the quality of anthracite coal sold by the De Camp Fuel Co., which, of course, should appeal to consumers. The furnace manufacturer is an expert in the use of fuels. He is anxious to secure as good results from the use of his furnaces as can be obtained, and certainly would not be likely to recommend any fuel which would be an expensive luxury. The only criticism that can be passed on this card is that it contains too much matter.

On the reverse side there are four groups, containing three bears each, carrying a coal scuttle. We believe that two of these, at least, might be omitted and possibly all of them. The point to remember is not to crowd too much matter into one advertisement. If you do, it may look too heavy, and the man who is busy will not take time to read all of it. I am a great believer in terseness in advertising; in saying much in as few words as possible, but in having what I do say direct to the point. In this advertisement the central cartoon on the reverse side might be reduced somewhat in size, giving more display space to the verses describing the trip of the bears to the World's Fair and displaying more fully the reading matter pertaining to the coal. This would bring them out more prominently and would perhaps be a trifle more effective. The advertisement has a good point, inasmuch as the address of the advertiser is prominent at several places. Wherever the name is used it is followed by the location of the office of the company and the name of the town where it is located. As these cards are sent out broadcast, this is essentially a vital point.

These cards are printed in colors, represent thought and care in their preparation as well as much painstaking work, and I believe the De Camp Fuel Co. will back me up when I make the assertion they are business-getters for that company.

Retail Coal Associations of the United States:
Retail Coal Dealers' Association of the New England States.
Retail Coal Dealers' Association of Illinois and Wisconsin.
Mid-State Retail Coal Dealers' Association.
Northwestern Retail Coal Dealers' Association.
Wholesale and Retail Coal Dealers' Association of Ohio.
Michigan and Indiana Retail Coal Association.
Coal Dealers' Association of Iowa and Nebraska.
Ontario Coal Association.
New York and Pennsylvania Retail Coal Dealers' Association.

A DEPARTMENT

For the

RETAIL TRADE

CURRENT NEWS AND COMMENT IN THE
RETAIL COAL TRADE—SUGGESTIONS AS TO
ADVANCED BUSINESS METHODS THAT
HAVE BEEN TRIED AND HAVE PROVED
SUCCESSFUL—PERSONAL NOTES OF CHANGES
IN THE TRADE—HINTS CONCERNING
PROPER ADVERTISING. :: :: :: :: :: :: ::

There is much jubilation in Omaha, in the offices of the president and secretary of the Coal Dealers' Association of Iowa and Nebraska, over the fact that the thousandth coal merchant has just been admitted to membership in that body. Secretary R. E. Harris is reported to have said he belonged to the "Thousand Club" when he took hold of the affairs of the association as its secretary, but most of the coal dealers had at one time or another resided in Missouri, and they demanded that they be shown before they were willing to bank too thoroughly on a thousand members for the association as among the possibilities. The new secretary kept sawing wood and traveling in every direction where there was a possible new member, with the consequences that he secured his thousandth member about two weeks ago, and demonstrated in the most effective manner possible that he was not only a member of the Thousand Club, but that he was entitled to an honorary position in the full glare of the calcium light.

Thousandth Member
Admitted to Iowa and
Nebraska Association.

South Bend, Ind., dealers have been having a merry time with a little price war on anthracite, which certainly has saved money for the consumers of that city, and which, if it had continued indefinitely, would probably have made South Bend one of the worst places in the country in which to engage in the coal business. The trouble was started by one or two of the dealers who seemed to labor under the impression that no matter what they paid for anthracite they could afford to sell it for any old price. They started the ball rolling and others soon became embroiled until anthracite was being sold at an actual loss.

Price War at
South Bend
Has Been Settled.

About this time Ned Scott, of the Lehigh Valley Coal Co., happened on the scene, and having many friends among the dealers of South Bend he deplored the situation. He went further than this. He endeavored to bring the dealers to a realizing sense of where it would all end. Mr. Scott spent a week in South Bend doing very effective missionary work, which resulted in a number of the dealers realizing that at the beginning of winter was not the proper time to give coal away. They consented to meet together with Mr. Scott and other representatives of the shipping companies for the purpose of adjusting their differences. This they did the early part of the week, and the latest reports from the scene of the trouble were to the effect that all was serene and prices would again be restored to a living basis for those engaged in the trade.

Mr. Scott is entitled to the lion's share of the credit for having brought about a settlement at South Bend, but with becoming modesty he will not admit it, saying that all of the shipping companies had a hand in bringing about this desirable consummation of an undesirable price war.

Certificate of Membership No. 1000

THIS IS TO CERTIFY
THAT *The Chisam Coal Co.*
OF *Omaha, Nebr.*
IS A MEMBER IN GOOD STANDING OF THE
COAL DEALERS' ASSOCIATION OF
IOWA AND NEBRASKA
AND ENTITLED TO ALL RIGHTS AND PRIVILEGES UNTIL THE
EXPIRATION OF THIS CERTIFICATE.
ISSUED *Sept 17 1904*
EXPIRES *Sept 1 1905* *R.E. Harris*
SECRETARY.

CERTIFICATE OF THOUSANDTH MEMBER ADMITTED TO THE COAL DEALERS' ASSOCIATION OF IOWA AND NEBRASKA.

The Chisam Coal Co., of Omaha, has the distinction of being the thousandth member admitted to the association, and the card which was issued to this company on the occasion of its membership having been accepted is reproduced on this page of THE BLACK DIAMOND.

In spite of the fact that the Iowa and Nebraska Association has the largest membership of any of the retail organizations, Secretary Harris is extremely modest about his accomplishments. In a letter to THE BLACK DIAMOND this week he said: "I think this will set the pins for the boys to look at. This little western association is getting to be a 'big boy now,' and the modest secretary of the association is open for congratulations."

As soon as the thousandth member had been obtained, Secretary Harris took out papers in the "Fifteen Hundred Club." He says that before he gets through he will also be one of the aspiring members in this organization and thinks there are enough retail coal merchants in Iowa and Nebraska to make such a membership very effective. He hopes to become an honorary member of the Fifteen Hundred Club by the time the next annual convention of the association is held in mid-summer of next year.

The United States Coal Co. will soon open up mines at Plum Run, between Smithfield and New Alexandria, Ohio, and several hundred men will be employed.

New York Central Coal and Coke Tonnage.

Coal and coke tonnage originating on the New York Central railroad in the Beech Creek region of Pennsylvania for the week ending September fourteenth, the year to that date and the corresponding period in 1903 was as follows:

Coal tonnage for week	141,988
Total for year 1904	4,983,916
Total for last year	5,338,136
Coke tonnage for week	260
Coke tonnage for year	18,516
Coke tonnage for last year	79,158

Pennsylvania Coal and Coke Shipments.

Owing to a shut down of mines and light demand for bituminous coal, a shrinkage is shown in the shipments of coal and coke originating on the lines of the Pennsylvania railroad east of Pittsburg and Erie for the week ending September tenth. The figures are as follows:

	1904. Week ending Sept. 10.	1904. Year to Sept. 10.	1903. Year to Sept. 12.
Anthracite coal	23,538	3,043,223	3,158,613
Bituminous coal	468,747	18,370,497	19,253,997
Coke	165,563	5,772,904	6,935,758
Totals	657,848	27,186,624	29,348,368

Western Retail Notes.

The outlook for a good demand for coal at Owatonna, Minn., is very satisfactory.

Fort Wayne (Ind.) dealers announce that hard coal will advance shortly to \$7.75 per ton.

G. H. Blood & Co., of Des Moines, Iowa, have recently opened up in the retail coal and feed business.

The North Star Lumber Co., New Market, Minn., is making arrangements to handle coal this winter.

The Dolliff Lumber Co., Echo, Minn., is adding wood and coal to its lumber business at that point.

H. C. Modlin, of Neola, Iowa, has purchased the coal business of the Neola Elevator Co., of that town.

Reilly & Lathrop, Northfield, Minn., are building a fine coal shed on the Milwaukee tracks at that point.

George Whitcomb, of Aurora, Ill., has been making extensive improvements in his coal yard at that place.

Charles Stasel and Rufus Stasel have formed a partnership and embarked in the coal business at Newark, Ohio.

A. J. Smith, of Clyde, Ohio, has sold his coal business to F. J. Hiner, of that place and extensive improvements are on foot.

J. C. Hollinger, of the firm of Robinson & Hollinger, coal dealers of Kansas City, Mo., died recently at his home in that city.

Lansing (Mich.) dealers have advanced the price of anthracite coal there to \$8.00 per ton, with a five per cent discount for cash.

The Peter Scherer Lumber Co., at New Ulm, Minn., has built a new coal shed south of the Chicago & Northwestern railroad track.

The board of public works, Grand Rapids, Mich., is securing bids for the year's supply of coal for the pumping station and lighting plant.

The Miami Coal Co., Chicago, has recently purchased four large coal yards within the city limits and will spend \$40,000 on improvements.

J. F. Turner, the coal merchant of Quincy, Ill., is making extensive improvements at his coal yard, located on part of the old site of the "Q" depot.

The grain and coal business of Groff & Son, Victor, Iowa, has been sold to George W. Wheeler, of Guernsey, who will take possession at an early date.

The Hygienic Ice Co. was awarded the contract for furnishing the coal for the Ottumwa (Iowa) public school, three grades of coal being required.

The coke sheds of the Grand Rapids Gas Light Co., in Oakland avenue, that city, have been completed. They have a storage capacity of over 6,000 tons of coal.

C. A. Ondahl, Montevideo, Minn., has recently made many improvements at his coal yards, having put in an office and 'phone for the convenience of his patrons.

The Mayfield Fuel Company, of Mayfield, Cal., has leased the Domberger blacksmithing building in that place and will conduct an up-to-date coal and wood business.

The Ruka Bros. Manufacturing Co., Ltd., of Boscobel, Wis., has recently been formed at that place and will carry a full line of wood, hard and soft coal and coke.

The Omaha Fuel Co. was recently incorporated at Omaha, Neb., with an authorized capital of \$6,000, the incorporators being Gust Hamel, Gust Larson and Louisa Hamel.

Plans have been completed for the erection of a fine new ice building for A. Y. Malcomson's coal yards at Detroit, Mich., the exterior to be of fine pressed brick and stone.

A contract was recently awarded to Sunderland Bros., of Omaha, Neb., to supply the city with something like 2,500 tons of Cherokee steam coal, the price being \$2.00 per ton.

From Sioux City, Iowa, comes the news that the highest notch has been reached in the price of coal at that point for the coming season. Anthracite is now quoted at \$10.50 per ton.

The Garfield Grain & Coal Co., Garfield, Ill., was recently incorporated with an authorized capital of \$5,000, the incorporators being Thomas Whalen, William H. Jennett and J. J. Prendergast.

A rate war seems imminent among the coal men of Menominee and Marinetta, Mich. Meantime the public is urging the dealers to "mix it up" so that the coal may go to a still lower figure.

The Bennett Bros. Coal Co., Des Moines, Iowa, was recently incorporated with an authorized capital of \$10,000. Mr. Frank Bennett is president of the new company, while John Bennett is secretary.

The county commissioners at Dayton, Ohio, have awarded a contract for furnishing coal for the court house and jail to John A. Murphy at his bid of \$2.84 a ton for first-class Wellston lump coal.

Frank J. Wilson and Charles Saveland, for a number of years connected with the Olson Coal Co., recently opened up a coal and wood office at 355 National avenue, Milwaukee, under the name of Frank J. Wilson & Co.

J. J. Lundquist, of Willmar, Minn., has recently purchased a coal and

wood yard in that town and taken possession of the same, where he is prepared for the winter trade with a full line of hard and soft coal, wood and coke.

Ensign K. Kellogg, aged eighty-three years, for a number of years a prominent coal man of Cincinnati, passed away a few days ago, after an illness of several months. Mr. Kellogg was a resident of Cincinnati for sixty years.

L. M. Rubens, of Joliet, Ill., has been appointed Joliet agent for the Roanoke Coal Co., and, after all, will have the contract for supplying the city with coal. The contract was awarded to the Roanoke Coal Co. several weeks ago.

The retail coal dealers of Columbus, Ohio, will shortly advance the price of coal at that point \$3.00 per ton on all orders. This action was taken as a result of an increase made by the operators for coal at the mines from \$1.35 to \$1.50 per ton.

Bids are being received for supplying the city fire departments of Cleveland, Ohio, with coal. The contest had narrowed down to three coal firms and it is thought the contract will be awarded to the three companies equally. The contract amounts to 400 tons a year.

The Van Auken-Smith Coal Co., of Milwaukee, Wis., is to be reorganized, it is stated. President Harry A. Van Auken has retired, after having admitted some derelictions in his business relations with the company and having made good any shortages in his account.

The city council of Topeka, Kan., has made a contract this year whereby coal will be supplied to the city at much lower prices than last year. An enormous amount of coal is consumed in a year, which is a considerable item of expense, the fuel for the electric lighting plant alone costing \$2,500.

A number of coal dealers at Terre Haute, Ind., are in favor of the passage of an ordinance recently introduced to eliminate the short weight evil, one dealer stating that the city should have the right to stop any load of coal passing through the city streets and have it weighed, without notice of any kind.

The Sterling Ice & Fuel Co., Sterling, Ill., has changed officers. President C. N. Martin has resigned and John Pierce, former vice-president, has been selected to fill the vacancy; W. M. Amsden was made vice-president. Ellsworth Harvey has resigned his position as secretary and treasurer and Edward Fox has taken his place. The Sterling company has a splendid supply of coal and has experienced men in charge of its affairs.

Members of the board of public works of Toledo, Ohio, recently made a trip to Jefferson county coal fields for the purpose of ascertaining where the coal which had been bid upon by various firms came from. In the bidding the A. G. Blair Co. named the lowest figures. When the party returned a number of misleading statements were made concerning the coal this company handles and it looks now as though the board of public works will have to retract its statements or trouble will ensue.



Eastern Retail Notes.

An advance in the price of coal for August and September has not yet gone into effect at Montreal, Canada.

The Edward R. Pusey Co. was recently incorporated at Wilmington, Delaware, with an authorized capital of \$50,000, to deal in coal and wood.

Thomas J. Byrne, a well known young coal man of Newark, N. J., passed away at his home a few days ago, after a protracted illness. He was actively engaged in the coal business.

The Sanitation Fuel Co., of Jersey City, N. J., has been rechristened the Union Fuel Co. The incorporators are: Le Grand Bouker, M. M. Greene and Clarence F. Walker.

The Save Fuel Co., of Brooklyn, has been incorporated with an authorized capital of \$100,000. The directors are: Silas B. Dutcher, G. B. Forrester, Brooklyn; Dr. P. T. Austen, New York city.

An attorney of Syracuse, N. Y., has notified the Rapid Transit Co. of that city that it will have to discontinue the use of soft coal at its power house at Tracy street, under the provisions of the local smoke ordinance.

The Pompton Lakes Coal, Feed & Lumber Co. was recently organized at Pompton Lakes, N. J., with an authorized capital of \$20,000. The incorporators of the new company are: H. Seymour Smith, Louis Van Oeden, G. Kell Cornelius.

The board of education, of Philadelphia, Pa., is accepting assistance from private sources owing to a shortage of funds. The Philadelphia & Reading Coal & Iron Co., it is said, will furnish all the coal needed and accept the risk of the city paying the bills.

Coal prices at Corning, N. Y., have again advanced ten cents a ton. It is expected that the last raise will occur about October first. The dealers say that there is no cause for anxiety over the supply and price of coal for the coming winter; that all the coal required can be obtained.

Ten persons were arrested and fined a few days ago at North Tonawanda, N. Y., for stealing coal from the Erie railway. They were apprehended by Erie Detective M. M. Halcy, of Buffalo and Officer Tunis, of the local police force, and were fined \$5.00 to \$10.00 each.

The personal property of the late Franklin K. Davis was recently sold at Reading, Pa., the sale aggregating a little over \$1,000. The coal yard, horses, etc., it is understood, were purchased in the interest of Robert J. Davis, who will continue the business at the old location.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The National Coal Co., of Pittsburg, Pa., will shortly open a new mine in the Brush Run Valley, near Cannonsburg, Pa.

The Landrus Rodgers Coal Co. has been incorporated at Washington, D. C., with an authorized capital stock of \$100,000. The incorporators are H. Clay Campbell, Charles W. Embrey and Ralph E. Campbell.

Coxe Bros. & Co., Inc., recently commenced the sinking of a slope in the Gillespie stripping at Lattimer, Pa., to allow the mining of coal in the stripping during the winter, when production is often retarded through snow getting into the workings.

The Culross Coal Co. was recently incorporated at Williamson, W. Va., with an authorized capital of \$10,000. The directors of the company are: N. E. Boster, J. H. Morris, S. D. Stokes, of Williamson; C. Culross and W. J. Fry, of Welch, W. Va.

The Jenner & Quemahoning Coal Co. was recently incorporated at Pittsburg, Pa., with an authorized capital stock of \$5,000. The directors are: R. M. Wilson, Aspinwall; Herbert Hunt, H. K. Belmont, H. R. Lynn, Pittsburg; A. H. Parker, Sheridanville.

The Meadow Fork Coal Co. has been incorporated at Thurmond, W. Va., with an authorized capital of \$25,000. The incorporators of the new company are: Edward Thomas, W. W. Thomas and Jane Thomas, of Fayette, W. Va., and James H. Boyd, of Stone Cliff, W. Va.

The Douglass-Rouch Coal Co. was recently incorporated at Clarkson, W. Va., with an authorized capital stock of \$400,000. The incorporators of the new company are: L. P. Douglass, R. P. Douglass, Pittsburg, Pa.; John J. O. Rouch, Jarrettstown, Pa.; John L. Boswell, Baltimore, Pa.; C. Welty, Connellsville, Pa.; J. Douglass and E. Douglass, H. D. Lyon, West Newton, Pa., and I. M. Martin, of Philadelphia, Pa.

General Eastern Coal and Coke Notes.

The Reliance Coal Co.'s colliery at Upper Pittston, Pa., recently commenced operations.

The Cascade Coal & Coke Co., of Du Bois, Pa., will shortly build 600 coke ovens at Tyler, Pa.

Extensive improvements are under way at the mines of W. A. Gould & Bro. at Carrolltown, Pa.

The Wabash railroad has begun extensive developments of the coal fields in the vicinity of Washington, Pa.

The breaker boys at the Beaver Brook Colliery of C. M. Dodson & Co., at Hazleton, Pa., recently went on strike.

The output of the Dominion Coal Co. for the month of August was 292,354 tons, an increase of 32,999 tons over July.

All the coal mines belonging to the Lackawanna Coal & Iron Co. at Wehrum, Pa., closed down recently, throwing 700 miners out of work.

The United Coal Co. has purchased another large tract of coal land in Somerset county, Pa. The coal is of good quality and contains several veins.

The H. C. Frick Coke Co. is reconstructing 350 of its coke ovens at Larimer, Pa., which have been out of commission for almost five years, and were greatly damaged by floods.

An air shaft in the South Wilkesbarre colliery of the Lehigh & Wilkesbarre Coal Co. was recently sunk to a depth of 1,000 feet, insuring the men in the lower veins a better supply of air.

The Wilkesbarre Coal Co. has purchased some twenty acres of coal land near its cold storage plant at Junction, Pa., and will enlarge its plant to more than double its present capacity.

The fire is still raging in the Avondale, Pa., colliery of the Delaware, Lackawanna Co. Thousands of tons of the company's best coal have been consumed but the conflagration is now under control.

The creditors of the Plymouth Coal Co. recently received \$50,000 in payment from that company, which makes a total distribution of \$500,000 since this company resumed operations, less than two years ago.

The Standard Coal & Railway Co., of St. Louis, New Brunswick, has reached a depth of more than 2,200 feet in its boring at Half Way River, and is confident that it is about to strike the measures for which it has been seeking.

The Philadelphia & Reading Coal & Iron Co. is surveying for a new breaker near Bear Valley at Shamokin, Pa., the old breaker being inadequate for the product of the large veins tapped in the sinking of the shaft at this mine.

The Susquehanna Coal Co.'s collieries in the vicinity of Shamokin, Pa., which were idle for a week, recently resumed operations. The Luke Fidler colliery, of the Mineral Co., which had been idle for about a month, has also resumed work.

The Delaware, Lackawanna & Western Co., Wilkesbarre, Pa., is installing machinery for its new breaker at its mine in Hanover township. The plant is to be operated by electricity and the new breaker will have a capacity of 4,500 tons daily.

The Colonial Coal & Coke Co., Moundsville, W. Va., is making extensive improvements at its plant. The work on the switch to the mines is nearing completion, and it is expected that large quantities of coal will be shipped from this plant within a very short time.

The Scranton Coal Co., of Scranton, Pa., recently accomplished a diffi-

Delaware, Lackawanna & Western Railroad Co.

MINES AND CARRIES TO MARKET

SCRANTON COAL

S. C. SCHENCK, Agt.

Shipments "All Rail," and from yards and docks at Chicago and Toledo.

Soft Coal Department: BLACK BAND
Mined in West Virginia.

NOTE! Not genuine unless invoice is accompanied by certificate from this office.

C. L. DERING,
Manager Chicago Office,
1000-10 Old Colony.

When you buy "SCRANTON"
be sure you get the GENUINE
D. L. & W. Scranton.



CATLIN MINE, SPRINGFIELD, ILL.

If you wait too long

before getting in a supply of coal you may have considerable trouble in securing prompt shipment. Better let us quote you now.

Springfield, Wilmington, Carterville, Hocking, Splint,
Pittsburg No. 8, West Virginia, Kanawha,
Old Hickory, Low Vein Block.

JONES & ADAMS CO.,

Miners and Shippers,
GENERAL OFFICE, 355 Dearborn St., CHICAGO, ILL.

cult piece of work in building its shaft through a seventy foot bed of quicksand, the work having been completed without an accident of any kind. It is hoped the shaft will be ready for operation within twelve months.

Coxe Bros. & Co., Inc., recently filed a lease of the coal lands of the heirs of the late Eckley B. Coxe. Accompanying the lease was a deed from Margaret Brinton Coxe, conveying her interest in the Eckley B. Coxe estate to Coxe Bros. & Co., Inc., the consideration being \$5,000 in cash and an annuity of \$3,000.

The Lehigh Valley Coal Co., Wilkesbarre, Pa., is preparing to develop the Blackwood colliery along the base of Sharp mountain, which was abandoned for many years. The company will install a breaker which will have a capacity of about 2,000 tons per day, and which it is expected will be ready for coal in about six months.

The Whitney Coal Co., of Washington, Pa., has completed arrangements for the opening of an immense coal territory in the vicinity of New Cumberland, W. Va., and mines will be developed before the first of the year which will give employment to about 300 men. The Pan Handle railroad is soon to build a branch line from New Cumberland to the new plant.

It is reported from Washington, D. C., that very little interest is being taken in the bids for the sale of coal lands in the McAlester, I. T., district, the first of Indian Territory's mineral lands to be disposed of. The reason assigned for this lack of interest is that the quality of the coal and cost of production will not make a reasonable showing with other districts.

William S. Rodearmel, for a number of years coal agent of the Lehigh Valley at Allentown, Pa., passed away a few days ago at his home at Cementon, after an illness of two weeks. He was a familiar figure in the service of the Lehigh Valley railroad, having been connected with the company for a period of twenty-three years. Deceased was fifty-seven years of age, and leaves a widow and one daughter.

Southern Coal and Coke Notes.

New Southern Enterprises.

C. J. Jutte & Co., of Pittsburg, Pa., have let the contract for the construction of coal docks and tipple at a cost of \$200,000 to Heyl & Patterson, Pittsburg, Pa.

The Caldwell-Dulaney Co. was recently incorporated at Bristol Tenn., with an authorized capital of \$100,000. The incorporators are J. H. Caldwell, president; B. W. Emmert, secretary and treasurer. The purpose of the new company is to do a coal mining and brokerage business, with general offices at Bristol, Va.

The Pocahontas Consolidated Co., recently formed at Bramwell, Va., with an authorized capital of \$5,000,000, has purchased large properties in the Pocahontas coal field, which give it the control of 8,500 acres of good coal lands, with an annual output of 1,000,000 tons of coal. It will also own and operate about 1,600 coke ovens.

The Fitzgerald Co. has recently been formed at Jacksonville, Fla., with an authorized capital of \$25,000, for the purpose of buying, selling and dealing in wood, coal and other fuels, and to do a general shipping business. The incorporators are: D. D. Fitzgerald, P. L. Sutherland, Edward Anderson, S. A. Marshall and J. S. Bond.

The Waukomis Oil, Coal & Gas Co. was recently incorporated, with headquarters at Waukomis, Oklahoma, the authorized capitalization being \$100,000. The incorporators are: R. N. Brittan, Val. Johnson, J. B. Campbell, Charles Moore, L. Peterson, James Park, James McCollom, A. Litzemburg, J. D. Scarborough, J. A. Randolph and J. T. Bragg.

The Excelsior Coal Mining Co., Middleborough, Ky., was recently reorganized and will now be known as the Excelsior Coal Co. The officers of the company are: J. R. Miller, Radford, Va., president; George B. Kimball, vice-president; B. H. Keeny, secretary, and A. I. Miller, treasurer. It is said the company has plans under way for enlarging and improving its plant.

General Southern Coal and Coke Notes.

The Consolidated Coal, Iron & Land Co., of Pocahontas, Va., has recently decreased its capital stock from \$400,000 to \$200,000.


The Semet-Solvay Company has put in service at Ensley, Ala., its No. 2 battery of by-product coke ovens, which has been shut down for thirty days for repairs.

An American company has recently purchased the extensive coal lands near Vaquerias, state of Hidalgo, Mexico, and it is understood the price paid was \$132,000.

The Corona Coal & Iron Co., of Corona, Ala., at a recent director's meeting, elected J. R. Ryan general manager with full charge of the operations of the company.

The C. & O. extension from White House to Paintsville, Johnson county,

IF YOU HAVE COAL LAND THAT YOU WOULD LIKE TO SELL WE WOULD ADVISE YOU TO ADVERTISE IN OUR WANT COLUMN. RATE 4 CTS. PER WORD.



DICKSON & EDDY,

General Sales Agents,
No. 17 BATTERY PLACE, NEW YORK.

SCRANTON COAL COMPANY,

SCRANTON, PA.

Operating Capouse and Pine Brook Collieries, Located in the City of Scranton.

Yearly Capacity, - 800,000 Tons.

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Kentucky, was recently completed and the first train run, which opens a rich territory of timber and coal.

The Central Coal Co., of Warrior, Ala., has completed its compressed air machine system for mining coal. Operations at the plant will begin in a short time with non-union men.

The Pittsburg Coal Co. has increased the wages of its union employes at Corona, Walker county, Ala. There was a reduction of ten per cent a few months ago, which has now been made up.

The Phillipsburg Land Co., near Chattanooga, Tenn., has the largest coal holdings in the country, which it is preparing to develop. R. W. Shannon, Albany, N. Y., is secretary of the company; while S. B. Gardner, of Oneonta, N. Y.; F. M. Merwin, Brooklyn, N. Y., and W. L. McCracken, of Brookeville, Pa., are interested capitalists.

J. C. Cooper, of Athens, Ga., has purchased a controlling interest in the Athens Ice & Coal Co. and has been elected as secretary, treasurer and general manager. He is connected with several other large companies and purchased the controlling interest in the ice plant, after starting an independent ice business under the name of the Peoples Ice Co.

Major E. C. Camp, proprietor of the Coal Creek Co., in the Coal Creek region of Tennessee, states that his men, who went out on strike recently on account of a reduction in their wages, have returned to work. He is not worried over the mining situation so far as the mines of this company are concerned and it is believed they will be operating full time before many days.

It is reported from Kentucky that the Illinois Central railroad is making extensive improvements in its Louisville division and will add much more equipment than at present to take care of the increasing coal traffic from that field. It is also reported that it will absorb the Tennessee Central railroad as soon as the latter property is in such shape that it can be allied with the Illinois Central.

Officials of the navy yard at Pensacola, Florida, have made complaint to the naval equipment bureau at Washington that the present plan of storing coal there is wasteful and extravagant. They have recommended the construction of a steel storage plant, and an extension of the dock out to deep water, so that coal can be handled by machinery, quickly and cheaply, and to provide for its storage when it is not required for loading purposes.

The strike in the northern Alabama field is now upon its seventh week

and the situation there is practically unchanged, except that every week sees the desertion of some of the miners from the union. The strike is being conducted in an orderly manner, however, and very little criticism can attach to the miners' organization on that score. Officials of the miners' organization still predict they will win the strike, but this is regarded almost as an impossibility by the operators who are thoroughly in touch with all the conditions.



Literary Notes.

The October *Delineator* is a many-featured number, containing, in addition to a complete survey of the autumn fashions, entertaining fiction and special articles of wide interest. Richard Le Gallienne contributes the first part of an idyl, "Poet, Take Thy Lute," an exquisite dream tale, comprising some tuneful lyrics, and there is a clever bit of fiction by Ellen Douglas Deland, entitled "The Mother of Emmeline," and also the first part of a story by Ethel Watts Mumford, "A Matter of Millions," a delightful commingling of humor and pathos. A series on "The Loves of Great Composers" begins in the number with the story of Beethoven and his "Immortal Beloved," which is filled with interest, not only for music lovers, but for every one who has a liking for romances of the heart. Christine Terhune Herrick writes of Field Hockey as a new form of recreation for girls, the article being presented with the hope of giving this healthful exercise a wider popularity in America. Lillie Hamilton French has a serious paper in the "Joy of Living" series, on the Value of the Written or the Spoken Word. The story of Mary Dunlevy concludes the series on "Great Women of Pioneer Times," and Physical Exercise is discussed in "The Fountain of Youth." For young people are provided stories and pastimes that amuse as well as instruct, and the domestic interests are treated thoroughly and practically.

The September *St. Nicholas* brings interesting chapters in the two serials, Gensai Murai's "Kibun Daizin, or From Shark-Boy to Merchant Prince," the story of a Japanese boy for American lads, and Mary Constance Du Bois's charming tale for girls, "Elinor Arden, Royalist." The illustrations for these stories, by George Varian and W. Benda, are exceptionally good, even for *St. Nicholas*. Hugh M. Smith tells interestingly of "Brittany, the Land of the Sardine." Lida Rose McCabe describes the adventures of "A Citizen of the Deep." "The County Fair" is the account of how some girls and boys succeeded in carrying out a novel scheme. Julian King Colford's "American Memorials in London" tells and pictures facts every one should know. "A Goose Hunt by Steamer" is a jolly account of a jolly expedition, and Maria Brace Kimball describes entertainingly "The Children of Zuni." There are short stories by Caroline M. Fuller, "The Pursuit of the Calico Cat"; S. W. Hovey, "Nothing but a Girl"; Mabel Clare Craft, "The Killing of Storm." The frontispiece of the September *St. Nicholas* is a full-page reproduction of the painting of Lady Betty Delme and her children, and the number is crammed with gay and pretty verse; "Peter Puff-and-Blow," "The Difference," "Thirteen," "Yours Severely," "The Holly-Tree Wight," "What's in a Name?" "A Moonlight Effect," "The Gay Grecian Girl," "Which?" "Folliloo," "Tom's Return" and "The Enterprising Tapir." The departments, Nature and Science, the *St. Nicholas* League, Books and Reading, the Letter-Box and the Riddle-Box, are full of interest and profit, as always.

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THE BLACK DIAMOND

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General Review of the Markets.

With mild weather in all parts of the great coal-consuming territory of the country this week demand for coal has dropped off again and more or less lethargy prevails. These conditions, occurring the latter part of the month, when the tendency is to buy as little coal as possible in order to obtain a longer period of credit, makes business generally dull, and, following a summer that has been noteworthy on account of low prices and slack demand, has resulted in more or less pessimistic feeling in all quarters. Coal producers and shippers, however, are almost as changeable in their sentiments on market conditions as the weather. A few days of chilly temperature would undoubtedly result in a rapid increase in orders from all quarters for all kinds of coal, and then the present pessimism would quickly disappear; but until the change in climatic conditions does occur it is to be expected there will be a feeling of discouragement. In all branches of the bituminous trade the past summer has been one of the worst ever experienced. Business in most instances has been done at a loss, and when this has not been the case there have been no profits. The present conditions have more and more induced the larger factors in the bituminous trade to regard the restrictive policy pursued by the anthracite operators as the only practicable way of keeping the coal business on a substantial footing. The great central competitive district should be under much better control as to production than it is at present, and until it is brought under such control it is to be expected that there will be periods of depression and absence of profits which will cause severe losses and many hardships.

Owing to overproduction of coal the west is suffering the most in the present instance from contemporaneous conditions. There are some who point to the fact that the greatest hardships are being encountered where the domination of the miners' union is the greatest, but whether there is any connection between overproduction and lack of profits and labor union domination remains to be seen. There is one thing assured, that the situation in Chicago as to fine coal, viz., screenings and slack, could be no worse, and there has never been any greater car congestion than that encountered today. On Thursday there were approximately in Chicago 4,500 loaded cars of coal. Of this number 2,140 cars were located on one road, and while no figures are available as to the proportion of this which consisted of fine coals, it is evident that the largest part of the tonnage represented consisted of screenings and slack for which there is practically no market, and which are an incumbrance, inasmuch as they prevent the use of these cars for the transportation of lump coal, which is in fairly good demand.

The congestion of these cars at Chicago at this time has almost completely paralyzed the coal business. The railroads are all at sea as to the best manner in which to relieve the congestion, because purchasers can not be found who will take the coal off their hands at any price and there is no place in which it can be dumped. There is some talk of securing relief by dumping it in some place, but none of the factors who are trying to solve present problems have yet proposed a plan along these lines that is practicable.

Restrictive Policy Is Necessary to Correct Present Conditions.

Restrictive policies are necessary on the part of the railroad companies to help the situation. While screenings and slack are in the present position on the market there is only one thing that can be done, and that is for the rail lines to refuse to move any more of this coal unless final disposition of it is furnished with the consigning order at the mines.

In order to prevent an accumulation of screenings and slack at terminal points, and to get at the root of the evil, in the west it has been proposed that the railroads return to run-of-mine coal for fueling purposes. This would relieve the situation if the consent of the railroads to adopt it could be secured, but on account of the increased firing and the waste due to the exhaust through the stack of

the finer particles, the rail lines thus far have refused to generally consent to such a plan.

While the present situation is ostensibly one of transportation, as a matter of fact it goes still further back than that. It is unquestionably one of over-production and depression in industrial circles, the full extent of which was not appreciated until the last few weeks. To get at the real root of the matter the investment of further sums of money in large operations and the increasing of the output of coal mines should be discouraged until the consuming power of the country is increased to meet present productive facilities. The anthracite strike of 1902 brought on the trouble. Exorbitant profits which were made during the winter following the strike and the generally high price of coal all of last year brought into the bituminous coal fields a flood of investors, who opened every vein that could be made to produce anything resembling coal. Now the reaction has come, and the situation in some respects may be regarded as critical, its immediate salvation is dependent upon the inability of the railroads to furnish transportation the coming winter and severe cold weather, which will cause an abnormal consumption of fuel.

Surplus of Fine Coal Prevails all Through the West.

Not only is the question of disposing of fine coal an important one in Chicago, but it obtains in practically every large market in the west to which such consignments are made. The coal fields of West Virginia which market largely through Cincinnati as a gateway are suffering a lack of cars because of an accumulation of slack at that city. In the Hocking Valley fields there is a shortage of cars, because many of those available have been loaded with slack, for which there is no disposition. Reports from Kansas City are of a surplus of coal at a time when that market should be strong, simply due to overproduction in the adjacent fields during the past summer. Practically throughout the west fine coal of all descriptions is a drug on the market, and there is only one remedy which can be applied effectually, and that is to close down all the mines which do not have orders for the coal which they produce, or do not have final disposition for the coal when it is shipped from the mine. In other words, the remedy must be found in the application of a policy of restriction to the production.

In the anthracite trade there continues to be more or less dullness in both the eastern and western fields. Consumers are holding off as long as possible before placing orders, probably due to the lateness with which the spring closed, and this is creating a slack demand. Indian summer weather the past week has had a tendency to make business duller than it was before, and until the weather changes to a basis where fuel must be consumed, there is not much hope for any improvement in the situation. In the west the only gleam of encouragement is found in connection with the business in the larger centers of population. In Chicago, for instance, it is reported the demand is increasing at retail, and in the northwest the dealer trade is taking a larger tonnage of coal. In the eastern states there is a small volume of business being done in the coastwise trade, but the bulk of the orders are coming from the line trade. Production has been on about the August basis for the month and newly-mined coal, generally speaking, has been absorbed, either in storage or in movement to the trade. The only feature of the situation in the east which is attracting attention is in connection with the steam sizes, which are in increasing supply.

In the bituminous trade there is a shortage of cars in the Pittsburgh district of Pennsylvania, which continues to interrupt production. All hope of reaching the same volume of lake shipments as a year ago from the eastern fields has been abandoned. Smokeless producers are busy and are not suffering so much from a short car supply this week as last. It is expected, however, that this trouble will occur with alarming regularity throughout the fall and winter and that it will be a factor of importance.

Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., Sept. 30.

From the standpoint of bituminous coal the situation in the west this week is a complex one. In the Chicago trade transportation conditions seem to be of uppermost importance and are absorbing attention. Probably the worst coal congestion in the history of the coal trade at this season of the year has occurred in the terminals of the two leading north and south lines with the result that cars are short at the mines for loading domestic lump coal. Both these railroads have held conferences during the past week with the leading coal shippers located on their lines for the purpose of adopting some plan by which the situation will be relieved. The problems which both the operators and the traffic officials of the railroads face are of such a nature that they can not be acted upon without the most mature consideration, and while the interests that are endeavoring to relieve them have been confronted by many similar problems, it is impossible to announce at this time with any degree of definiteness what course will be adopted.

The present rather serious congestion of western coals in the Chicago terminals and at other points is caused by an over-production of screenings and slack. Analyzing the situation critically it may be said to have originated way back in 1902, when the anthracite strike occurred. There was such a boom in coal prices that year that since then capital has invested heavily in coal lands and in the development of them until today, production, if the mines were all operating at the maximum, would result in more coal than could be consumed by a wide margin. This has brought about a number of conditions, to particularize, which in turn have resulted in the serious congestion. One of these conditions has been the general use during the past summer of inch and a quarter lump coal by practically all the western railroads for fueling purposes. Formerly some of the railroads used run of mine coal on part of their locomotives, and where such coal was used there were no screenings to be sold on the open market. With the general use of lump coal, due to its lower price, for this purpose the production of screenings was materially increased. With an accompanying depression in general manufactures, with the stock yards strike, and an increased production of all coals, both run of mine and lump in various sizes at prices which were often below cost, the finer coals were neglected. They have been neglected for the past two months and every week has witnessed lower prices, until the present week when a railroad company in Chicago disposed of several carloads of slack at \$5.00 a car, including freight from mines to this terminal, in order to move it and rid the tracks of the incumbrance as well as release the cars.

Transportation Situation Demands Prompt and Drastic Action.

The present situation with reference to fine coals, including the congestion at western terminals of cars loaded with this product, demands more drastic action than any which has yet been taken. Every inducement is being made by operating companies having railroad contracts to have run of mine substituted for fueling purposes until the situation is relieved. In some instances the railroads have agreed to accept this coal. This will furnish immediate relief and is a part of the program which should commend itself to every practical mine owner. If the railroads will use run of mine coal the production of screenings and slack will be reduced to the minimum, and consumers who are in the market for supplies will reduce the serious accumulation on hand within a short time, so that the market will right itself. In the meantime no railroad should accept shipments and no operator should consign slack coal or screenings to the Chicago market unless they are already sold and the consigning order also contains the final disposition. If this is done the surplus supply will be gradually reduced until the situation is improved and a price can be obtained for this grade of coal which at least represents the cost of production. The problem of how to dispose of the fine coals at the mines which are unsold is a very serious one, but mine operators who have booked orders for lump coal which must be filled will lose doubly on every car of fine coal which they ship unsold to market. They will be obliged to sell the coal when it arrives at destination at cost or less than cost, and their cars will be tied up so that they can not operate their mines and sell the lump coal which at least returns them the cost of production, if nothing more.

Situation Can Be Relieved In a Very Simple Way.

The solution of the whole problem faced by the railroads and the coal operators at present lies in a very simple remedy if it could be adopted, and that is to close down every mine in Indiana, Illinois and Iowa, which is not shipping on contract account, where the cars would be readily unloaded at destination and could be returned quickly and promptly until the situation cleared up. If there were any means of taking unanimous action of this character it would not require more than a fortnight to bring about improved conditions and from then until the middle of next April the situation would probably take care of itself. The man who can do so should close his mine at once until the time arrives when he can sell both his lump coal and his screenings at a profit. There is no urgency for fuel at the present time, except on the part of some large users; the longer the coal remains in the ground the more valuable it will be and the increased profits which would accrue from closing down operations in this way would soon make up for any loss which occurred by reason of fixed charges while the closure was in force.

In eastern bituminous coals the market is well in hand on most descriptions and prices are firm. Car supply and transportation are becoming more important factors than they were and there is a feeling that this phase of the situation will either be its salvation or its ruin before the close of winter. If it is its salvation it will be because the volume of coal tonnage handled will be lessened as compared with the possible production. If the transportation situation proves the ruin of the coal business during the coming season of activity it will be because coal is delayed too long in transit and accumulates at the end of the season, resulting in losses in March and

April that more than balance the gains made in price during the winter caused by temporary shortages.

In the western anthracite trade the mild weather the past week has resulted in a diminution of orders in some quarters and the volume of business is yet far from being satisfactory for this season of the year. There is evidence in some quarters, however, that householders are shaking off their apathy. In the Chicago city trade, which has been very backward throughout the season, more coal was ordered in September and some retailers report that the volume of business will be larger than a year ago for the same month. Notwithstanding these more encouraging reports the total tonnage of coal moved into householders' bins in the larger cities of the west is less than a year ago, but with killing frosts and reasonably cold weather night and morning there ought to be a large increase in the demand. The later the season is in opening the more pronounced will be the activity when it does come and there is fear in some quarters that the western car supply will be inadequate to move all the coal that is ordered late in the fall.

In the northwest demand from dealer trade is improving. If there were no other evidence available, it could be found in connection with the car supply at the head of the lakes. This is reported to be very short at present and dock interests are said to be having difficulty in securing a sufficient number of cars to move the coal on orders placed with them. Such a condition of affairs was predicted six weeks ago in THE BLACK DIAMOND, and while the car shortage in that territory is only in its incipency it is evident it will grow worse instead of better as the season progresses.

Movement of Anthracite Less Than Last Year

In the movement of anthracite lake and rail from the east to the west the tonnage continues to be less than a year ago and the total up to October first for all western dock points will probably show a larger shortage as compared with 1903 than was the case on September first, although the west at that time was considerably short on anthracite receipts at lake points. Movement of anthracite all-rail from the east to the west is better than a fortnight ago. Coal is coming through in reasonably prompt time, requiring a week to two weeks. For several months there have been beaten shipments arriving which have required from a month to six weeks from the collieries to Chicago. This more prompt service in the movement of anthracite is of benefit at this time when the south and southwest are taking in coal for winter requirements.

Shipping companies report that western collections are very backward and that there is no hope of any immediate improvement. Possibly with the marketing of crops, conditions as to money will be better, but this will not occur before the latter part of October or first of November.

In the western bituminous trade smokeless coals from West Virginia hold to a steady level and are not in over-supply. Pocahontas and New River lump and egg seem to be somewhat shorter this week than at any previous time, and shipping agents with offerings of these descriptions quite generally are obtaining \$2.00 f. o. b. the mine or \$4.00@4.05 f. o. b. Chicago on new business. Run of mine in the standard grades is held on the circular basis and there is no complaint of an over-supply. Tonnage is kept well restricted to meet the requirements of the trade and is having a good effect on the situation, very little unsold coal arriving on this market. Tug river thin vein run of mine smokeless is fairly firm and there has been no surplus. Quotable prices are \$2.95@3.05 f. o. b. Chicago.

In West Virginia splint coals there is some talk of an advance today, but at the time of going to press no definite information has been received as to what the advance is likely to be. It will probably depend largely upon the action taken in connection with Hocking coal. If it is advanced splint will also be higher; if it held at present figures there will be no change in splint. The market on this description of coal is showing a steady improvement and while the tonnage is not as large as a year ago, the outlook is very encouraging for a satisfactory fall and winter's business.

Very little Fairmont three-quarter coal is coming to the Chicago market at present, but quotations hold to about the same level as formerly, \$2.80@2.85 f. o. b. Chicago. Some West Virginia four and six inch lump is moving to the west and is held on the basis of \$1.50 f. o. b. the mines. This is used largely for domestic purposes.

Eastern Bituminous Coals are On a Steady Basis.

In Pennsylvania coals, Youghiogheny three-quarter coal is without much change, except that supplies seem to be fairly well cleaned up, and none is being offered at sacrifice prices. This is said to be due to the car situation in the Pittsburgh district which has resulted in a reduction of the all-rail movement westward. Some four and five inch western Pennsylvania coal has been offered during the week for domestic purposes at \$1.50 f. o. b. the mine or \$3.40 f. o. b. Chicago.

In the Ohio list of coals there has been little change. Jackson Hill holds fairly firm on the basis of \$2.25 f. o. b. the mine for lump or \$3.90 f. o. b. Chicago. Hocking lump is held at \$3.00 on the Chicago f. o. b. basis, with no definite announcement of any advance yet made. The principal producing factors at last accounts had not been able to agree on a new price. If any advance occurs it is not likely to be over fifteen cents per ton or to a basis of \$1.50 f. o. b. the mine.

In western lump coals there is a firmer tendency on the domestic grades, due to an increase of orders from the country, a short supply of cars at the mines due to the congestion at Chicago, and the refusal of many of the operators to take orders at present with the screening market in such shape that this by-product is a source of direct loss amounting to the proportion of it produced. For instance, if forty per cent of the production at any mine is screenings and sixty per cent lump, the forty per cent at present is a source of loss increasing the cost of production of the lump coal, making it much more expensive as a consequence. Some advances will go into effect on October first in these coals produced in the Greene and Sullivan county

fields of Indiana and in the Springfield district of Illinois. The advances will amount to ten to fifteen cents per ton, according to the vein mined, making the price \$1.35@1.60 f. o. b. the mine for the better grades or \$2.10@2.40 f. o. b. Chicago. Carterville lump is showing a firmer tone and domestic descriptions are held fairly close to the circular basis in the movement to the country. In the Chicago trade there is more or less cutting of circular prices, but even in this city prices are firmer than they were. Northern Illinois third vein coal holds to the basis of \$2.50 f. o. b. the mine for chunks and \$2.40 f. o. b. the mine for lump coal.

In the market on run of mine there has been no change. Prices on all descriptions hold to about the same basis as last week, ranging at \$1.50 @1.75 f. o. b. Chicago, according to the field from which it is received. Inch and a quarter lump is held on about the same basis ranging at \$1.75@2.00 on the Chicago f. o. b. basis.

Screenings are in over-supply and the operator who has unsold screenings which he intends shipping to the Chicago market should not do so. They will not only mean a loss to him, but further complications in the matter of car supply, etc., for more salable coal. The market today is the worst that it has been, several hundred cars having been sold during the past week at the cost of the freight or less.

Coke trade is showing some improvement in the demand for high grade foundry coke, with prices very steady on the basis of \$4.25 f. o. b. Chicago for southern and \$4.65 f. o. b. for Connellsville seventy-two hour. Gas-house coke holds firm at \$4.00 f. o. b. Chicago, with Marmet gas coke on the same basis.



The West Virginia Mining Field.

WHEELING, W. VA., Sept. 29.—(*Special Correspondence.*)—In parts of some districts there is beginning to be shown renewed activity and shipments from West Virginia for September will distance any for at least six months and may be the best for the year, so far as gone.

The coke ovens in Preston county, in McDowell and the New River and Fairmont fields are slowly resuming and while there is not a general or a full resumption the number in blast indicates a substantial improvement in the situation.

The Collins Colliery Co. for the first time in twelve years closed down its plant at Glen Jean, Fayette county, out of respect to the late Thomas G. McKell, whose home was at Chillicothe, Ohio, but whose holdings of New River coal made him the most extensive individual operator in that field.

Collins Mines Closed for First Time in Twelve Years.

The Collins mines are operated by Justus Collins, who enjoyed the honor of running his mines through all the bitter strikes, an honor shared by no other mine in the district. Mr. McKell's mining interests will be looked after by one of his two sons who has been in active charge in late years.

Every now and then a new coal company is organized in Wheeling to develop lands in the Panhandle counties and although there is much trumpeting about active operations to follow soon nothing more seems to follow. The latest is the Center Coal Co., composed of Wheeling and Uniontown, Pa., men, and they have acquired a tract in Ohio and Marshall counties, on the edge of the Wheeling industrial district. George Crow, Uniontown, is president, and A. L. Hooten, of Moundsville, is secretary and treasurer. It is said that mining will begin in the near future on a tract of 3,000 acres.

The Douglas-Raugh Coal & Coke Co. has acquired the holdings of the Phoenix Co. in Harrison county, near Clarksburg. Main offices will be in Clarksburg and the general sales office will be in Pittsburg. R. P. Douglas, of Pittsburg, will be general manager. John L. Boswell, of Baltimore, is secretary. Additional equipment will be installed and steps are being taken to acquire also the Moatsville Coal & Coke Co.'s property nearby. Good workable veins underlie all the land.

The Tait Coal Co., near Morgantown, has begun river shipping up the Monongahela to Pittsburg. The mine is comparatively a small one, and its output was formerly sold locally. The slackwater facilities give promise of greatly increasing the mine's business and also that of the other mines that have been opened up in a virtually new region.



The St. Louis Coal Market.

ST. LOUIS, Mo., Sept. 29.—(*Special Correspondence.*)—The same general conditions are existing in the St. Louis coal market, that have prevailed for some time. Business, the past week, though, has been quiet owing to the intense heat. That has stopped most of the domestic trade, although some buying is being done. The fact that this week is the last in the month, has something to do with the falling off in domestic trade, as users of coal who can get along without placing orders prefer to wait and order after the first of the month, so that their bills will not come in until November first.

Prices remain the same as they have been, and coal is quoted on the East Side in carload lots as follows: mine run \$1.10@1.15; shaker screen at \$1.30@1.35, and high grade coal at \$1.90@2.25. Yard prices remain the same as they have been for the past few weeks. Anthracite coal prices will be advanced ten cents per ton on October first, making the price \$8.25 and \$8.50.

Coal is arriving in large quantities on the east side and the Terminal association is getting it over without any delay, although some little difficulty is experienced at times because of the passenger traffic caused by the heavy travel to the world's fair. The transportation facilities furnished by the Terminal association are much better than they were last year at this time.

Operators and Engineers to Meet October Sixth.

The executive committee of the Illinois Coal Operators' association and the executive committee of the Hoisting Engineer's association will prob-

ably hold their joint meeting on October sixth in the city hall at East St. Louis, although it is not yet positively decided on as the place of meeting. Arrangements will be made to have the meeting on this side of the river if possible. The object of the meeting is to agree on a wage scale for one year beginning with November first, the old scale ending at that time.

The Illinois state mine inspector, John Dunlap, peremptorily ordered the closing of Harmony mine at Ogle's Station near Belleville, Ill., a couple of days ago.

The closing of the mine was ordered because of a fire which has been burning for the last year, and which it has been found impossible to check. A large sum of money was offered by the owners of the mine to anyone who would extinguish the fire, and several efforts were made, but to no effect. For the last few months the mine has been worked, the miners working away from that part of the mine which was on fire, while constant efforts were made to smother the blaze. Inspector Dunlap after an investigation, decided that the danger in working the mine while the fire was not extinguished was too great and ordered it closed. The mine is the property of the Lenz Coal & Mining Co., of which John Maule is president. It is on the land of A. B. Ogle, the coal privilege of which is leased from him. There are still twenty-two acres of coal which have not been worked and the net loss to the owners of the mine and the ground by the closing of the mine is estimated at \$10,000.

Miners and mine operators in Randolph and Macon counties, Mo., held a conference last Friday and Saturday, the meeting being called to take up the question of bottom brushing in rooms, which had been referred to them by the Kansas City convention. The result has not yet been made public.

Advices from Trenton, Mo., received here Wednesday, state that on account of what the management declares to be unreasonable treatment on the part of the United Mine Workers, the Grundy County Coal Co. shut down its mine Tuesday, and announced that it would do no more business. The company has been operating there for seventeen years, and has hired from 100 to 250 men. M. A. Low, of Topeka, the Rock Island vice-president and general attorney, was a large stockholder, and the company has always sold a large amount of its output to the railroad.

Articles of incorporation of the Exploration Co. of Belleville, Ill., were filed at that place Tuesday, with a capital stock of \$15,000. The incorporators are: William Eckhardt, Jr., A. B. Daab, John F. Hubbard, A. H. Baer, Fred W. Kraft, Max Eckhardt and Herman C. Liese. The object of the company is to exploit mines.

Consumption of Coal Heavy at the Exposition.

Frank J. Bergs, of the recently incorporated Berry-Bergs Coal Co., in speaking of the coal situation, said: "We have been very busy since we incorporated. Our wholesale and retail business have both been very heavy. We furnish eighty per cent of the coal that goes to the World's Fair grounds. We sell to such plants as the Tyrolean Alps, the refrigeration plant, the Ferris wheel and also all the coal used at the Inside Inn, etc. Then we supply a great deal to the Louisiana Purchase exposition itself. This keeps us busy and our teams are working day and night, and on Sunday as well.

"Domestic trade is good in spite of the hot weather, but it is not as good as it would be were the weather cooler. People are commencing to lay in their winter supply of coal, although toward the last of every month there is always a drop in demand.

"Arkansas coal is coming in slowly on account of a strike that has been on at the mines in that district, but which was settled last Sunday. Better shipments can be looked for hereafter. The coke trade has improved. Anthracite coal is coming in freely."



Kansas City and Missouri River Trade.

KANSAS CITY, Mo., Sept. 29.—(*Special Correspondence.*)—Summer prices on coal still prevail in Kansas City, and although the dealers are doing a comparatively small business and making little profit, it is probable that there will be an advance in wholesale and retail quotations next week. The trade took a big slump this week, due to the unexpected advent of hot weather and the large supply of bituminous and semi-anthracite coal in the market. It is proposed next week to advance some kinds of bituminous coal twenty-five cents and semi-anthracite fifty cents a ton. This is the first season in years that summer prices were continued after September first.

Operators and dealers are not so confident now as they were a short time ago about good trade prospects for the fall and winter. They say the demand is lighter now than it has been at the corresponding season for many years. And then too, in the fact of a dull market they are confronted by the necessity of raising prices, a course which is not usually calculated to stimulate the demand. Prices are from twenty-five to fifty cents a ton lower than they were a year ago. The domestic call, which was lively during a cold snap two weeks ago, has ceased with the temperature running up toward ninety degrees every day. Then, too, the consumption of coal by the railroads probably will be less this year than last and the inquiry from manufacturers is not what was expected. Two other things have also had an effect on the output of the mines in Arkansas and the Indian Territory. Since last winter many southern rice mills and other manufacturing plants have used oil for fuel almost exclusively, and this is true also of many plants in Kansas. Formerly they were large consumers of coal from the southwestern fields.

Causes for Present Depression in Coal Prices.

During the summer the West Virginia mines secured a large per cent of the Mexican orders which in the past had been filled from southwestern coal fields. The Eastern operators obtained a low water freight rate which allowed them to undersell southwestern or northern operators. In this way Arkansas and Indian Territory operators say they have lost orders amounting to 3,000,000 tons annually. As a result of trade conditions many of the mines in Kansas, Arkansas and the Indian Territory are operating only a few days each week. Usually at this season of the year miners are working overtime preparatory to a heavy winter demand. Operators now are looking

for a market for their surplus coal. Most of the country dealers stored their coal during the summer when there was a cut in freight rates. However, conditions may improve very much with the arrival of cold weather. Householders, manufacturers and the railroads must have coal and the demand is certain to be large, even though it does not equal that of other years. Dealers say they do not fear that the railroads will confiscate coal this winter.

The board of canvassers which has been auditing the vote of the recent miners' constitutional election of district No. 14 has completed the canvass of the vote at Pittsburg, Kan. All of the propositions voted on were carried by big majorities. There were about thirty amendments proposed. One of the most important of these provides for a change in the meeting of the executive board from once a month to once a week. The coöperative store proposition will not be canvassed until next month as many of the locals have not yet voted on it.

The Cleveland and Ohio Coal Trade.

CLEVELAND, OHIO, Sept. 29.—(*Special Correspondence.*)—With all the mines in Ohio running except the Wade-Morgan Run mines, the coal trade prospect was never brighter. The Wheeling & Lake Erie is still several thousand cars short and there seems to be no prospect of the railroad's catching up. Notwithstanding the report that the formation of the Massillon Coal Co. would put an end to the fall advances in prices for winter consumption, Cleveland companies are asking the fifty cent increase on orders taken after August first.

The Chamber of Commerce, which voluntarily took up the matter of coal theft from railroads, confesses itself almost incapable of figuring out the remedy. It has been suggested that the chamber memorialize the police court judges, asking that examples be made of a few offenders. The railroads have slightly increased their forces of detectives, but without avail.

According to Patrick McBryde, secretary of the Pittsburg Vein Operators, of Ohio, there has been less trouble since the scale was signed for eastern Ohio than at any time during the last ten years. The Pittsburg Vein Operators will meet George Harrison, chief mine inspector of Ohio, some time next month to discuss the enforcement of regulations concerning the safety of miners. The conference next month will formulate rules as to ventilation, timbering and drainage of mines. W. H. Haskins says the conference will undoubtedly adopt many resolutions safeguarding the miners.

Coal Trade Steady at Peoria.

PEORIA, ILL., Sept. 29.—Both operators and shippers, as well as retail dealers in coal, are of the opinion that the present prices in the local market will continue during the fall and winter months.

The reason for this is because all the mines throughout the bituminous, as well as the anthracite fields, are running without interruption, and all is peace so far as the miners and operators are concerned. True, it is that no considerable amount of coal has been stored away, but the fact that no strikes are likely to occur is a practical assurance that prices will not raise to any considerable amount even should an unusually cold winter ensue.

A retail dealer recently in speaking of the condition, said that both lump and block coal should remain at the present price, \$2.50 a ton.

While prices may go higher elsewhere he said Peoria, with its local mines, is so situated that there is always plenty of coal at hand, often many carloads a day being sacrificed by operators in order that they may have more track room at the mines.

At the present time anthracite sells at \$8.50 and soft coal at \$2.50 a ton. It is hard to determine what the winter may bring forth, but indications are that there will be no raise in prices.

Great Developments in Franklin County, Illinois.

BENTON, ILL., Sept. 29.—There are now seven great coal properties in this county. They are located as follows:

No. 1. Big Muddy Colliery Co., about 1,200 acres lying three miles west of Benton on the Illinois Central, near the center of Browning township.

No. 2. The Benton Coal Co., about 200 acres southwest of Benton, adjoining the corporation. Mine nearly completed. Chicago & Eastern Illinois railroad.

No. 3. Wesford Big Muddy Coal Co., southeast of Benton, near Smothersville; about 1,000 acres. Mine will be opened at once. Illinois Central.

No. 4. The Pennsylvania Big Muddy Coal Co., south of Benton, 4,500 acres. Chicago & Eastern Illinois railroad.

No. 5. Zeigler Coal Co., 7,500 acres. Mine opened and in operation; twelve miles southwest of Benton. Iron Mountain & Southern and Illinois Central.

No. 6. W. S. Forman & Co., west of Zeigler; 2,500 acres in this county. On Iron Mountain & Southern.

No. 7. West Frankfort Coal Co., at West Frankfort, 1,000 acres; mine opened. On Chicago & Eastern Illinois.

John R. Walsh has an option on about 1,200 acres of land lying north and south of Christopher and west of Frankfort. The diamond drills are prospecting the land now, and if the coal shows up right the option will be closed.

All this land lies in Benton, Tyrone, Six Mile, Denning, Frankfort, Browning townships. It takes altogether 30,500 acres or more. There are about 23,040 acres in a township, so that more than one-sixth of the six townships have been taken up by coal companies. There is another mine to be opened south of West Frankfort. On these coal properties there are three mines

which will be in active operation this fall—Zeigler, West Frankfort and Benton. The Big Muddy Colliery Co. has also commenced active operations. The coal in all these six townships is from nine to fifteen feet thick and is of the very finest quality.

In two years time the coal of Franklin county will be going in a steady stream into the great business centers of the west. And this county will be a great industrial center, with thousands of workmen digging in the veins of the earth for the wealth that has been stored there for ages.

Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Sept. 29.—(*Special Correspondence.*)—New signs of returning prosperity were indicated during the week by a series of interesting developments. So great has been the demand for coal-carrying cars that the Pennsylvania railroad has reëngaged its entire force at the Altoona shops and the repair work is being rushed day and night. Shipments to the lakes are heavier than usual at this period and the indications are that the record for the month of September will be broken. All hope to equal the record established in 1903 has been abandoned owing to the many obstacles that have arisen. The car shortage is one of the most serious handicaps and can hardly be overcome. Although inquiries for bituminous coal are on the increase, the prices remain practically the same. Run-of-mine is selling at \$1.00@1.10 per ton. It is announced that the Empire Coal Co. has sold its entire production for the year and was obliged to decline contracts for 200,000 tons of coal from northwestern consumers. The railroads are doing all in their power to furnish the companies with adequate transportation facilities, but are apparently unable to cope with the situation. The Baltimore & Ohio is also short of gondolas and hoppers.

Consolidated Coal Co. May Operate Pittsburg Properties.

It developed today that negotiations are under way for the transfer of the coal properties of the Pittsburg Terminal Railroad & Coal Co. to the Consolidated Coal Co. of St. Louis. This company is a Gould proposition, directly affiliated with the Wabash, and it is claimed that the Wall street sage prefers to operate his new Pittsburg possession rather than lease it to another concern. It is reported that the deal will be consummated before October first, when the West Side Belt line will be taken over by the Wabash-Pittsburg Terminal. Edgar T. Welles, vice-president of the Wabash railroad, is president of the Consolidated Coal Co. It operates about twenty-five mines on the Wabash, Burlington and Chicago & Alton railroads in Illinois, and is one of the extensive coal companies of the west. It has a large tonnage in Illinois, principally on the Wabash.

It is known that the Pittsburg Coal Co. has been negotiating with the Wabash interests for the lease of the mines. A report reached here from New York today to the effect that the Pittsburg Coal Co. had reached an agreement with the railroad, but this is denied in local circles. The Gould interests claimed that direct ownership was preferable. The rail combine now owns the bulk of the coal on the new Wabash-Pittsburg terminal, but has opened no new mines. The present bonded debt of the Pittsburg Terminal and West Side Belt is \$7,000,000. The Wabash assumes this, but it is not known what arrangement will be made in case the Consolidated Co. takes over the coal. It is strongly hinted that a readjustment of the mortgages will be effected.

Interview Concerning Western Market Conditions.

John H. Jones, president of the Pittsburg-Buffalo Co., returned from a three weeks' trip westward the latter part of last week. Mr. Jones gave out an optimistic report of conditions. He said that the outlook throughout Cleveland, Buffalo and Chicago was very promising. An improvement is already noticeable, he declared. The company increased its business in August over the corresponding month in 1903 at Buffalo twenty-two per cent. At Cleveland during the same month a gain of eighteen per cent in trade was recorded. At Chicago about the same amount was transacted. This was caused by the strike in the packing houses. Indications point to an increase in trade this month.

The strike of the miners in the employ of the Clyde Coal Co., river shippers, was satisfactorily adjusted today. Two hundred men resumed operations. Although no official information was divulged, it has been ascertained that the company will employ a check weighman, but the employees will not be compelled to pay dues to the union.

The United States Steel Corporation will attempt to resume operations at its Slippery Rock mines within a short time. A strike has been in progress there since last January. The leader of the miners' local says that if the combine pays fair wages it will not be asked to sign a scale. The union will furnish men if the corporation accepts the proposition. However, it is not expected that the corporation will agree.

Coke Production Is Increasing Rapidly.

Reports from the Connellsville coke region tend to show that the industry continues to grow better. Several hundred more ovens were placed in blast during the week. An official announcement has it that eighty-eight per cent of the ovens of the H. C. Frick Coke Co. are now running to their limit. Two hundred of the new ovens being constructed by the Frick Co. are almost ready to be fired. The remaining 800 will not be finished before the latter part of the year, and possibly not before next spring.

The Ottumwa Box Car Loader Co., within the past few days, closed a contract for three loaders for the J. R. Crowe Coal Mining Co., of Kansas City, Mo. This adds another customer to the rapidly swelling list in the southwestern states. There are over fifty Ottumwa box car loaders represented by the coal operators in that section. This is certainly proof of the efficiency of the Ottumwa box car loader.

Flays The Sunday Creek-Hocking Valley Coal and Railway Combine.

Attorney General Wade Ellis of Ohio Has Filed Amended Complaint in Quo Warranto Proceedings with Purpose of Ousting Coal and Railroad Combination from State. Says Corporations Are Violators of the Law—Asks That Court Nullify Franchise of Company and Sell Property for Stockholders.

Attorney General Wade Ellis of the state of Ohio has filed an amended complaint in the quo warranto proceedings instituted in Franklin county, Ohio, against the Hocking Valley Railroad—Sunday Creek Coal Co. combination, with a view to nullifying the franchise of the several corporations included under this head, selling their property, and after all expenses are paid to turn the proceeds over to the stockholders of the various corporations. It is alleged in the complaint that the Hocking Valley railway, and the affiliated companies, among which are included the Sunday Creek Coal Co., and the Continental Coal Co., are violators of the law and that they have sought to create a monopoly of the Hocking Valley coal field in violation of the law.

The complaint opens by alleging that the Hocking Valley railroad is a combination of the Columbus & Toledo railroad, the Columbus & Hocking Valley railroad, the Ohio & West Virginia railroad, and that the business of said corporation is the transportation of freight and passengers for hire as a common carrier, and that said defendant is disregarding and violating the laws of the state of Ohio, is misusing its corporate authority, franchises and privileges, is assuming franchises and privileges not granted to it, is assuming and exercising rights, privileges and franchises specially inhibited by law, and is refusing to perform its duties as a public carrier (and then follows a list of the alleged specific violations of the law).

Owens Shares In Coal Companies—An Alleged Violation of the Law.

The first allegation of violation of the law consists in the fact that the defendant has acquired and now holds and owns shares of the capital stock of the Buckeye Coal & Railway Co., formed for the purpose of engaging in mining and the construction of such railroads as are now necessary for the transportation of such products to market. It is alleged "that the said defendant and the said Buckeye Coal & Railway Co. are not kindred corporations; and the plaintiff is informed and believes, and therefore represents the fact to be, that said defendant holds and owns more than a majority of the outstanding capital stock and controls and manages the property and business of the said Buckeye Coal & Railway Co."

The second allegation concerns the Sunday Creek Coal Co. in the same way as the allegation pertaining to the Buckeye Coal & Railway Co.

The third allegation alleges the same facts pertaining to The Toledo & Ohio Central Railway Co., and adds further: "That the principal part of the said Toledo & Ohio Central Railway Co. freight traffic is the transportation of bituminous coal in carload shipments from various mines in the coal field located in Athens, Perry and Hocking counties, Ohio, commonly known as the Hocking Valley coal field; that said railroad forms a parallel and competing line with the railroad owned and operated by the said defendant as aforesaid." It is also alleged that the Hocking Valley controls more than a majority of the outstanding capital stock and controls and manages the property of this company.

The fourth allegation pertains to the Kanawha & Michigan Railway Co. in the same manner as to The Toledo & Ohio Central railroad.

The fifth allegation pertains to the Zanesville & Western Railway Co. in the same manner as to the Kanawha & Michigan.

The sixth allegation pertains to the Continental Coal Co., showing that it was organized and incorporated for the purpose of acquiring coal lands and mines in the Hocking Valley field; that the product of these mines is shipped over the various railroads mentioned; that bonds were issued by the Continental Coal Co. and were guaranteed by the defendant and The Toledo & Ohio Central Railway Co. to pay for these coal lands and mines; "that the capital stock of said Continental Coal Co. is held and owned by said defendant; or, if said capital stock is not in the immediate possession and control of said defendant, it has been issued in whole or in part to the defendant's officers, directors and agents, who hold the same in trust for said defendant; and that said defendant and said Continental Coal Co. are not kindred corporations."

The seventh allegation is to the effect that the said railroad company has built "mine tracks and sidings leading to the several coal mines of said favored mine owners, have been connected by said defendants with its line of railroad in such manner that empty cars have been and are furnished and delivered by said defendant over said track connections and mine tracks to the mines of such mine owners, and the defendant has furnished and does furnish empty cars to be loaded with coal at said mines; it has delivered and does deliver cars upon said mine sidings, to be so loaded with coal, and has furnished and does furnish locomotives and facilities for the transportation and delivery of said cars to said mines, and for the removal of same when loaded to and upon the railroad tracks of said defendant; it has transported and does transport said coal when loaded in railroad cars as aforesaid to various points upon the lines of the defendant's railroad, and to other points within and without the state of Ohio, over said defendant's railroad and other railroads reaching such points within and without the state of Ohio; it has furnished and does furnish to such favored mine owners and operators the aforesaid track connections and facilities for the handling of cars at and about said mines, without charge other than the usual rates of freight for the transportation of said coal to the points of destination. That said defendant has refused and now refuses to afford and extend such facilities to the Johnson Coal Mining Co., to the New York Coal Co., and to numerous other persons, firms and corporations unknown to the plaintiff, but well known to the defendant, who, under similar conditions, desire to ship coal from said coal field, and who and each of whom have made repeated requests and demands for such transportation facilities." It

is alleged further that the Johnson Coal Mining Co. has opened a mine of 2,000 tons capacity in Athens and Dover townships, Athens county, Ohio, along and adjoining the defendant's railroad, and although this mining company has offered to prepay all cost of making track connections between its mine and said defendant's railroad, it is alleged "that defendant has failed, neglected and refused and now fails, neglects and refuses to make such connections for the said coal mining company or to permit the same to be made for it or by it, and refuses to furnish said transportation facilities to said coal mining company, although a reasonable time has elapsed since the said demands and requests were made of said defendant; and that the side-tracks, switches and other facilities requested and demanded of said defendant by the said coal mining company are the same kind and character as are furnished by said defendant to other mine owners and operators along its line of railway."

The same allegations are made concerning the efforts of the New York Coal Co. to secure transportation facilities from its mine in Athens county. In addition it is averred that many other persons, firms and corporations, whose names and the locations, descriptions and conditions of whose properties plaintiff has been unable to ascertain, but whose names and the locations, descriptions and conditions of whose properties are well known to the defendant, have, under circumstances and conditions to those surrounding the favored mine owners and operators to whom transportation facilities have been afforded and extended as aforesaid, demanded like transportation facilities, which transportation facilities the defendant has refused and now refuses to afford and extend to them, or to any or either of them." Further on, under this same heading, it is alleged:

"By its refusal to afford and extend the transportation facilities aforesaid to the several coal companies, persons, firms and corporations who have requested and demanded the transportation facilities aforesaid, said defendant has endeavored and is endeavoring to discourage, stifle and prevent competition with the persons, firms and corporations who are now engaged in the business of mining and shipping coal in and from said Hocking Valley coal field and to whom said defendant is furnishing such transportation facilities; and that said defendant has endeavored and is endeavoring to create, perfect and maintain a monopoly of the coal-producing and coal-carrying business in and from the territory known as the Hocking Valley coal field."

Under the eighth allegation it is asserted that transportation facilities have been afforded to the Buckeye Coal & Railway Co., the Sunday Creek Coal Co. and the Continental Coal Co., after which it is alleged: "That in order to discourage and prevent additional competition with the aforesaid, the Buckeye Coal & Railway Co., the Sunday Creek Coal Co. and the Continental Coal Co., said defendant has refused and now refuses to afford and extend such facilities to the Johnson Coal Mining Co., to the New York Coal Co., and to numerous other persons, firms and corporations unknown to the plaintiff, but well known to the defendant, who, under similar conditions, desire to ship coal from said coal field, and who and each of whom have made repeated requests and demands for such transportation facilities."

What the Ouster Proceedings Contemplate.

The ninth allegation asserts that "The Buckeye Coal & Railway Co., The Sunday Creek Coal Co. and The Continental Coal Co. are engaged in the business of mining and shipping coal from the Hocking Valley field, and "that in order to prevent additional competition with said coal companies, said defendant, and said The Toledo & Ohio Central Railway Co., said The Zanesville & Western Railway Co., said The Kanawha & Michigan Railway Co., said The Buckeye Coal & Railway Co., said The Sunday Creek Coal Co., said Continental Coal Co., and the managing officers, directors and agents of all said companies, have agreed among themselves that said four railway companies shall refuse to furnish like transportation facilities to other firms, persons and corporations who may desire to engage in the business of mining and shipping coal in and from said Hocking Valley territory, and, pursuant to their said agreement, said railway companies have refused and now refuse to afford and extend such equal transportation facilities to the Johnson Coal Mining Co., New York Coal Co., etc."

The tenth allegation is especially drastic in calling attention to the alleged shortcomings of the defendant corporation:

"That all and each of the aforesaid wrongful acts by and on the part of said defendant have been committed continuously and with full knowledge on its part of the laws so violated, and with the intent on its part to violate and evade and to continue the violation and evasion of said laws, and to mislead and deceive the state of Ohio and its citizens as to the real character and extent of the unlawful business which said railway company is conducting."

"Wherefore, the plaintiff prays that said defendant may be adjudged to have forfeited its corporate rights, privileges and franchises, that it be ousted from the further exercise of any and all other rights, powers and franchises which it may have or claim to have; that trustees be appointed according to law to dispose of the property and settle the affairs of said corporation, to collect and pay all outstanding debts, and divide among the stockholders the money and other property which may remain after the payment of debts and necessary expenses; and for such other and further relief as the nature of the case may warrant and as the court may deem just and proper."

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, Sept. 29.—(Special Correspondence).—There probably never was a time in the history of the coal business when all the conditions were exactly to the liking or desires of even the largest factors of the trade, but present conditions are as nearly ideal as they ever become in actual practice. It must not be inferred from this that the producers of coal are coining money, and that all they have to do is sit in their offices and fill the orders that are pouring in. On the contrary, it is just as essential as ever that the dealer or shipper get out and hustle for business. There is still enough competition to keep prices from becoming a burden to consumers, and there are enough thorns to make everybody thoroughly appreciate the roses that are obtainable at present. All the mines of the district, or the selling agencies for the mines report business excellent. Prices, with the exception of fine coal are fair to both buyer and seller; the car supply is fair, though not all that could be desired; weather conditions are perfect, and shipments of nearly all kinds of coal are being made with most reasonable promptness. The retail business of the city is experiencing a real boom, and there is probably not a concern in the business which is not enjoying a healthy state of trade and making money. If this is not a satisfactory state of affairs, then the persons who object to it must be regarded with pity and reserved for future fattening and slaughter.

A Scarcity of Cars Will be First Real Difficulty.

From present indications, the first real difficulty in the general trade will come soon in the shape of a scarcity of cars. This condition is now felt with more or less seriousness in nearly all the districts of which this is the center, but it is reasonable to suppose that as the weather turns bad, the railroads will be less able than at present to handle their equipment so as to get the maximum tonnage out of it. The next most serious drawback just now is the continued and apparently increasing surplus of fine coal. Up to this time producers have been able to maintain prices to a comparatively satisfactory degree, but it is not expected that they can do so much longer. Some of the operators have even gone so far as to pile up at the mines, immense quantities of fine coal, with the expectation that it will lie there for many months, rather than place it on an already overstocked and declining market.

Prices have undergone practically no change since last week. There is still a clamor for smokeless coals, and the producers are doing little more than keeping up with their old orders and regular customers, many of the selling agencies absolutely declining to take on any new business whatever until they are better able to fill orders with some degree of promptness. New River and Pocahontas lump are currently quoted at \$2.00 a ton at the mines; egg \$1.75@2.00; mine run \$1.10, and nut and slack seventy-five cents.

Kanawha splint lump is worth \$1.40@1.50 a ton at the mines, and nut and slack 50@75c. The demand for Kanawha lump is excellent, but the producers are still able to make quick deliveries, and the entire district is in the most satisfactory condition.

The principal factors in the Thacker field report that all their mines are running up to their full capacity except where curtailed by an insufficient supply of cars. This week is the first that any complaint has been made against the car service of the Norfolk & Western railroad. Thacker lump is quoted at \$1.40@1.50, and nut and slack seventy-five cents.

Fairmont Coal Said to be in Active Demand.

The largest agents of the Fairmont district here say that the mines are very busy, and that with the exception of an occasional car shortage, the district is doing very well. Luhrig (Ohio) lump is worth \$1.40@1.50, and Kentucky and Tennessee lump \$1.35@1.50 at the mines.

The car supply for the past few days in the New River district has been considerably improved over last week's allowances.

As noted in the foregoing, the retail business of the city is all that could be desired at this time. Everybody is busy, and with the exception of the exclusive dealers in smokeless coals, all the dealers have ample stock to draw upon and are making prompt deliveries to their customers. Prices are unchanged, and are likely to remain as they are for some time. Pittsburgh, Kanawha, Thacker and Fairmont lump are selling for \$3.00 a ton delivered to the sidewalk of downtown customers; Luhrig and Kentucky \$2.75, and anthracite \$7.50. Gas coke is worth nine and ten cents a bushel, and is enjoying its full share of the prosperity of other fuels. Nut and slack is sold at a wide range of prices on account of the many qualities offered for sale, and is worth from \$1.60@1.90 for bituminous and \$2.00 for smokeless.

There is nothing new in coke in this market. Furnace is freely offered at \$1.75 a ton at the ovens, and foundry \$2.00 and slightly above, for standard grades. Although there are more and more ovens being put into use, the general market is about the same as it has been for two months.

Car Shortage Thus Far Has Proved of Benefit.

The car shortage on some of the railroads entering Cincinnati is proving a blessing to a number of river elevators of coal. As it is always easier to get cars for short hauls than for long ones, the local elevator people are enjoying an excellent trade just now in the territory around Cincinnati that can be reached by a local freight rate against a through rate from the mines. The local people are loading and shipping a large tonnage every day, and are getting the mine price plus the full through freight rate for all the coal they are loading. The stock of coal in the river, therefore, is being drawn upon at a lively rate, and if the present conditions continue, with the excellent retail trade the local dealers are enjoying, the price of river coal will soon be boosted. Indeed, the Pittsburgh combine has already advanced the price of fourth pool Pittsburgh lump to seven and one-half cents a bushel. There is not much Kanawha coal on the market, and it is held firmly at eight cents a bushel afloat in barges. Nut and slack is worth four and one-half cents and five cents afloat. The river is now down to a minimum stage, and will likely remain low for some time.

The Chesapeake & Ohio railroad and The Cincinnati & Electric Co. are jointly building a steel trestle and a set of great coal bins on the gas company's property west of the railroad's terminals. For a long time it has been the desire of the gas company to be able to use either rail or river coal at its west end works, and at the same time the Chesapeake & Ohio railroad has been equally desirous of getting the tonnage of the gas company's business. The improvement now in course of construction will cost about \$60,000, and will be completed by the first of the year. The Kanawha Fuel Co. has sold the gas company one million tons of rail coal which will be delivered through the hoppers now being built. The Kanawha Coal & Coke Co. last spring sold the Cincinnati Gas & Electric Co. over one million tons of coal to be delivered by river, and nearly one hundred thousand tons of it has already been delivered. It is supposed to be the intention of the gas company to take almost all rail coal at the west end works hereafter, and take river coal only at the east end works. With the contracts already made, the gas company will be almost out of the coal market during the next five years.

Colonel Lydecker, United States engineer in charge of the improvements of the Ohio river, will, this week, open bids for the construction of a lock and dam a short distance below Cincinnati that will give this city a perfect harbor during the low stages of the river, and greatly facilitate the handling of river coal during the low water season. The dam will be of the movable type, such as is already in use on the upper end of the Ohio, and on the Kanawha river, and it is estimated it will cost a little less than \$1,000,000. It will take several years to build the structure.

Cincinnati News Notes and Personals.

C. J. Milton, manager of the Cincinnati branch of the Smokeless Fuel Co., is just back from a trip east.

A. B. Morris, of B. A. Bole & Co., Columbus, Ohio, was a business visitor Tuesday.

E. C. Mahan, general manager of the Southern Coal & Coke Co., is here for a few days.

There were only fourteen mines in the New River district without cars on Monday, against thirty-seven without cars a week before.

The receipts of rail coal at Cincinnati for the week ending September twenty-fourth were 1,462 cars; the shipments were 1,013 cars.

Peter R. Budd, of the A. R. Budd Coal Co., Pittsburg, is in the city for a few days renewing acquaintances and incidentally taking in the Oakley races.

Fred Hartweg, formerly president of the Huntington & St. Louis Towboat Co., and who is supposed to be a stockholder in the Collins and Hartweg Co., returned Monday from the St. Louis exposition.

Sol P. Kincon, formerly one of the most extensive coal dealers in the city, is back from New York, where he went in the interest of his telephone business.

M. T. Roach, general manager of the Kanawha Fuel Co., with headquarters at Charleston, W. Va., was here this week on his way home from the World's Fair at St. Louis.

W. J. Magee, manager of the Kanawha Fuel Co., came in Monday from a trip through his territory, and reports business quite good. Mr. Magee is one of the most affable and pleasant big men in the business.

William Sweeny, manager for Percy Heilner & Son, gave out the information Tuesday that he has just made a contract with the National Cash Register Co., of Dayton, O., for 10,000 tons of Red Jacket nut and slack or stoker coal.

G. S. Calder, manager of the Cincinnati Coal Co., is interested greatly in the subject of briquettes, owning a patent binder for the manufacture of this form of fuel, and he will soon organize a company to make and market briquettes from New River, Pocahontas and other slack.

Charles A. Chambers, formerly general sales agent of the Luhrig Coal Co., but now assistant to E. M. Mancourt, general western agent of the Fairmont Coal Co., and kindred organizations, with headquarters at Detroit, was here for a few days during the week. He reports business excellent.

Val P. Collins, head and front of the Collins & Hartweg Co., which does an immense business in Kanawha river coal, is just back from his vacation which was spent at the seaside. He says his company has a large amount of coal loaded ready for shipment from the Kanawha as soon as there is enough water in the Ohio.

Robert Ballard, formerly a well known coal man, was found dead in a bath tub in the Hotel Ruffner, Charleston, W. Va., last Saturday. Mr. Ballard had been in bad health for a number of years, and had practically retired from the coal business. At one time he handled the greater part of all the coal that came out of the Kanawha river. His home was in Cincinnati.

George W. Theis, vice-president of the Monongahela River Consolidated Coal & Coke Co., of Pittsburg, was here on Monday and went to Louisville. He said that his company has taken no action toward consolidating the business of the concern here, as outlined some time ago. The Monongahela Co. has six coal elevators and they are run by three subsidiary companies as separate concerns.

The strike of the miners in Kentucky and Tennessee has not as yet had any bad effect upon this market, where a great deal of the fine coal of the district finds a market. On account of the great abundance of nut and slack of all kinds on the general market just now the Kentucky and Tennessee concerns here have no trouble in filling their contracts. It is said there will be another joint meeting of the operators and representatives of the miners at Knoxville, Tenn., on the thirtieth.

Western General and Personal Notes.

George B. Butler has been appointed traveling sales agent for Hite & Rafetto, Fisher building, with territory in the northwest.

J. A. Richardson, traffic manager for the Jones & Adams Co., Ellsworth building, Chicago, has returned from an eastern business and pleasure trip of ten days' duration.

William Ijams, president of the Lattas Creek Coal Co., Terre Haute, Ind., was in Chicago the latter part of last week and the early part of the present week on a business trip.

E. M. Platt, western sales agent of the Lehigh Valley Coal Co., Western Union building, Chicago, returned this week with his family from Manitowoc, Wis., where they have been spending the summer.

F. E. Lukens, secretary of the Illinois and Wisconsin Retail Coal Dealers' Association, Monadnock building, Chicago, spent several days the early part of the week on a fishing and hunting trip in the vicinity of Gassopolis, Mich.

George Merryweather, general western agent of Coxé Bros. & Co., Inc., the Rookery, Chicago, accompanied by Mrs. Merryweather, left the early part of the week for St. Louis, where they will attend the Louisiana Purchase Exposition.

B. B. Boecker, the well known coal dealer at Naperville, Ill., was in Chicago this week on a business trip. Mr. Boecker is bemoaning the loss of a valuable family horse, which died recently after every effort had been made to save it.

C. B. Ebbert, vice-president and general manager of the E. E. Pattison Coal Co., Manhattan building, Chicago, returned the early part of the week from St. Louis, where he accompanied Mrs. Ebbert on a trip to the Louisiana Purchase Exposition.

It is reported from Mason City, Iowa, that Collins & Sullivan, who have been engaged in the retail coal trade for the past fifteen years, are about to dissolve partnership. They have been a very successful firm. The details of the dissolution have not yet been announced.

The Chicago-La Salle Coal Co., ninth floor of the Plymouth building, Chicago, announces this week that it has discontinued business. The company passed into the hands of a receiver last spring and arrangements were then made with the creditors to continue the business by W. G. Carmichael.

The Lincoln & Springfield Coal Co. has opened offices at suite 602 Fisher building. This company is owned and controlled by the Capital Coal Co., of Springfield, the Latham Coal Co. and Citizens' Coal Co., of Lincoln, Ill. Mr. Winn O'Rourke has been appointed sales manager. These mines have a total tonnage of 3,500 tons daily and the entire output will be sold through the Chicago office.

A report comes from Duluth, Minn., that a freight car famine is imminent in that region this fall, as coal shipments have been so light that when the rush comes in the coal business the cars needed for its transportation will be in use for western grain shipments. Even now there is some shortage of cars. The fact that shipments of grain this fall will be larger than was anticipated makes the situation more serious.

The American Car & Foundry Co., Indianapolis, Ind., has just closed a contract with the Cincinnati, Hamilton & Dayton railroad for 2,500 box cars and 1,500 coal cars, which are to be of 80,000 pounds capacity, and will be built at the St. Louis plant of this company. Delivery, it is said, will be begun within sixty days and after that date will be continued without interruption until the cars have all been delivered.

B. G. Cope, of the Cyclone Drilling Co., Orville, Ohio, stopped over in Chicago a day the early part of the week on his way, with his family, to the St. Louis exposition. Mr. Cope reports that business during the month of September was fine, there being much exploration work under way in Kentucky, Indian Territory and the southwest. He believes the outlook for a successful business the latter part of the year is very encouraging.

Donald A. Sage, of Sage & Co., Ellsworth building, Chicago, was able to be at his desk again the early part of the present week after an illness extending over a period of nearly a week. Mr. Sage has been in poor health part of the summer, but has been attending to business until recently, when he was obliged to give up. He expects improved health from now on and is in much better physical condition than he was prior to his recent illness.

G. H. Conn, sales agent of the bituminous department of Coxé Bros. & Co., Inc., the Rookery; J. S. Pierronet, general sales agent of the Marion District Coal Co., and Harry M. Molineaux, of the Peabody Coal Co., will leave the early part of the week on a trip of inspection to the Springfield mine of the Peabody Coal Co. and the operations of the Marion District Coal Co. at Marion, Ill. They will be absent from the city about a week.

The county commissioners of Cook county have again failed to take any action on the coal bids for county institutions and are investigating the reliability of several new companies, whose bids were submitted. The delay on the bids is saving money to the county, as coal is being purchased in the open market at very low figures. A contract for the installation of stokers at the Dunning institutions was let to Schneek & Stratton at \$4,150.

G. M. Prince, sales agent for the General Wilmington Coal Co., with headquarters at Mason City, Iowa, was in Chicago this week for several days. Mr. Prince reports that business in Iowa is increasing, but that the dealer trade is being drummed to death by traveling sales agents. During the week, while in the office of one company in Minneapolis, four sales agents presented their cards in the brief time that he was engaged in con-

ference with a buyer and in Iowa there are about five salesmen to every dealer.

Walter Peterson, formerly manager for the Winifrede Coal Co. for a number of years and well known in the Chicago and western trade, was in Chicago this week for several days renewing old acquaintances and as a guest of Sidney P. Hostler, of the Hostler Coal & Coke Co., Ellsworth building. Mr. Peterson is now in the office of Morris Williams, of the Susquehanna Coal Co., Philadelphia, and consequently is an anthracite "baron." He reports that eastern anthracite conditions were quiet when he left Philadelphia.

E. B. Crossley, resident manager of the Philadelphia & Reading Coal & Iron Co., Old Colony building, Chicago, from 1893 to 1898, accompanied by Mrs. Crossley, was in Chicago during the week meeting a number of old friends and renewing former associations. Mr. Crossley is now assistant general freight agent of the Philadelphia & Reading Railway, with offices at Philadelphia. Judging from his physical appearance, the world has used him very kindly since he left Chicago. Mrs. Crossley also appears in the best of health.

It is reported this week that arrangements have been completed by the Chicago Coal Exchange to endow a bed in St. Luke's hospital, 1426 Indiana avenue, Chicago, for the benefit of the coal trade. The endowment will be made in the name of the Chicago Coal Exchange Picnic Fund, and it is hoped by subsequent picnics to make it permanent. George Merryweather, general western agent of Coxé Bros. & Co., Inc., the Rookery, Chicago, is a director in this hospital and it is assured that the interests of the coal men will be well taken care of in every respect.

In the death recently of Joseph Ramsay, at Oskaloosa, Iowa, the coal industry lost a prominent coal factor and a pioneer in the development of many Iowa coal properties. Mr. Ramsay had been prominent for thirty years in the development of coal properties in Iowa and it is to him and his brother George that the credit is due for much of the development work in Mahaska, while the extensions recently made in that field are directly due to his knowledge of the formation of the drifts. Mr. Ramsay had not been engaged in active business for three years, owing to failing health. He lived for a number of years at Des Moines, but removed to Oskaloosa to renew old associations.

Leslie Mullen, general sales agent of the Crescent Coal & Mining Co., Plymouth building, returned the early part of the week from an eastern business trip to the mines represented by this company in the smokeless district of West Virginia. Roanoke, Richmond, New York and other eastern cities. He reports that the principal difficulty in connection with the West Virginia situation is the shortage of cars for western shipments. It keeps the operators hustling to secure enough cars to take care of their orders. Coke ovens are resuming and the general outlook in the industry is encouraging, the only difficulty experienced being to secure sufficient tonnage of screened lump Pocahontas coal to meet the demand, every operator having more orders than he can supply.

Ira E. Stevens, the "machinery man," Old Colony building, Chicago, returned the early part of the week from St. Louis, where with his family he attended the Louisiana Purchase Exposition several days last week. Mr. Stevens attended the annual meeting of the American Society of Mining Engineers, held on Saturday in the mining building at the World's Fair, and reports that there was a very large attendance and the meeting was a very profitable one in every respect. On Saturday evening the St. Louis Engineers' Club entertained the visitors in right royal style at a banquet given in the Missouri building, and on Sunday the Kentucky section furnished the entertainment in true Kentucky manner. There were about 200 of the leading mining engineers of the country in attendance at the meeting, which was very successful in every respect.

Announcement is made this week of the retirement of Edward F. Cooke, vice-president and general manager of the Cooke-Rutledge Coal Co., Ellsworth building, from connection with that company, he having sold his stock to Lyndon M. Rutledge, who is the other principal stockholder. The company will continue in business at its present location, retaining its interest in the Rainbow Coal & Mining Co., a mining corporation in Indiana, in which it is a stockholder. Edward F. Cooke has announced that he will engage in business under his own name as a shipper of coal and coke, with offices in the Ellsworth building. The change in the personnel of this company will be a surprise to many in the coal trade. Mr. Cooke has been identified with the Chicago shipping trade for the past ten years and he has numerous friends who will wish him success in his new venture. He has already secured his offices and expects to start in business Tuesday of next week.

While the statement has frequently been made the past week that the present market on screenings is the worst ever experienced in the Chicago trade, George H. Doan, president of the Burlington Coal & Coke Co., Old Colony building, can recollect when it was just as bad in the past. Something like ten years ago the screenings market reached a low point and it was difficult to give this fine coal away. Finally an operator called upon Mr. Doan and asked him to dispose of his screenings. Mr. Doan at first refused, but later took the matter in hand and made a deal with one of the packing companies for the screenings at 67½ cents a ton f. o. b. Chicago. The freight rate was sixty cents a ton, and Mr. Doan's commission on the transaction was seven and a half cents. The operator realized nothing, but he was glad to dispose of the coal even at this price in order to release cars for the shipment of other coals. It is thus evident that the market now is not much worse, if it is any, than it was a few years back.



THE BLACK DIAMOND IS THE OFFICIAL NEWSPAPER OF THE FOLLOWING ASSOCIATIONS:

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The Indiana Coal Operators' Association

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THE UNION COAL CO.,
Alb. H. Miller, Sec'y-Treas.

Danbury, Conn., Sept. 12.

HERE IS startling news. The Massillon (Ohio) *Independent* says: "The output of anthracite this year will be 58,000,000 tons above the usual record." The *Independent* ought to take a brace on its statistics or discontinue the use of Ohio whisky.

THE JACKSON (Mich.) *Patriot* has broken loose again. It says: "Instead of whining over the prevailing dullness in the anthracite, why don't the big operators reduce the price of coal?" The writer for the *Patriot* ought to secure a position with the comic papers. He is one of the greatest of living humorists, although we do not fancy the character of his humor.

The Ohio Ouster Proceedings.

In another column this week THE BLACK DIAMOND publishes the gist of the complaint made by Attorney General WADE H. ELLIS, of Ohio, in ouster proceedings against the Hocking Valley railroad, and its affiliated corporations among which may be included the Sunday Creek Coal Co., the Continental Coal Co., and the Buckeye Coal & Railway Co. A careful perusal of such portions of the complaint as is reproduced will demonstrate that the American people have lavished too much attention on the Standard Oil Co. and other similar corporations; that if they really desire to rid themselves of an octopus they should direct their attention at these several Ohio corporations and should scrutinize their alleged acts.

Taking the allegations against the Hocking Valley-Sunday Creek Coal Co. combination at their face value we have a state of affairs that borders very closely on anarchy. The allegations convey the idea that these sev-

eral corporations have "knowingly" violated and evaded the laws of the state of Ohio. In other words they have set themselves up as a law unto themselves; their rights are sovereign to the rights and laws of the entire state in which the corporations exist and have their franchises. Reading between the lines it is evident that the attorney general of Ohio regards the attitude of these corporations as vicious and a menace to the rights and liberties of the citizens of the whole state. In fact, the complaint sets forth that the rights of two coal companies have been trampled under foot and infringed upon as if no common law existed.

THE BLACK DIAMOND is not an alarmist. It is not opposed to the capitalization and organization of immense corporations where economies of an industrial nature can be secured, but it is opposed to any corporation, large or small, which is organized and exists for the purpose of infringing upon the common law rights of others; which is an open and willful violator of the laws or which is organized for a vicious purpose and exists not because it conforms to the law, but because so far it has had might on its side instead of right.

Attorney General ELLIS of Ohio in combatting this combination is a true patriot. He should receive the support of every loyal citizen of his state; he should receive the support of every honorable coal man (because coal men do not believe in violating the law) and he should triumph in this action. In the meantime to give him the best possible support in his fight against these corporations and in order that he may win out every effort should be made to arouse public sentiment in his behalf. We do not believe those who are interested in the large corporations of this country will sustain this Ohio corporation, if the complaint lodged against it is true. We do not believe that it ought, or that it will ever prosper, if the charges made can be proved.

Until the trial of this cause is had and the courts of Ohio have rendered their decision on the evidence as presented, it is too early to say what the outcome will be. But on the present showing it looks as if the Hocking Valley railroad and its affiliated companies had written in their record one of the darkest pages in the history of American corporations.

Progress in Securing More Equitable Car Minimums.

Progress is being made by the railroads in granting more equitable minimums, both in the matter of adopting cubic capacity as the marked capacity of coal cars, and also in securing the restenciling of cars after their light weight has been corrected. An encouraging aspect of the propaganda for these reforms is found in a reply received recently by Commissioner B. F. SIPP, of the Coal Shippers' Association of Chicago. A general manager of one of the prominent rail lines in a letter says:

"I agree with you that there is room for great reform in the matter of revising the minimums for various classes of loading, and also in the matter of light weighing cars, and in view of the suggestions, I shall again see if I can accomplish some good results by agitating the subject."

There seems to be a distinct tendency on the part of the rail lines to adopt more equitable minimums, as suggested by Mr. SIPP, based upon the cubic capacity of cars. In the matter of light weighing of cars there exists the utmost necessity for its receiving prompt attention. During the week the writer visited the dock of a leading anthracite shipping company in Chicago and this matter of light weighing cars was brought up. The record of the day's shipments was at hand and revealed that of something like twenty box cars which had been light weighed on a track scale, and weighed again when loaded, there was a difference of from 100 to 3,000 pounds in the stenciled light weight as compared with the actual light weight. This difference was all in favor of the consignee, i. e., the cars weighed less than the stenciled weight. As some of these cars were reweighed on western roads under the new ruling in force there, the carrier was out the difference in freight, and the shipper had a controversy with each of his customers, who put in a claim for shortage as compared with the invoice. A deduction on three cars from one customer amounted to twelve dollars, and the shipper is preparing to put in a claim with the railroad company for this amount and push it vigorously. In that instance the reweighing showed the cars were a ton and a half short, although actually they were full weight. The railroad company will sustain a loss of the freight amounting to \$3.75 in this instance and a loss of \$12.00 if the claim is paid, or a total of \$15.75 on the transportation of these three cars of coal, due to failure to correct the stenciled tare weight.

It is very evident from these facts that it is to the interest of the rail lines to light weigh and restencil their cars frequently. In this connection it is refreshing to note that the traffic department of one of the very largest rail lines is going to send all its cars to the first stenciling point whenever any difference is found between the marked tare and the actual tare weight. The minimums on cars used in the transportation of washed coal have been found to be out of line and this is a matter on which Mr. SIPP is also working at present and in which it is believed he will meet with success.

Railway Official Commends Shipper's Associations.

Recently Leroy Trice, vice-president and general manager of the International & Great Northern Railway, a part of the Gould lines, delivered an address before the Texas Fruit and Truck Growers convention at Jacksonville, Fla., which is interesting as disclosing the real attitude that should emanate from officials toward shippers' associations formed for good purposes of coöperation, and which are conducted on broad, fair lines. He said in part:

"The interests of the farmer and the railroad are identical and they should be in full sympathy with each other. The farmer and the railroad have done, and are doing, more for the support and welfare of the country and for society and civilization than any other class. In some respects they are the least appreciated and the most abused by all the other classes. We are for the farmer at all times, and he has our entire sympathy. The railroad can not injure him without injuring ourselves.

"Wherever the farmer and the railroad man understand each other, and are acquainted with each other, they are friends. The trouble is, the duties of railroad men necessarily require nearly every minute of their time in protecting the interests of their companies and serving the interests of the public, making it impossible for them to mix with the farmers and be acquainted with them and be understood by them as they would like to be.

"This is unfortunate and to be regretted. The farmer and the railroad people, especially in Texas at this particular time, should stand together hand in hand and shoulder to shoulder, and help one another, for, with the boll weevil which is here in the state to be fed by the farmer, and the personal industrial bureau which is here fattened by the railroads, the farmer and the railroads are up against a hard proposition.

"This meeting has been called for the purpose of organizing the truck and vegetable growers of the state for the purpose of more intelligently marketing their products, and the time has come when every intelligent truck and vegetable grower must realize that it is absolutely necessary for him to form such an organization as to enable him to get the best results. While you have done fairly well in marketing your fruits and vegetables up to this time, you might have done better with a comprehensive organization; and the business has grown to such an extent that it will be dangerous to attempt to longer depend on marketing your crops of fruit and vegetables as you have been doing heretofore without great danger of demoralization and heavy loss.

Change Has Occurred Making an Organization Necessary.

"The change, making it necessary for organization and for your crops to be handled by one head, has been brought about by increased production. It has only been about eight years since this class of business commenced to move from Texas in carload lots, only small shipments prior to that time going out of the state by express, and no heavy movements until five years ago, and it has increased steadily every year for the past five years from an insignificantly small number of cars until this year the state of Texas has shipped to northern, eastern and northeastern markets 7000 car loads of fruits and vegetables, valued at \$3,500,000, and that amount will be more than doubled in the next few years; and it is essential that the handling and marketing of this amount be done by one authority and very intelligently, or the markets will be glutted and prices will be demoralized, resulting in heavy losses to the growers, which should not occur and would not occur under a perfect and sound organization. If different communi-

ties and different sections of the state producing this class of goods are going to act independent of each other, buyers are going to take advantage of it, working one community and one section against the other, as it is human nature for a man to buy anything as cheap as he can get it; and some men do not hesitate to resort to sharp practices to enable them to do so, and if every different section is quoting prices it will result in some fellow, over-anxious, offering his peaches for seventy-five cents a crate when the market will stand ninety cents, thereby causing demoralization all along the line and endless confusion, which can be avoided by the right kind of organization.

Need a Head to Organization to Negotiate With Transportation Lines.

"An organization taking in all the growers having a head is also necessary in dealing with the transportation companies, in reference to time, rates and everything in connection with transportation of the goods. The railroads will always be found ready to do what is necessary to enable the producers to put their goods on the market at a profit when it is in their power, but it is impossible to deal with hundreds of different people in handling such matters, for this product is perishable and has to be handled in a short period of time, and whatever comes up that is necessary to be done, has to be done quickly or it will be found that it is too late to do anything; and then the transportation companies have to deal with so many different interests, by the time they get through writing letters and telegraphing and agreeing with everybody, this highly perishable product has ripened, rotted and it is too late.

"As this season was ending, ten or fifteen days before it closed, the Cotton Belt Railroad (and I can safely say that the Cotton Belt is your friend as well as the International & Great Northern) and the International & Great Northern road started an investigation to ascertain whether a ten cent emergency reduction in the rate for fifteen or thirty days would help to market the latter part of the crop that could not be marketed at the rates in effect with any profit to the farmer, and by the time we got through with our investigation, having to take the matter up with so many different persons, it was found that it was too late to do anything.

"The head that such an organization as I believe will be proposed, will be of invaluable service, keeping in touch with the markets, with the transportation companies, knowing how the same class of goods is moving from other territories to territories that it is necessary for you to get your products into and keeping familiar with their rates and conditions of service: In other words, keeping fully posted about what your competitor is doing, how he is doing it, and whether he has any advantage that you have not, and if he has got them for you. In other words, know all about your competitors' business. I do not believe in the fellow who wants to know about the other fellow's business when it does not concern him, but from a business standpoint, if you do not know what your competitor is doing or what advantages he has, you are going to get left.

"Now it is proposed that the convention elect delegates to go to California to investigate and find out how the 'Orange Growers' association of that state is conducted, as that organization is considered the strongest organization for the handling and marketing of perishable goods in existence, I think it would be a wise move for you to send a committee to California for that purpose, as you can get in this way the benefits of their experience, which has cost them twenty years of hard work and hundreds of thousands of dollars.

Plan a Luncheon Club for the Chicago Coal Trade.

T. J. O'Gara, of O'Gara, King & Co., James McDonald, of the Interstate Coal & Coke Co., and J. K. Dering, prominent factors in the Chicago coal trade, are ascertaining the sentiment concerning a club devoted wholly to the Chicago coal trade. Those to whom the plan has been broached have been unanimously in favor of it, and there is every prospect that such a club will be organized and will become a reality within a short time. Of course, nothing definite has as yet been done, all of the work thus far having been directed to the matter of ascertaining the sentiment concerning the proposition. On this point the Chicago trade seems to be unanimous that a club, well managed and properly conducted, would be of great benefit and that it would accomplish much good.

At present nearly every Chicago coal man of prominence belongs to a different club, and the social intercourse between those in the different branches of the business is limited. Many of the coal men, although they belong to prominent clubs, do not make use of them for the reason that the club rooms are out of the coal district, and it requires too much time to go to them during business hours.

The plan under consideration is to organize a club which will utilize a suite of rooms in some prominent down-town hotel, such as the Grand Pacific, Great Northern, Majestic, or, in fact, any hotel which is convenient to the wholesale coal district. In connection with the suite of rooms which could be obtained, arrangements would be made with the hotel for a private dining room for club members, and private service which would not be too expensive, but at the same time would be exclusive and be confined entirely to the club membership. Memberships in the club will be restricted to the individual and not to the different firms, thus reducing the dues so that each factor in the coal trade could become identified with the organization. If a large company desired to have more than one of its members identified with the club, each could take out a membership. In this way the membership could be made representative and at the same time the expense be distributed so it would not be burdensome.

Cleveland coal men have a club similar to the one planned for Chicago. The rooms are located in the Hollenden hotel; a private dining room with

private service is provided for the club membership, and there is a suite of rooms to be used for leisure hours, with a reading room, a smoking room and all the other comforts of club life.

It is the understanding of those advocating a similar club in Chicago that the expense of the Cleveland Coal Club to the individual members is very light, owing to the fact that the hotel is desirous of furnishing such accommodations at a reasonable price on account of the guests who are attracted to that hotel. In Chicago the advantages to any hotel granting such accommodations would be very much greater. The number of coal operators and those identified with the coal industry from out of town would be much larger. Many of these visitors to Chicago would stop at any hotel in which the Chicago Coal Club was located, owing to the fact they could reach local coal men much easier and due to the prestige which the hotel would soon obtain with the coal trade.

The advantages of such a club in connection with the Chicago coal trade are obvious. At present factors in the trade have no place where they can entertain visitors unless they take them to a club in some other part of the city, and this generally requires too much time, especially if the visitor happens to be in a hurry to transact his business and return home. Another feature at present is the entire absence of social intercourse between factors in the local trade. They meet during business hours for business purposes, but after that there is no intercourse. It is believed that such a club would eliminate local jealousies and result in a general better feeling in all branches of the business; that it would promote acquaintance among those engaged in the same line of business and that it would generally be advantageous.

As the coal men who have thus far taken an interest in the matter generally accomplish what they attempt, it is reasonably sure that such a club will be organized in the near future. The project ought to receive the support of all branches of the trade, and doubtless it will. When a sufficient number have become interested to make the plan a success, undoubtedly a meeting will be held at which plans will be considered more in detail and initial steps will be taken toward putting these plans into practice.

Coal Men Meet to Consider Transportation Conditions.

A largely attended meeting of coal operators, coal shippers and railroad men was held Thursday morning of this week at the Auditorium hotel, Chicago, for the purpose of considering the transportation situation with relation to coal. There were probably 150 coal and railway men present at the meeting, including representatives of the Illinois Central, the Chicago & Alton and the Wabash railroads.

The present situation was gone into very carefully with a view to taking action which will relieve the congestion of loaded coal cars at the Chicago terminals of the leading coal roads. Officials of the Illinois Central made a report at this meeting which indicated that there were something like 4,000 loaded coal cars on track at Chicago from the Indiana and Illinois fields, this company reported that it had on track Thursday morning 2,144 loaded coal cars belonging to that road, and that it had already taken action to prevent further congestion by placing an embargo against all coal consigned to Chicago except screened lump coal.

At this meeting the question of securing the coöperation of the railroads in relieving the fine coal situation by inducing them to use run-of-mine for fueling purposes instead of lump coal was taken up and was vigorously debated. The railroad officials present expressed opposition to the plan on economic grounds and several officials of various rail lines expressed themselves as decidedly unfavorable to it.

Various Plans Proposed to End Congestion.

Various remedies for the present condition of affairs were proposed during the meeting, but no definite action was taken. A committee was appointed, however, consisting of representatives of the Illinois Central, the Chicago & Alton and the Wabash railroads, the operators along each of these roads and the Chicago coal shippers or jobbers to take up the matter more in detail and report on some practical plan of coöperation which will eliminate the present demoralizing situation and do away with the serious congestion of fine coals. This committee held its initial session on Friday when it began the consideration of all phases of the situation. It is probable, however, that no action will be taken for several days, as it is the intention of the members of the committee to move slowly, but at the same time adopt plans which will make a repetition of the present condition impossible. At the conclusion of the meeting the spirit of coöperation prevailed among all the factors interested and it is not the intention that any branch of the coal trade shall be made to suffer any hardship.

The present congestion is probably the worst ever encountered in Chicago at this time of the year. Fine coal which has been a drug on this market ever since the commencement of the strike in the packing-house district has been sold during the past week for less than the freight in several instances. Buyers have been few and far between, owing to the general depression in industrial lines, while the supply has been enormous. This congestion of loaded cars of fine coal has tied up the equipment of the rail lines in Chicago and has a tendency now to create a shortage in the supply of lump coal wanted on current orders, there being an insufficient supply of cars available at the mines. And when cars are obtained and reach Chicago there is difficulty in switching and moving them to consignees on account of the congestion which fills all the switch tracks in most of the terminal yards.

The question of what to do with fine coal was discussed during the meeting at great length and the common opinion was that it should be dumped at the mines until there was a market for it. It was proposed in some quarters that fine coal on track which could not be sold should also be dumped in Chicago, but difficulty has been experienced in finding a place to unload such a great quantity.

As a result of the meeting, one fact stands forth prominently, and that is, that no more fine coal should be shipped to Chicago at present unless accompanied by final disposition, which, of course, means that it should be sold before it leaves the mine.

Coal Operators Meet to Consider Transportation.

Coal operators along the Chicago & Eastern Illinois railroad met in Chicago last Saturday for the purpose of considering transportation conditions. The meeting was a lengthy one at which a number of addresses were made concerning the situation and several plans were proposed. The whole matter, however, was left to a committee of five operators and to D. R. Patterson, coal operators' agent of the Chicago & Eastern Illinois railroad. Contrary to the rumors which have prevailed since the meeting no action of any kind has been taken, and probably it will be some time before there is definite action. For the present the conditions remain the same as formerly. THE BLACK DIAMOND has assurances that when action is agreed upon it will be fair to the coal operators, coal shippers, retailers and consumers, and that no branch of the industry will be made to suffer any greater hardships than any other branch, the main object being to benefit the coal trade as a whole.

The annual report of the Lehigh Valley railroad, including also the Lehigh Valley Coal Co., which was made public last week shows a good year and a considerable increase in net earnings. The total gross earnings amounted to \$29,881,738.21, and net earnings to \$11,011,436.97, which is an increase of \$3,104,490 over those of last year. The rates of expenses to earnings was 63.15 per cent, being a decrease as compared with the last fiscal year of 8.06 per cent. Coal and coke tonnage transported by the company during the year, not including supply coal, amounted to 11,694,151 tons, an increase of 2,269,933 tons or 24.09 per cent over the year previous. The number of tons moved one mile amounted to 1,765,612,493, an increase of 104,808,335, or 29.75 per cent. The sum of \$12,835,076.24 was derived from the transportation of coal and coke, being an increase of \$2,370,311.84, or 27.02 per cent. The coal tonnage of the company represented 53.38 per cent of the total tonnage hauled during the year as against 47.31 per cent for the previous year, being an increase of 6.07 per cent. The total production

of anthracite from the lands owned and controlled by the Lehigh Valley Coal Co., and the minor companies in which it and the Lehigh Valley railroad are interested through ownership of stock, was 7,511,957.10 tons for the fiscal year ended June thirtieth, 1904, as against 5,936,016.12 tons for the previous year, an increase of 1,575,940.18 tons, or 26.55 per cent. The net income from the Lehigh Valley Coal Co. and affiliated coal companies was \$856,437.05 as against \$895,918.46 for 1903, making the total net income \$5,111,997.45 as against \$2,007,507.55 in 1903. The coal earnings of the road jumped from \$10,104,764 to \$12,835,076.

Expansion of the Roberts & Schaefer Co.

The Roberts & Schaefer Co., 1275 Old Colony building, Chicago, makes the announcement this week that it has merged with this company the business, good will and factory of the Stewart Washer Co., of Birmingham, Ala. The business will be conducted under the corporate name of Roberts & Schaefer Co., with principal office at Chicago as at present and a branch office in Birmingham, Ala., in the First National Bank building. The Stewart Washer Co. has a well established business in manufacturing the equipment for and installing modern coal washery plants, having been in the field for some time.

The Roberts & Schaefer Co. has made substantial progress as contracting engineers for coal mining plants and coal washeries and has gained a well established business during the short time since the company was established. The merger of these two companies will undoubtedly be of great benefit to the Roberts & Schaefer Co., and will put this company in a stronger position than ever to promptly take care of large contracts on advantageous terms to its clientele of customers.

Minonk Mine is Again Producing Coal.

W. G. Sutton, operator of the Minonk mine at Minonk, Ill., was in Chicago this week and reports that he has now completed improvements at the new shaft at that point and is producing about 150 tons of lump coal daily. The Minonk mine is one of the oldest in the state, but the old shaft has been completely abandoned and coal is being brought out through the new shaft, which was sunk several years ago and which reaches the No. 1 or third vein coal at a depth of 550 feet. This shaft has not been worked for the past four years and when Mr. Sutton took hold of it it was in very bad condition. He has invested about \$50,000 in the property and will have a modern mine, and a modern tippie has already been completed. It is his intention to install an electric haulage plant and all other modern machinery which will result in the production of coal with the best possible preparation. It is intended to increase the output of the mine to 1,000 tons daily, and by January first it is expected it will be producing 500 tons daily. The coal is of good quality and a large part of it will be shipped into the northwest and Chicago market. Wyman Bros., Old Colony building, Chicago, have been appointed sales agents for the mine and will handle the output.

Prevailing Wagon Prices at Chicago.

	Dealers' Wagons. Per ton.
Grate	\$6.50
Stove	6.75
Chestnut	6.75
Egg	6.75

BITUMINOUS.

ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg	3.50
Carterville stove, washed No. 1	3.75
Carterville nut, washed No. 2	3.75
Westville-Danville domestic lump	3.00
Danville lump	3.00
Staunton lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.	
Brazil Block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.25
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00

OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00

PENNSYLVANIA COALS.	
Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

WEST VIRGINIA COALS.	
Black Band	\$4.75
COKE—	
Gas-House	\$5.00

Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND.
NEW YORK, Sept. 29.

There are no marked indications as yet of any improvement in the anthracite trade from the dullness that has prevailed for several weeks past, and any appreciable revival must come entirely from more favorable weather conditions. It was hoped that the slightly increased orders of a week or ten days ago, due to the cooler nights, would continue long enough to carry the trade over to the usual fall demand, when more active conditions would prevail, but with the mercury up in the eighties, buyers are seemingly not inclined to increase their stocks at present and business is very flat and uninteresting. Orders coming in are in spurts, and are mostly for small amounts. In many cases these shipments are influenced by extremely low water freights, or are for available full cargoes of certain sizes that were not obtainable earlier in the season, or orders have been placed at the personal solicitation of the shipper rather than for actual needs. This makes the aggregate tonnage about sufficient to prevent any undue pressure from sales agents. The steam sizes are plentiful and with the harder varieties are accumulating. The free burning coals are moving off a little more freely, however, and the continued curtailment at the mines is helping the situation materially. There has been a good deal of discussion in the press recently as to the cost of these coals compared with lower-priced bituminous coal, the latter creating in its greater use in the larger cities a nuisance due to the emission of smoke.

Consumption of Bituminous Coal Not Increasing in Large Cities.

It is not thought, however, that New York and other large cities are using more soft coal than usual at certain periods, when smoke laws, for political reasons, are not enforced, and that the annual consumption will show but little change.

The need of a better and more staple restriction of the market on bituminous is generally conceded as necessary, and there should also be larger facilities to carry the surplus stock over the dull seasons. Most of the producing interests are now working to bring this about. The most active of the consuming territories in the production of orders is the line trade which is seemingly very sensitive to weather conditions and reflects quickly any change in temperature by an increased or decreased demand for shipments. Enough business has been coming from this source for a week or two past to relieve shippers of the more urgent accumulations of coal as it arrives. In the east there is but little demand for shipments via water at this time, though an occasional cargo is put in where low ocean freights are an inducement, especially to sound points, where rates are down to twenty-five cents per ton. The all-rail demand in New England keeps up fairly well considering the season of the year. Local and city trade is quiet, present needs being small and dealers not caring to order more coal until their stocks are diminished.

Improvement Noted in the Bituminous Trade.

The Atlantic seaboard soft coal trade shows an improved condition. There are reports of an increased tonnage being received in a number of the consuming districts. Consumers are certainly showing more of a disposition to put in their winter's supply of coal in increasing amounts. A considerable tonnage is also coming forward on old contracts and this will continue to increase as cold weather approaches. Trade in the far east is fairly active, and most shippers are still receiving orders from the ice-making ports to fill the holes made in their coal piles by current consumption. It is understood that some orders in this class of trade are also induced by the enterprise of vessel captains seeking cargoes to that territory, owing to the prevailing good return freights which are offering. Some accumulation of coal is reported at several of the discharging ports in the east, and consumers who are affected by it are inclined to cut down shipments with a view to avoiding possible demurrage charges upon vessels so delayed to help the situation generally.

Trade Along the Sound Shows an Improvement.

Along the sound trade shows a decided improvement and things are getting back to their old basis once more. There has been some complaint about low prices and the competition of all-rail coal, but it is thought it may run along for the present or until the end of the coal year, when dealers will likely insist that tide prices shall be readjusted to meet the present all-rail figures. In New York harbor no new features have developed and trade continues quiet. Prices are also unchanged, though the tone on the better grades is improved. Pennsylvania Clearfield coals maintain their position at \$2.40@2.60 f. o. b. this harbor, though West Virginia gas and steam products are more abundant and are offering under these figures. There has been some discussion as to the coming year's bunkering prices and one or two meetings have been held, but no figures have been named. Everybody is expecting they will be decided upon shortly in order to close up some of this business. The all-rail demand is well maintained under the improvement. Here and there orders are held up to relieve congestion for short periods, but generally the volume of trade is good and there is less price-cutting than there was a short time ago in this trade. Possibly the cutters have got all the trade at low figures they want and are now looking for some profits.

Transportation from mines to tide is good on all lines. Car supply is complained of on all the roads excepting the Pennsylvania and the Baltimore & Ohio, which have not been affected, though the opinion is expressed that the shortage is likely to be only temporary. If, on the other hand, it should continue it would affect all-rail business in the far east, as cars are generally taken from this trade to relieve shortages in other lines, where the car mileage pays better than on the long combination hauls.

The coastwise vessel market is easy, vessels are in good supply, and freight rates practically remain unchanged. It is not known what the program of the Coastwise Carriers' association will be after October first, but many of these vessels are still tied up and others are handling phosphate and railroad ties at reduced rates. Quotations of current rates from Philadelphia are as follows: Boston, Salem, Portland and Bath 75c; Sound ports 60c; Lynn, Newburyport and Bangor 85c; Portsmouth 80c; Saco 90c and towage; Gardiner 80c and towage. New York harbor rates around the cape are 50c.



Buffalo and the Lakes Trade.

BUFFALO, N. Y., Sept. 29.—(*Special Correspondence.*)—A shortage in the supply of cars, both gondola and box cars, is now beginning to be troublesome to the coal shippers, and the outlook the next few weeks for more of this trouble promises excellent fulfillment. The market conditions in the anthracite trade are characterized with the same dullness as for several weeks past, except that rail orders have showed some improvement this week. The bituminous situation is decidedly better than two weeks ago, when the gain began to be made. The coke situation remains unchanged, prices ranging perhaps a trifle higher.

With the colder weather which has been prevalent over this section of the country for the past few days, line orders for anthracite have noticeably increased. It is almost humorous how orders for from one to five cars will come in to the sales agents here after a couple of days of rather chilly weather. These come from Canada or from points not farther away than Ohio, which are reached only by rail shipments. In the long run, however, more rail orders are being received and the trade easily may be said to be picking up. These orders do not indicate that the jobbers are out of coal or that they have not put in their regular stocks of coal. It is the general opinion they are sent in to satisfy immediate demand, a certain expense being saved in unloading the coal direct from the cars into wagons. Stocks in storage will be saved until later, when the railroads have trouble in making deliveries.

While rail orders have picked up, at the same time there has appeared a shortage in the supply of box cars, which is causing coal shippers trouble. Most of the coal that comes from the mines has to be transferred to foreign box cars at this point, and it is here that this shortage of box cars is most keenly felt. The car shortage has appeared earlier this year than it did last year, although the volume of business during the summer has not been as large as it was in 1903. The Grand Trunk is the line that is causing the most trouble at the present time. That road reaches many points in Canada which can not be reached by any other. This gives it a large exclusive business, more than it has equipment for at present to handle properly. Sales agents, who ship extensively into Canada, are experiencing a car shortage on that road at present.

Present Car Shortage Will Grow Still More Serious.

A view of the traffic conditions confronting the railroads now indicates that this car shortage will grow still more serious in the next few weeks. The beginning of the heavy fall fruit harvest is at hand, and from now on for several weeks the movement of apples, peaches, grapes and produce will grow to large proportions. The grain traffic is beginning to be heavy and will grow in volume until the first of the new year. The movement of merchandise for the fall and holiday trade will also be much larger than it is at present. With these prospects for more business on the railroads, it is expected that there will be delays in the delivery of coal.

Should a continued cold snap come over this section, it is generally thought that many would be caught with their fences down. From reports received by the various sales agents, consumers of coal have not put in stocks. Just now they think that the price of coal has gone as high as it will go and that they can buy it as cheap a month later, when they need it, as now. But when that time comes they will find that the transportation question has entered into the situation and they will not be able to get coal when they need it.

The lake trade this week from this port is extremely dull, being pronounced by vesselmen as the dullest of the dull season. Last week's shipments of anthracite were an increase over that for the previous week, but the present week is again falling behind. The coal is not moving from the docks at the upper lake ports and that is holding back shipments at this end of the line.

Shipments of Anthracite by Lake are Still Light.

The shipments for last week were 100,250 tons, as against 91,850 tons for the previous week. The former shipments were distributed as follows:

	Tons.		Tons.
Chicago	42,150	Soo	3,000
Superior	19,500	Racine	2,300
Duluth	10,300	Houghton	2,200
Manitowoc	6,100	Port Colborne	600
Green Bay	5,600	Bay City	500
Lake Linden	4,500		
Milwaukee	3,500	Total	100,250

Bituminous sales agents still report that the market is getting better and this time the gain is thought to be a permanent one. The betterment was first noted about two weeks ago and was then reported in this correspondence. More orders are coming in all the time and the inquiries are numerous, indicating that more coal is being used now. Very few of the

consumers who usually put in a stock of coal have done so as yet, and this is taken as a sign that the trade is bound to be good this fall. With this increased gain, however, there has not come a proportionate increase in the prices. Pittsburg coal is selling at the bridge for about \$2.25, and river coal for about \$2.10, under a \$1.30 freight rate. It is hoped that prices will increase very soon.

One of the bright features of the situation is the trouble in getting cars at the mines. Several of the companies have sent their representatives from here to the mines, so that they will get more prompt shipments, and their reports say they find it difficult to get gondola cars, and sometimes even steel hoppers. This shortage of cars is causing a delay in the shipments and the companies are having to figure close to keep their customers going. Some of the larger concerns, which have large contracts, say that they are using their utmost efforts to get the coal from the mines as fast as they must have it, and are barely getting enough to keep going. This tightening in the car situation is usually a forerunner of better prices, and thus this gives an added reason why the price should increase in the near future.

New Steel Plant Will Increase Consumption of Coke.

The Buffalo & Susquehanna Iron Co. announced Wednesday that its new plant of blast furnaces has started and made its first cast of pig iron on that day, every detail of the blowing-in going off to the satisfaction of its manager, Hugh Kennedy. This pair of furnaces represents the most modern ideas in modern furnace construction and is being watched with interest by the iron trade. The works are located on the outer harbor at South Buffalo, opposite the plant of the Lackawanna Steel Co. Each furnace has a daily capacity of four hundred tons of pig iron. W. A. Rogers is the president of the company. Its output will be handled by Rogers, Brown & Co., of this city, dealers in pig iron and coke. The company also has under construction at its mines, at Sykesville and Tyler, Pa., some large coke ovens, which will supply the coke for the new iron company here. When the coke plant is completed it will have 600 ovens, with a daily capacity of 1,500 tons. Half of these ovens are expected to be completed in about two months. For the present the company is using Connellsville coke, bought in the market. The product of the coke ovens will be delivered in Buffalo by the Buffalo & Susquehanna railroad, when that road is completed to this city.

E. M. Ashley, the local representative of the Jamison Coal & Coke Co., of Pittsburg, and a prominent coal dealer of Buffalo for several years, has given up the coal business and has settled on a farm in Maryland. Herbert Huntsinger, agent of the Acme Coal Co. here, is visiting the mines this week. Among the visitors in the city this week are E. F. Maroney, vice-president of the Shawmut Coal & Coke Co., and George Cameron, general sales agent of the Monongahela Consolidated Coal & Coke Co.

Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York. Orders for Cuban, West Indian and Mexican ports have commenced to accumulate, owing to the fact that the majority of the prompt boats, desiring coal are out of the market, and the few boats remaining do not suit present orders, owing to difference in size or position. We would quote all of these rates, except in special instances, as a trifle firmer. There is absolutely no change in the situation in regard to coal freights in other directions.

We would quote freight rates by steamer, as follows: \$1.25@1.30 to Havana or Matanzas; \$1.80@1.90 to Cardenas or Sagua; \$1.50 to Cienfuegos; \$1.45@1.50 to Port of Spain, Trinidad; \$1.55@1.60 to St. Lucia; \$1.50@1.55 to St. Thomas; \$1.60@1.70 to Barbadoes; \$1.40@1.45 to Kingston; \$1.25@1.30 and port charges to Curacao; \$2.00 to Demerara; \$1.75 to Bermuda; \$1.35@1.40 to Tampico; \$1.35@1.40 to Vera Cruz; 8s@8s 6d. to a direct port in the Mediterranean, not east of the west coast of Italy, Spain excluded; \$5.00 to Manila.

The Philadelphia Coal Trade.

PHILADELPHIA, PA., Sept. 30.—(Special Correspondence.)—Somewhat better conditions prevail in the anthracite market at this center and more orders have been available during the past week. The demand is not of large volume, but the increased number of orders rather indicates that fall buying is commencing and will continue to develop gradually as the season advances. Many consumers who failed to put in a supply of coal earlier in the summer are now desirous of filling up their bins to provide against any possible shortage later on and the impression in the wholesale trade is that things have taken a turn for the better. Most of the business coming in at this time is from the local and line trade which is taking most of the current freshly mined tonnage. The demand from the east is very quiet and aside from a few orders to piece out with on certain sizes or to replenish stocks at some of the ice-making ports, little business is doing, ocean barges not being fully employed.

The production at the mines continues to be curtailed to current requirements which are about four million tons per month. The Philadelphia & Reading Coal & Iron Co.'s collieries which were closed down for three days last week, resumed work on Monday last and will likely run full for several weeks in anticipation of increased business in October, though should this not be warranted, further restrictions will be made. The deferred question of check weighman and docking boss which caused so much discussion among the miners and threatened strikes, has now been decided by Judge Gray and it is to be hoped that this may eliminate all restlessness on the part of the men and make labor conditions more certain.

In the bituminous coal market the slight improvement manifested the last week or two still continues and in some directions conditions are even better. This improvement is entirely in the way of demand and inquiry,

prices remaining about the same as for some time past. Ninety cents and a dollar coal at the mines seem to be about the prevailing figures, though where mines are closed down to the requirements of season's contracts, producers are not increasing their production at those prices and are demanding ten to fifteen cents more per ton. In some cases working time at the mines has been increased, principally to fill the larger demands coming from old business, though some new tonnage is also coming to hand. The central Pennsylvania coals are still affected by the cheaper cost of production of the Somerset county and West Virginia products, which seem to take most of the transient business offering and unless prices advance it is not likely that these conditions will change before next year. Transportation is generally good, while the car supply is sufficient for all demands except to the Beech Creek district, which is making complaint. The vessel market shows no change. Rates are easy and vessels plentiful. Current quotations are as follows: Boston, Salem, Portland and Bath, 75c; sound ports, 60c; Portsmouth, 80c; Newburyport, Bangor and Lynn, 85c; Saco, 90c and towage; Gardiner, 80c and towage.

Boston and the New England States.

BOSTON, MASS., Sept. 30.—(Special Correspondence.)—There is little of interest to note throughout the New England territory in the way of anthracite conditions as the market is entirely on a weather basis. Dealers generally are still well supplied with coal and will not purchase until their stocks show a perceptible reduction from present proportions. Some little business, of course, develops from day to day, where storage facilities are limited and the cooler nights have created a demand for current needs, but in volume it is small, resulting in a lessened movement of coal in many directions and making trade uninteresting and listless. It is thought, however, that this market will be fairly sensitive to weather conditions this year, as there are no excess stocks anywhere, and should, with a lower temperature, respond promptly with a marked increase afforded. At retail, all the yards are doing more new business and this with old orders on hand is keeping dealers moderately busy, which will further develop as the temperature lowers. Prices show no deviation at wholesale, circular figures being well sustained, except in a few instances where individual coals must be moved in order to free the cars, when slight concessions are offered to relieve the situation. These instances are not of any importance and have no effect upon the trade. The larger proportion of the shipments to this territory continue to come all-rail, affecting, at certain points the tonnage usually sent by water. This is causing some complaint and may result in a readjustment of through freight rates when the proper time arrives.

Bituminous Market Continues to Show Gains.

The bituminous market still shows the recent improved conditions in the way of demand, though it is not entirely satisfactory to shippers on account of the uncertainty of orders and the low prices forced by continued heavy shipments. Conditions prevailing at present in regard to shipments are entirely in favor of the consuming trade, both as to price, ocean freights and facilities for prompt delivery, but buyers are seemingly not sufficiently impressed with the advantages to be obtained by them to order any stock ahead for winter use. This is causing uneasiness among producers, who fear that the demand may be of a hand to mouth character all winter, which would create many hardships for them in getting the coal forward promptly when transportation is uncertain and slow. Virginia Cape coals continue to predominate in this market and the Pennsylvania products are much reduced from former years. Some effort has been made by shippers of the Clearfield grades to increase sales by the all-rail route, but they entered the market too late to secure any large tonnage. Next season, however, this may be changed and producers who are favorably situated to make all-rail deliveries in this direction are not likely to lose an opportunity to secure some of this business. Prices are unchanged as to the various grades. Ocean freights are weak and vessels in good supply. New York quotes 50 cents to around the cape; Philadelphia, 75 cents, and the further lower ports 85@90c.

Pennsylvania Coal and Coke Shipments.

Shipments of coal and coke originating on the lines of the Pennsylvania railroad east of Pittsburg and Erie for the week ending September seventeenth reached about the normal after the big slump of the previous week. The figures are as follows:

	1904. Week ending Sept. 17.	1904. Year to Sept. 17.	1903. Year to Sept. 19.
Anthracite	80,213	3,123,436	3,219,163
Bituminous	579,058	18,949,555	19,858,278
Coke	182,976	5,955,880	7,120,270
Totals	842,247	28,028,871	30,197,711

New York Central Coal and Coke Tonnage.

Coal and coke tonnage originating on the New York Central railroad in the Beech Creek region of Pennsylvania for the week ending September twenty-first, the year to that date and the corresponding period in 1903 was as follows:

Coal tonnage for week	134,865
Total for year 1904	5,118,781
Total for last year	5,469,872
Coke tonnage for week	280
Coke tonnage for year	18,796
Coke tonnage for last year	80,218

Eastern General and Personal Notes.

Daniel F. Connor, sales agent of Whitney & Kemmerer, spent several days last week in Pennsylvania, looking after business matters in which he is interested.

Philadelphia & Reading Coal & Iron Co. collieries were closed down last week for three days, from Thursday till Saturday night, in order to restrict the output of coal.

Oscar G. Murray, president of the Baltimore & Ohio railroad, will arrive home from Europe, where he has been taking a vacation for the past two months, on October fifth.

J. M. Landis, chief clerk to Vice-President Theodore Voorhees, of the Philadelphia & Reading railway, returned last week from a two weeks' vacation. He was accompanied by his bride.

A. G. Palmer, manager of the purchasing department of the Beech Creek Coal & Coke Co., who has been on a business trip to Denver, Colo., for the past two weeks, returned home on Tuesday last.

J. J. Hobbs, No. 1 Broadway, New York, export agent of standard grades of American and English coals, returned on Tuesday of last week from a three months' trip to South America. He was well pleased with the result of his efforts.

President Mellen of the New York, New Haven & Hartford railroad, has made a statement to the board of aldermen of New Haven, Conn., to the effect that his railroad could not use anthracite exclusively without tremendous expense, and that it will not pay the expense.

Rudolph Reimer (coal and wood), of 262 Hendrix street, Brooklyn, N. Y., has incorporated under the above name under the laws of New York state with a capital of \$50,000. The directors are Rudolph Reimer, Rudolph Reimer, Jr., and O. E. Reimer. The company formerly did business as Rudolph Reimer, and later as Reimer Bros. & Co.

The American Locomotive company's fuel supply amounting approximately to 225,000 tons, the contract for which was recently awarded, has been divided among the following concerns: The Beech Creek, Coal & Coke Co.; Pennsylvania Coal & Coke Co.; Rochester & Pittsburg Coal & Iron Co.; Dominion Coal Co.; and New River coal for its Providence plant.

W. P. Hubbs and I. W. Copelin, coal men of Toledo, Ohio, spent several days in New York last week, paying a visit to the office of THE BLACK DIAMOND before leaving for their homes. Mr. Copelin and Mr. Hubbs were returning from a vacation of several weeks at the summer resorts in the east, and also stopped at Portland, Maine, and Boston, Mass., on their trip.

E. A. Keeler, of the Keeler Transportation Line, No. 1 Broadway, New York, has taken out a charter at Albany for the Whitestone Coal & Supply Pier, with a capital of \$25,000. The object of the company is to erect storage pockets at Whitestone, L. I., for the coaling of tugs and yachts. The directors of the company are E. A. Keeler, president; Henry Plouth and William Wilson.

Joseph B. Dickson, of Dickson & Eddy, who spent the summer in camp in the Adirondack mountains for his health, returned to his office on Monday of this week entirely recovered and in excellent spirits. Mr. Dickson was not in good health during the early summer months and on advice of his physician decided on a change to the mountain air, which immediately benefited him.

C. J. Wittenberg, president of the Chesapeake & Ohio Coal & Coke Co., of New York, attended the funeral of the late Thomas G. McKell, at Chillicothe, Ohio, last week. Mr. Wittenberg has been intimately acquainted with Mr. McKell for many years, and has been his representative in the sale of New River coal, mined by the McKell Coal & Coke Co., which was owned and operated by the deceased.

M. O. Brooks, general manager at Richmond, Va., of the Chesapeake & Ohio Coal & Coke Co., was at the company's offices in New York for several days last week. He reports an improved condition in soft coal, but fears a restriction in tonnage on account of a scarcity of cars. The latter have not been plentiful for some weeks past, and with the steadily increasing demand from the west, delaying them somewhat longer than in tide business, a greater shortage is likely to follow.

D. G. Thompson, traffic manager of the Beech Creek Coal & Coke Co., and H. W. Henry, assistant general coal agent of the New York Central railroad, left on Friday last for Vermont, for a week's fishing and shooting, and to enjoy a change of climate. This being Mr. Henry's native state with which he has been familiar since his boyhood days, he has a knowledge of the haunts of game there, and some good sport will undoubtedly be enjoyed. Both gentlemen have had much experience and are well seasoned for the hunt.

The New York office of THE BLACK DIAMOND is in receipt of a communication from V. E. Maggi, general manager and treasurer of the Pittsburg-Clearfield Coal & Coke Co., who writes from Italy that he is progressing in his efforts to secure certain coal contracts for the supply of the municipalities in that country. Mr. Maggi, who sailed about six weeks ago, is a native of Italy, and has strong connections with officials there which have heretofore brought him business, and this, in a measure, assures him of success on this trip.

Willis B. Townes, formerly connected with the Pennsylvania and West Virginia Co., who resigned from that position, is now eastern agent for the Smokeless Fuel Co. Mr. Townes will open offices on the ninth floor of No. 11 Broadway, and will have identified with him G. Mason Janey, also formerly of the Pennsylvania & West Virginia Co. Mr. Townes in order to facilitate the handling of his business has established offices at Providence,

Portland, and at 80 Water street, Boston, Mass. He will be represented by three men on the road.

J. A. Renahan, vice-president and general manager of the Smokeless Fuel Co., returned to New York last week, after having visited the company's various offices. Mr. Renahan found everything in good shape and reports an improvement in business at all points. This is particularly true of the west, and especially at Chicago. The company's business has shown a marked increase in orders from that territory lately, and the indications are for further improvement, which is already taxing the ability of the railroads and shippers to get the coal forward in sufficient quantities to meet the demands of buyers.

A. D. Hammann, identified with Righter & Marshall, New York, left in the interest of the firm on Thursday last for the west, to introduce to the consuming trade there the company's celebrated Lincoln smithing coal. Mr. Hammann expects to be absent about three weeks, and will visit the principal cities in Michigan and Ohio. Righter & Marshall have recently completed improvements at their Lincoln mines, by which they can now screen and insure an excellent preparation on this coal, making it especially suitable for smithing purposes, enabling them also to ship a larger tonnage to the trade. The coal is of the well known Miller vein, located in Cambria county, Pa.

Washed nut and stove anthracite are new features in the Brooklyn retail market, and on account of this coal selling at, and meeting a ready market, at from a dollar to a dollar and a half below the fresh mined products it is causing considerable commotion among the dealers in certain sections of that city. One or two dealers discovered recently that a fair grade of washery coal could be procured from individual shippers, at a price considerably below the circular on the standard grades and contracted for a certain proportion of the output, which they have been offering to householders at the lower prices and seemingly with good success. Coal Exchange members have taken up the question, as it affects their business, though no action has yet been taken.

Peace has been declared between the Cornell Steamboat Co. and the Arbuckle line, who for several weeks have been contesting for Hudson river business, causing freights on coal to drop down to one cent a ton, minus the New York harbor charges. The usual towing rate to Albany from New York harbor has always been about forty-five cents, and was largely controlled by the Cornell Co., until there was difficulty with the Arbuckles, who entered into competition, reducing the rate in a few days to \$5.00 per boat for river towing to all points, including Albany. The fight was a strenuous one while it lasted, and many consumers at river points took advantage of the low rates to put in an extra supply of coal while it lasted. A basis of settlement has been agreed upon and new rates will be announced in a few days.

The board of education of Philadelphia is again in difficulty as to its supply of coal for the public schools during the winter season. Only \$16,000 was turned over to the board by the department of supplies at the beginning of this year; about one-sixth of the entire amount of coal needed next winter, which had been supplied and paid for and the balance, about \$80,000, is still required to pay for the other five-sixths. Aroused by the dire necessities of the schools the coal companies have voluntarily agreed to furnish what fuel may be necessary until such time as councilmen make appropriations to pay the bills. The price will be in accordance with contracts entered into last summer, and deliveries have already commenced at a number of buildings. Heating plants and boilers are also being repaired voluntarily, as otherwise it would be necessary to close many schools, even with full coal bins.

Former Congressman James Kerr, of Clearfield, Pa., president of the Beech Creek Coal & Coke Co., was nominated by the democratic conference on Saturday last as the candidate for senator in the Thirty-Fourth district, covering Clinton and Clearfield counties, to make the run against Col E. A. Irvin, nominated by the republicans. As Mr. Kerr is on his way to Europe at present, he can not be communicated with to ascertain whether he will accept, but assurances were given by the conferees, and the Clearfield County Chairman J. C. Barclay, that Mr. Kerr would accept the nomination and go into the fight to win. The office to be filled is a vacancy caused by the death of Senator A. E. Patton. Mr. Kerr is very familiar with public duties of this character and would make a good man to fill the place, having been a member of the Fifty-first Congress, where he proved his ability and tact. Indeed, he belongs to the class of strong men for which central Pennsylvania is noted, who have won distinction both in the state and federal service.

The marriage of Miss Mary Davenport Hartwell, daughter of Hugh N. Hartwell, at the home of her parents in Summerville, N. Y., on Monday, September twenty-sixth to Joseph J. Carter, of the Lehigh Valley Coal Co., was a most pleasant affair, and many of the friends of both bride and bridegroom were present. The ceremony took place in St. John's church, which was beautifully decorated. Mrs. Rufus Bates Sprague, of Boston, her sister, attended the bride, who carried an ivory-bound prayer book, which her mother carried on her wedding day. Swan Hartwell, her brother, of Boston, acted as best man. The bridegroom is well known in the coal trade, having been identified with the Lehigh Valley Coal Co. for many years. He is a graduate of Princeton University and St. John's College, Cambridge, England, and has a fine country home at Rose Hill Penance, Cornwall, England, where he and his wife will spend a portion of their honeymoon, remaining possibly the balance of the year. Mr. Carter is a son of William Carter, who was largely interested in anthracite mining during the early days, having been associated with Judge Packer and E. A. Packer for many years under the name of Packer & Carter, opening the Sugar Loaf and Coleraine collieries.

How to Advertise the Retail Coal Business Properly.

I am in receipt of a nice letter from Charles T. Pierce & Bro., Defiance, Ohio, in which they call attention to their advertising program and wish me to express an opinion as to the advertisement reproduced on this page. In their letter they say: "It is with much interest that we note your article on 'How to Advertise the Retail Coal Business Properly,' as we are firm believers in advertising, and while the writer has had twelve years' experience in the coal trade, we came here to Defiance one year ago against six other dealers, and am satisfied that we are now furnishing one-fourth or more of all the coal that is sold in the city in a retail way."

"We herewith enclose you one of our postal cards which we mailed out in July; also cut of advertisement that we used in the daily papers. This is simply a sample, of course, as we change them every few days. Would be pleased to have your criticism on them. Would thank you for it."

This letter is of value from my standpoint, at least, because it shows one point very clearly, and that is that advertising pays. Although this firm

All Coal may Look Alike to you. Our Coal But there is a difference.

BURNS BETTER.
LASTS LONGER
AND GIVES BETTER RESULTS
THAN ANY COAL IN THE MARKET.

Charles T. Pierce & Brother

is comparatively a new one in its present field it has made remarkable gains in the year that it has been in business. As a matter of fact, according to the statement in the letter, they now handle a quarter of the coal business of the city, which must have been obtained through the adoption of proper business methods and probably was obtained largely through the use of printer's ink judiciously. I wish every retail coal dealer would read this letter. I believe it would be to his benefit; that he would be induced to use a little energy in advertising his business and would see the benefit that arises from such advertising.

Advertising, to my mind, is essential to success in any branch of the retail trade, but it must be used judiciously, carefully, and so that each merchant can get complete returns from the money invested. A good advertisement is the first necessity. It must be a business getter. There are also other considerations which should enter into the matter.

Other Considerations That Enter Into Advertising.

The advertiser should carefully consider the circulation of the paper in which he invests his money; he should consider the way in which his ad is displayed and he ought to insist that the publisher of the paper should print it in the best style of the printer's art, consistent with the character of the paper. By this last statement I mean that a weekly paper which circulates in the county should be so printed that it will be read. Quite a number have come to my desk which were printed in a slipshod, haphazard manner and which were very far from being attractive. I believe that the advertiser should insist that the country publisher obtain the best possible results in the typographical appearance of his paper, and after requesting him to

Successful Baking

BY USING

CINCINNATI GAS COKE

THE IDEAL OVEN FUEL.

No DIRT No SMOKE
No SULPHUR EVEN TEMPERATURE
REDUCTION OF ASH

We are the sole agents

WM. CLAUS, PRESIDENT
The Cincinnati Gas Coke
Coal & Mining Co.
315 W. Fourth St.
Cincinnati, Ohio.

FOR SALE BY ALL DEALERS.

improve the appearance of it, if he fails to do it, he is justified in withdrawing his advertisement. A poorly printed advertisement is not as effective as one well printed, even though the circulation of the paper which prints the advertisement poorly is larger than that of the paper which prints it well.

Now, in the matter of circulation of county and weekly papers, the advertisement which will be most profitable is the one which appears in the paper which is read. Some of our newspapers are put together without thought, without any idea of interesting the readers and I do not believe they are as profitable to the advertiser as one which is modern in its makeup, in which news is published properly and attractively and which is read from "kiver to kiver."

In the matter of rates which should be paid for advertisements there is a rule which generally holds good and that is a standard rate of fourteen cents per thousand copies of circulation. This will apply equally well to the country paper and to the city daily newspaper. It applies, of course, to con-

tracts calling for more than one insertion of an advertisement, extending over a month, three months, six months or a year. If a coal dealer contracts to take an advertisement for a single insertion he must expect to pay more than this rate; if he contracts to take an advertisement for three months he should not pay but little more than this rate, perhaps fifteen cents per inch. If the paper has a circulation of 3,000 he should pay forty-two cents per inch and so on, although it is the custom to cut down the rate per thousand with an increasing circulation, after the first thousand. However, any dealer who pays on a basis of fourteen cents per inch per thousand, is not paying an exorbitant rate and he can consider that he is investing his money judiciously if the paper is well printed, if it is carefully read, and if his advertising is proper.

I have digressed somewhat from the matter in hand, the consideration of the advertisement of Charles T. Pierce & Bro., because I wanted to make the above points for the guidance of the retail advertisers and believed this was an opportune time to set them forth. I do not know what this firm pays for its advertising, but this much I do know, that the "ad" was well displayed, that it occupied a space sufficient for its display without crowding, and that it contains some good points, as well as some which I will comment upon.

I have referred so often in this column to the necessity of using the name of the town in which the advertiser is located and if possible his address in that town, that I believe it is useless to refer to it again. This



Happiness Complete
When using
Cincinnati Gas Coke
No Equal For
BASE BURNERS. 30% Cheaper than
ANTHRACITE.
Smokeless, free from Sulphur
HOLDS FIRE OVER NIGHT!
We are sole agents
WM. CLAUS, PRESIDENT
The Cincinnati Gas Coke
Coal & Mining Co.
PHONES Main 3007 315 W. Fourth St. CINCINNATI, OHIO.

FOR SALE BY ALL DEALERS

advertisement is weak in that point. If the paper is read by a possible coal buyer in some suburban town adjacent to Defiance, Ohio, he would hardly know where to look for Charles T. Pierce & Bro. and therefore I say it is weak in this point. This is especially true, as there was room in the "ad" for the insertion of the name of the town. I like the opening argument: "All coal may look alike to you. But there is a difference. Our coal burns better," etc. This expression is the modification of a pat phrase that has been going the rounds and has a jingle to it which is euphonious and at the same time calls attention to the points of superiority of the coal handled by this firm. Arguments show why the coal is better, because it burns better, lasts longer and gives better results than any other coal on the market. I assume that if a member of the firm were trying to sell coal, he would advance some such arguments as these why customers should buy of them and in putting the statements in black and white Charles T. Pierce & Bro. are adopting a logical advertising policy. For a general statement not applying to the specific coal, this is good, but in my opinion, particular statements applying to particular coal will obtain greater results. For instance, why not insert in this advertisement "our Massillon coal" or "our Jackson Hill coal," confining the advertisement for that one issue to one kind of coal and in the next issue taking up another coal and naming its good points?

Like a Plain, Clear Black Type for Display.

It may be a natural antipathy on my part, but I am rather opposed to all but the plainest type in advertisements. The signature "Charles T. Pierce & Brother" is in a German letter which does not come out plainly and can not be deciphered at a first glance. It is my opinion that the signature of

By actual test it was proven in the laboratory at Ann Arbor, that genuine gas coke contains more heat units than anthracite coal. This proves conclusively that genuine gas coke is worth as much as anthracite coal in dollars and cents per ton.

We sell genuine Cincinnati Gas Coke 30 per cent. cheaper than Anthracite Coal.

ANALYSIS CINCINNATI GAS COKE.	
FIXED CARBON,	90.584 PER CENT.
VOL. COMB. MATTER,	.270 PER CENT.
ASH,	8.400 PER CENT.
SULPHUR,	.630 PER CENT.
PHOSPHORUS,	.026 PER CENT.
TOTAL,	99.910 PER CENT.

the same size in De Vinne type or some plain block letter would have been clearer. That, however, is a matter of taste and I would not care to impose my views ostentatiously upon anyone. The signature, however, is well displayed; it is the most prominent feature of the advertisement and that it is a good point in its favor. You will notice, if you study the advertisements of retail department stores and other large advertisers, they generally make the firm or corporation name the most prominent feature of the "ad" so that there can be no misunderstanding as to who the advertiser is. In this case,

this has been done and it is one of the points which I would commend to all retail coal dealers.

Two advertisements of the Cincinnati Gas Coke, Coal & Mining Co., which is engaged in the sale at retail of gas coke at Cincinnati, Ohio, have been forwarded to me for my opinion. These "ads" are printed on cards in colors, and a point which seems to be part of the policy of the advertiser is to use an illustration with each advertisement. This I believe is a good point, because a picture attracts attention. Some people will read an "ad" in which there is an illustration before they will read any other kind, because it appeals to the eye and rivets their attention.

Good Arguments are Advanced In Coke Advertisement.

The arguments used to show the advantages of gas coke for baking and for domestic consumption are efficient. Each of these "ads" says something. In the first we have "Successful baking by using Cincinnati Gas Coke." In the second we have "Happiness complete when using Cincinnati Gas Coke. No equal for base burners. Smokeless. Free from sulphur. Keeps fire over night." And the argument pertaining to anthracite on a comparative basis. In both of these the argument applying to Cincinnati gas coke is made the prominent feature for the purpose of endeavoring to get persons who have not hitherto used it for fuel to give it a trial. I can not help but feel that this embodies the modern policy of advertising and that both these ads are giving value received to the advertiser, especially if the cards on which they are printed are given widespread and judicious circulation. By judicious circulation I refer to their distribution so that they will be read by householders without too much waste of the advertising matter. This probably is done by sending them out in letters properly addressed to

the people to whom they should go and not by distributing them around town at the front doors of houses. An analytical table showing the analysis of Cincinnati gas coke appears on the reverse side of each of these cards. It also contains a modern idea and that is, to show to consumers just what they are buying when they purchase Cincinnati gas coke. I think the average retail coal advertiser fails to appreciate the value of the uses of analyses in this connection. While a consumer may not know all about fuel and may not understand the value of fuels having a small percentage of sulphur or a small percentage of ash, nevertheless they do in a general way have an idea that fixed carbon determines the efficiency of fuel. They should be educated to a fuller appreciation of the other chemical qualities contained in a good fuel, and as a matter of fact, if these chemical qualities are defined in an "ad," they study the matter more thoroughly and are educated, perhaps largely through their own efforts to understand what they mean.

There is only one point on which I would criticise these advertisements and that is that some of the important features are very much crowded. For instance, in the one headed "Happiness Complete" the qualities of Cincinnati gas coke are in such small type they require close reading to bring them all out. They are important and perhaps could have been somewhat better displayed so that they would stand out by themselves and would then attract more attention. This can be said, however, that all of the statements are concise and terse. There is no ambiguity nor are there any long-winded, involved statements. I have no means of knowing how effective these ads have been, but it is my opinion that they have brought a great deal of business to the advertiser. They certainly have been printed with care and thought, and money has been freely spent in obtaining the highest class of workmanship in the cuts which were used in printing them.

Retail Coal Associations of the United States:
Retail Coal Dealers' Association of the New England States.
Retail Coal Dealers' Association of Illinois and Wisconsin.
Mid-State Retail Coal Dealers' Association.
Northwestern Retail Coal Dealers' Association.
Wholesale and Retail Coal Dealers' Association of Ohio.
Michigan and Indiana Retail Coal Association.
Coal Dealers' Association of Iowa and Nebraska.
Ontario Coal Association.
New York and Pennsylvania Retail Coal Dealers' Association.

A DEPARTMENT
For the
RETAIL TRADE

CURRENT NEWS AND COMMENT IN THE
RETAIL COAL TRADE SUGGESTIONS AS TO
ADVANCED BUSINESS METHODS THAT
HAVE BEEN TRIED AND HAVE PROVED
SUCCESSFUL—PERSONAL NOTES OF CHANGES
IN THE TRADE—HINTS CONCERNING
PROPER ADVERTISING. : : : : : : : : : :

For the purpose of increasing its business, the Moline Coal Co., of Moline, Ill., recently held a guessing contest in that city which was very successful in every respect. A wagon load of coal was placed in front of the office of that company, and every one who decided to do so was permitted to make a guess as to the weight of the contents. So far as can be learned, no restrictions were placed on the guesses and every person, whether they had previously bought coal of the firm or not was given a chance. The prize in this novel-guessing contest was the wagon load of coal. The contest lasted from 2 o'clock until 5 o'clock on Saturday afternoon. The great interest caused by the guessing contest is in evidence when it is known that about 2,000 people registered guesses within the short period of three hours. Prior to the time fixed for the contest, the affair had been thoroughly advertised in the local newspapers so that everyone in Moline knew about it. The interest taken by the citizens of that town was far greater than the expectations of the officials of the Moline Coal Co. They were of the opinion that if 500 guesses were registered it would be a very successful means of attracting attention to their business, but the number which were made was far in excess of their expectations and is very good evidence of the effectiveness of the scheme.

Moline (Ill.) Company
Adopts Guessing Con-
test to Stimulate
Business

Two Guesses Hit the Actual Weight of the Load.

Of the guesses made, two hit upon the actual number of pounds of coal in the wagon. These winners were E. C. Rank, of Moline, and John Van Holk, of Park Ridge, Ill. Their guesses were 6780 pounds or eighty bushels and sixty pounds, which were the actual contents of the wagon. Owing to the fact, the wagon load of coal was divided between the two winners. Each of them made a little more than \$6.25 by his lucky guess, as the wagon load of coal would have sold at \$12.75 at retail.

The guesses recorded were many of them very close to the actual figures. Quite a large number of persons came within fifteen or twenty pounds of the weight of the load and most of the guesses were within one thousand pounds. Some wild guesses were made, however, one of them being only 1,450 pounds, nearly 5,000 pounds out of the way. While no direct information has been received from the Moline Coal Co. by THE BLACK DIAMOND, it is safe to say that this guessing contest was a most successful advertisement for the business of this company in every respect. Two thousand persons were attracted to the office of the company, and the mere fact that they were induced to call there, get acquainted with the members of the company and look around, was the best possible kind of an advertisement and ought to result in a very large increase in business. Undoubtedly some of those who made guesses at the same time placed orders for coal, where it was convenient for them to do so.

Guessing Contest Was a Source of Much Excitement.

But the best part of this scheme is to be found in connection with the excitement which it created. Of the two thousand persons who recorded guesses, probably ninety per cent will talk about the guessing contest for a week or longer and some will not forget it inside of the next two or three years. Every time they mention the Moline Coal Co. in connection with it, they advertise that company and that very effectively. A guessing contest of this kind will place a firm that has not been prominent before the public

in the most prominent manner possible and in the minds of many consumers it will become the leading firm in the coal business in that town. As was stated in this column some two weeks ago, such a guessing contest is a stimulant to business, but it ought not to be tried too often, or it will lose its force. In this connection THE BLACK DIAMOND in the near future will outline several other novel schemes that can be resorted to, to stimulate the coal business and build up the trade of the retail dealer.

Serious Anthracite
War Prevails in the
Michigan Peninsula.

A serious anthracite price war is raging in the Michigan peninsula and coal dealers at that point are selling their coal at a figure so nearly cost that they are practically doing business without any profit. Every effort has been made by coal interests who desire to end the trouble to bring about a settlement. It seems that a majority of the dealers are in favor of ending the trouble, but that two or three will not consent to put the price back to the basis where it belongs. The war rages in Houghton, Hancock and a number of other cities and at this time threatens practically the whole peninsula. It is to be hoped that the two or three dealers who are causing the trouble will be aroused to the necessities of the situation and that they will restore the prices before the bulk of the winter trade is at hand. If the price war continues all winter some of the weaker firms will probably suffer seriously from it.

Aurora (Ill.) Coal
Merchants Have Been
Indulging in a
Price War.

Aurora, Ill., retail coal merchants have been good for such a long time in the matter of obtaining reasonable prices for anthracite in that city that a few weeks ago they decided to attract some attention to the coal business by indulging in a price war. That is, some of them did. They have attracted attention, there is no doubt about that, but the next thing is to end the trouble and restore peace. Some of the more conservative coal merchants are using their best endeavors to this end, and it is probable that the end will come within a few days, if it has not already been reached. Aurora is a good coal town, and there is no reason why the merchants should give away their product. A number of them are of this opinion, and if one or two of the recalcitrants could be straightened out there would probably be no further trouble.

The Jones & Adams Co., 355 Dearborn street, Chicago, has issued a circular reminding consumers that now is the time to place orders for coal, as with the increased fall and winter demand car supply will become more irregular. Attractive prices are quoted and the company will be pleased to answer inquiries concerning any coal or coke and will quote prices on application.

In The Field of The Retail Dealer.

Written for The Black Diamond.

This is the season of the street fair in the smaller cities. Should the retail coal merchant participate in affairs of this kind? I notice from the reports which reach me through different channels they do not do so to any very great extent, but I believe they should. Around a great many coal merchants there seems to be a different atmosphere than there is around other retail merchants. They fail to appreciate the self-evident fact that what will benefit one branch of the retail business will benefit another if applied in the same manner. They seem to think, in some instances, that the best business policy is to remain quiet, sell coal and never get away from the beaten track. This matter of advertising, or rather participating in street fair entertainments, is one from which a great many coal retailers hold aloof. They do so for the reason, perhaps, that they think it will cost them more money than they will get out of it; perhaps for the reason that it will be largely an experiment and they are not prepared to make any experiments unless they are certain they will develop into something worth while. The prime idea involved in a street fair is to advertise the town or city in which it is held. This benefits every merchant in that city, and it is especially true, in a city where there is a large tributary farming country. Such a center of population through its street fair will attract farmers from miles around, who will attend because it is a "free" show. They may never have visited the place before, and the object of this form of entertainment was to secure their attendance. When that has been done the first purpose has been accomplished, the idea being that if a farmer can be induced to visit a town or city for the purpose of taking in a street fair he may be induced to trade there, and the merchants of the city will be better off by the volume of money which he spends. This same theory will apply to the coal merchant. If farmers from neighboring townships are induced to come to this particular center of population for the purpose of buying their groceries, their dry goods and their clothing, the same inducement should be held out to them to come there to buy their fuel. Their trade is desirable, and if it is gained for one merchant, the retail coal merchants in that town who are progressive and endeavoring to get as large a business as possible should take advantage of the opportunity and see that they get their share of the business along with the grocer, the butcher and the dry goods man. The coal merchant can thus make the street fair an aid to increasing his business and likewise his profits.

Should Enter Into Matter with All His Heart.

And if he does enter into the street fair proposition he should do so with all his heart and for the purpose of getting as much benefit from it as possible. That does not necessarily mean that he should be the largest contributor to the fund raised for entertainment purposes. On that point I believe he should contribute in proportion to the benefit he is likely to receive. If the department store merchant who is doing a large business contributes \$100 the coal merchant should possibly contribute ten dollars, because his prospects of getting returns in proportion are about one-tenth that of the department store manager. If the local grocer contributes \$25.00, perhaps the coal merchant might donate \$15.00, or as much more as he felt was his proportionate share to help the town and help himself. If he is asked to serve on the committee on arrangements I believe he should do it. After doing all he can to help the project along publicly he should take steps to promote his own ends. The date of the street fair will likely be known for a month prior to the time it is actually held. A fortnight or three weeks before the date of the street fair, the merchant should advertise in his local paper which reaches most thoroughly the farmer population. This advertising can take several different forms. One of them is to advertise his yard as headquarters for farmers' teams, permitting them to tie up there and feed their horses. This will only apply if he has plenty of yard room and can take care of all comers. If there is a limit to the yard room available I would not advise it. If the dealer is introducing a new bituminous coal he might adopt the plan of advertising a special sale of this coal during the street fair. An advertisement which said that he would sell his "Superior bituminous coal" at twenty-five cents under the price at which it was ordinarily sold to consumers, this price to be made to all farmers who visited the town during the street fair, would be a good drawing card. As a matter of fact, twenty-five cents saved anywhere by the average farmer is looked upon as worth having, and an advertisement of this kind would undoubtedly bring business in excess of the expectations of the coal merchant. It is needless for me to add that the advertisement should fully extol the merits of the "Superior bituminous coal," so that it would have an effect on the townspeople as well as up on the farmers. And if a citizen of the town happened in during the street fair to take advantage of the twenty-five cents discount which was being given to the farmers, let him have it. He will think he has obtained a special bargain and if the coal is satisfactory he is not likely to demur when he orders the next load at paying the full price for it. If the coal merchant does not care for local reasons to advertise cut prices on bituminous coal during the street fair, then let him advertise his office as the center of interest.

Suggest to the readers of the county paper that they look you up, call and get prices, inspect your stock of coal and your facilities for supplying it. Make the advertisement attractive, so that it will bring some of the visitors over to your office. If you do this you will get business out of them sooner or later, although you may not be able to do so while the fair lasts. The next step should be to make the office look as though there was a street fair in town. Other places of business will be decorated for the occasion. The cost of decorating the coal office will be small compared with that of giving the department store a gala appearance, but at the same time it will be equally as effective. In my rounds in search of orders I have happened in towns where street fairs were being held. The entire main street was ablaze with bunting—with the single exception of one or two coal offices. I always figured that a coal man who did not decorate when the other fellows were doing it was asleep. And I was about right, wasn't I? If you take no other part in the street fair than this, be sure to decorate your office. Use bunting, American flags, but if you can not afford these get boughs of trees and festoon the front of the office with them. Another thing! In decorating the office if you have any outside bins do not fail to clean them out, rehil them with bright new coal, as good as any you have in stock and make people think you are living whether you are or not. Now for the parade. There is always an industrial parade at every street fair and I believe the coal man ought to be represented there to the best of his ability, and that he can obtain more advertising out of it than any other feature of the fair. If a coal dealer has good horses—and nearly every one has—they should be in that parade. **Coal Merchant Should Be Represented in the Parade.** If the dealer feels that he can not afford to prepare a special display for the parade he ought still to have his horses in it, drawing empty coal wagons, if nothing else. The farmer loves horses; that is, the average farmer does, and he will take an interest in the teams the coal man owns if they are worth taking an interest in. But I think it would go further than this. I would endeavor to prepare a display or float for the parade, and I believe a characteristic one can be prepared at a very small expense, although it will take a little time and trouble possibly. As I said before, street fair dates are known a month or two before the event. As soon as you begin to make preparations for the fair write to some of your friends among the operating companies and ask as a special favor that they obtain for you the biggest chunk of lump coal at the mine, and ship it in the next carlot which they send, taking care that it reaches you in good condition. Explain to them what you want it for and how it will advertise their coal. I think in most instances they will coöperate with you and be glad of the chance. When you get this large chunk of coal, and it ought to weigh at least a hundred pounds or more, take pains to see that it brings you all the advertising possible. On the top of one of your coal wagons erect a platform, which can be done at small expense. Cover this with cheap red, blue or yellow cloth, so that the platform will be covered up. Then place the chunk of coal in the very center of the platform on a slight elevation, say about six inches or a foot, covering this second platform with cloth of another color so as to form a contrast. On the side of the wagon place a sign something as follows:

THIS CHUNK OF COAL CAME FROM THE
MINE WHERE WE GET OUR SUPERIOR
BITUMINOUS PRODUCT.
IT WEIGHS 440 POUNDS AS IT STANDS.

The name of the firm should also appear on these placards, which should be attached to each side and the rear of the wagon. In making such a display as this be sure that the very best team of horses, in their very best harness, and driven by your best driver completes the float. After the street fair is over display the chunk of coal in your window or in your office. I do not mean that every dealer ought to adopt this same style of float, for this is merely suggestive. A dozen different designs, none of them very expensive, except for the time and labor involved, can be suggested. They all should have for their purpose that of attracting attention and at the same time advertising the business of the coal man, so that he will benefit by it.

THE YARD MANAGER.

Western Retail Notes.

The Monarch Elevator Co., Buchanan, N. D., is building a new coal shed.

The Dawson Coal Co., Quincy, Ill., has just embarked in business at Sixth and Jersey streets, that city.

Bituminous coal remains at a low figure at Ft. Dodge, Iowa, prices not having advanced on September first, as was anticipated.

H. Frank Thompson has bought the coal business of Jackson Cropper, at Portsmouth, Ohio, near the Norfolk & Western depot.

The Mille Lacs Coal Co. was recently organized at Milaca, Minn., for the purpose of dealing exclusively in coal at that point.

The Tuthill Lumber Co., of Luverne, Minn., has been awarded the contract for supplying 200 tons of coal for the public schools of that city.

The new coal firm of E. J. Burke & Co., Ottawa, Ill., is doing a fine business, despite the fact that there has been as yet no very cold weather.

The Peoples' Coal & Wood Co., recently incorporated at Detroit, Mich., has an authorized capitalization of \$5,320, of which \$1,900 has been paid in.

The Jacobi Elevator Co., of Hallock, Minn., is building a large coal shed near its grain elevator, which will make the third in that town handling coal.

A contract was awarded at Clarinda, Iowa, recently, to furnish the county jail and residence and the poor farm with coal at \$2.93 per ton, delivered.

Charles T. Taylor, the machine and coal dealer of Mankato, Minn., is shortly to erect a large new coal shed on the Omaha track. It will be 16x100 feet.

W. N. Dibble, Battle Creek, Mich., has removed his coal office to 35 West State street, that city, where he has recently built a fine brick building for office purposes.

The coal dealers of Lansing, Mich., have advanced the price of anthracite to \$8.00 per ton and have adopted a credit system that will eliminate dead-beat customers.

The Sun Iron & Coal Co., Toledo, Ohio, has secured the contract for supplying the county infirmary with coal for the ensuing year. Massillon coal will be furnished at \$3.20 per ton.

It is officially announced from Columbus, Ohio, that that state will in the future weigh all coal bought for state institutions and the controversy over the state house contract is now closed.

The Standard Lumber Co., Lake Benton, Minn., recently purchased the coal business of J. R. Johnson, of that city. The company will commence the erection of coal sheds at once.

James B. Wallace, a prominent lumber and coal man of Dearborn, Mich., passed away recently while driving home in his carriage from a visit to Wayne. He was forty-four years of age.

The Hillsboro Coal Co., Hillsboro, Ill., was recently awarded the contract to furnish the court house in that city with coal at \$2.00 per ton and to furnish coal for the poor farm at \$1.75 per ton.

The Dallas Feed & Fuel Co. was recently incorporated at Dallas, Tex., with an authorized capital of \$20,000, the incorporators being L. T. Andrews, of Sherman; D. K. Smith and W. L. Bibb, of Dallas.

The report comes from Elgin, Ill., that dealers there do not fear any scarcity of coal this winter. The price now asked for anthracite is \$8.50 a ton and the dealers do not expect any advance over this price.

The price of anthracite at Davenport, Iowa, is said to have reached the limit, and coal is now selling at \$10.50. Nearly all the soft coal at Davenport comes from Illinois mines, at prices ranging from \$3.25 to \$4.00.

N. P. Stone & Co., Crookston, Minn., is building a number of coal sheds near the Great Northern railway tracks, which it is expected will be completed in time for the handling of fall and winter supplies of coal.

The S. Y. Hyde Elevator Co., of Montgomery, Minn., is having large coal sheds erected near its elevator on the Milwaukee tracks. The company will handle hard and soft coal, in connection with its elevator business.

The city council of Waukegan, Ill., is seriously considering the removal of the former Mead coal docks from the south to the north end of the city dock. The removal will be to provide a site for a new park which is in contemplation.

The price of coal at Sault Ste. Marie, Mich., has been advanced from \$7.00 to \$7.25 per ton, but people generally have bought a sufficient supply to last all winter, so that when the price takes another jump they will not be materially affected by it.

A price war is still waging at Menominee, Mich., a cut price of \$7.50 on anthracite being quoted by dealers of the twin cities. Large supplies of coal have been received since this figure was made, and it is thought it may drop even lower before winter.

The Cooper Fuel Co.'s building at Fond du Lac, Wis., was recently destroyed by fire. Almost the entire roof was destroyed and the whole of the interior damaged. The building was practically empty, and the fire is said to have been of mysterious origin.

Householders of Salt Lake City, Utah, are facing an advance of twenty-five cents a ton on bituminous coal, making the price \$5.25 per ton. The

difference is said to be caused by trade conditions at this time of the year. Hard coal is held at the same price, no advance having been made.

Anderson Bros., of Chetopa, Kan., recently opened up an office at Wichita, Kan., and are putting in a coal yard on the property at the corner of First and Wichita streets, formerly occupied by the Wichita Planing mills. They control their own mines and will handle all the better grades of coal.

Residents of several of the residence streets of Oshkosh, Wis., have organized a crusade against the use of soft coal for heating the high school. A petition has been drawn up and circulated, which will later on be presented to the city council, and it is hoped that body will take action in the near future.

City officials of Terre Haute, Ind., have recently purchased a house and lot in the rear of the electric lighting plant. They have sold the house and will have it removed shortly, after which they intend to store coal on the lot for a new light station, which they claim will insure better service than that last winter.

Frank C. Dickman, of Celina, Ohio, recently passed away at Los Angeles, Cal., where he had gone in search of lost health. Mr. Dickman's death came as a shock to his relatives, as he was thought to be improving. He was well known among the coal trade, having been associated with his father in the coal business for several years.



Eastern Retail Notes.

The city of Hartford, Conn., is to be supplied with coal by W. H. Miller at \$6.10 per ton for anthracite.

Two Columbia, Pa., coal yards were recently sold in that place, one bringing \$2,100 and the other \$2,030.

The Northern Central railroad, York, Pa., will soon make further improvements in its yards in that city and will also erect coal wharf for the loading of fuel on engines.

The Rudolph Reimer Coal Co. has been organized at Brooklyn, N. Y., with an authorized capital of \$50,000, the directors being Rudolph Reimer, Rudolph Reimer Jr., and O. E. Reimer, Brooklyn, N. Y.

The Franco-American Coal & Wood Co., of Waterbury, Conn., was recently incorporated with an authorized capital of \$10,000. The incorporators are Joseph M. Baril, Joseph Veillette and Victor Bernier.

The Sheely-Hensel Coal & Lumber Company was recently incorporated at Passaic, N. J., with an authorized capital stock of \$5,000, the incorporators being August Hensel, Austen W. Lewis, William T. Sheely and William H. Sheely.

The Scottsville Fuel Co., Scottsville, N. Y., was recently formed for the purpose of dealing in coal and wood. The authorized capitalization was \$4,000 and the promoters of the company are Thomas Brown, C. L. Hart and S. S. Brown, of Scottsville, N. Y.

Lackawanna coal sells at Greenfield, Mass., for \$7.25 a ton for cash within ten days and for \$7.50 if payment is delayed longer. The lowest price reached was \$6.85 during the summer. It is not thought there will be any further advance during the winter.

The Minersville Coal Co., Coal Creek, Tenn., has obtained a settlement with its miners. It is claimed, however, that only a few of the miners went to work under the new scale and that there is unity among the Coal Creek miners against a fifteen per cent reduction in wages.

The J. E. Fleming Coal Co. was recently organized at Newark, N. J., to engage in the wholesale and retail coal business. The authorized capital stock is \$125,000 and the incorporators are: James E. Fleming, Newark, N. J.; Percy B. Heilner, Elizabeth, N. J.; Lewis A. Powelson, New Brunswick, N. J.

The Weaver Coal & Coke Co. has recently entered suit against the Rhode Island Coöperative Coal Co. for the benefit of the Manufacturers' Fuel Co., of Chicago, and alleged the defendant owed the plaintiff a balance of \$1,863.77 for coal bought and delivered during the year 1903. Damages are placed at \$2,500. The suit was brought at Hartford, Conn.

Eli M. Upton, a prominent coal dealer of Rochester, N. Y., made an assignment a few days ago to Alvin T. Baldwin, of Buffalo. Two years ago it was estimated that Mr. Upton was worth more than a million dollars, but he had suffered severe losses in fruit and produce investments during the past few years, which it is said have forced him to the wall.

John S. McMaster, of Jersey City, N. J., has been appointed receiver of the New Weighing Barge & Coaling Co., of Jersey City, the complainant being the Automatic Coaling & Weighing Barge Company. It is said that the company's liabilities amount to \$26,000 and that it has no assets. The defendant company was incorporated in 1901 with \$4,000,000 capital.

Nearly half of the track of the Big Sandy extension of the Norfolk & Western railroad in Kentucky has been completed and it is stated that by the latter part of November the entire line will be complete. This branch is pronounced the finest piece of railroad building in the country, and will greatly facilitate the operations of this road in the coal carrying trade.

Stockholders of the Virginia Iron, Coal & Coke Co. and the Virginia & Southwestern railway recently held an important meeting at Bristol, Tenn., at which the following directors were elected: Grant B. Schley, Charles B. Squier, E. J. Berwind, George A. Crocker, New York; Walter Ferguson and Henry K. McHarg, Stamford, Conn.; and John B. Newton, of Bristol.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Piedmont & Potomac Coal Co. has recently sold its mines to F. A. Husted, of Cumberland, Md.

The Wheeling Coal Co., Washington, Pa., will shortly open up a large coal tract near New Cumberland, Pa.

The Franklin Coal Mining Co., Philadelphia, Pa., was recently incorporated with an authorized capital of \$50,000.

The Hazel Mountain Coal Co. was recently incorporated at Philadelphia, Pa., with an authorized capital of \$100,000.

The Whitestone Coal & Supply Pier Co. was recently incorporated at New York with an authorized capital of \$25,000, the directors for the first year being E. A. Keeler, Henry Plouth and William Wilson.

The Illinois Coal Co. was recently incorporated at Jersey City, N. J., with an authorized capital of \$10,000. The incorporators of the new company are: Charles R. Ganter, Waddell Catchings and James F. Fielder.

The National Coal Co., Butler, Pa., has recently purchased coal rights covering several farms near that place, including a mine equipment, for \$25,000. The new owners will commence development of new mines at once.

The Wheeling Center Coal Co., Wheeling, W. Va., was recently organized for the purpose of developing about 3,000 acres of coal lands in that state. The officials of the company are: President, George W. Crow, Uniontown, Pa.; vice-president, William F. Shaffer; secretary-treasurer, A. L. Hooten, of Moundsville.

The Provident Mining Co., of West Virginia, has been organized with an authorized capital of \$25,000, for the purpose of developing coal lands in Wirt county and vicinity. The incorporators are: Elisha Perkins, Harry Fahenstock, George A. Fleming, Edward Markel and Albert Fahenstock, all of Wheeling, W. Va.

General Eastern Coal and Coke Notes.

The collieries of the Lehigh Valley Coal Co. were idle during the whole of last week.

It is stated that coal prospecting will soon begin in the Pocono region in the vicinity of Allentown, Pa.

The H. C. Frick Coke Co. is about to erect two large reservoirs in the south end of Fayette county, Pa.

Prospecting for coal on Broad Mountain, near Pottstown, Pa., has once more been abandoned, having been pronounced useless.

The Westmoreland Coal Co., of New York, recently declared a regular

dividend of three per cent and an extra one of two per cent, both payable October first.

The Pennsylvania Coal Co. is making extensive improvements at its No. 14 breaker at Pittston, Pa. A new equipment is also being installed at its No. 16 washery at Pittston.

At Morrisdale, Pa., recently 500 miners struck because the company required them to push the cars, a condition which they claimed was not imposed by the Altoona scale.

The Pittsburg Terminal & Coal Company has sold its mines to the Wabash railroad and the supposition is that the mines will be operated by the Pittsburg Coal Co.

Property of the Meager Coal Co. at Meyersdale, Pa., was recently destroyed by fire. The blaze is said to have been of incendiary origin and the loss is estimated at about \$2,000.

An expert was employed recently to test the scales of the Barnum colliery at Pittston and that of the Pennsylvania Coal Co. at Old Forge, Pa., to settle the scale dispute between the miners and their employers.

The Koohinoor Colliery, near Shenandoah, Pa., is being greatly improved by the Philadelphia & Reading Coal & Iron Co., and recently resumed operations with a force of nearly 300 men, after having been idle for seven weeks.

The East Ridge Colliery on Mine Hill mountain, near Scranton, Pa., will be abandoned this winter on account of the veins being worked out. Over three hundred men will be thrown out of employment when this operation closes.

Coal shippers in the region of Philadelphia refuse to pay car service charges and complain of lack of cars. The railroads have, as yet, not attempted to sue for collection, but there is trouble brewing now of a very serious nature.

The Campbell Coal Co. has recently opened up spacious offices in Knoxville, Tenn., in the Empire building, in charge of Crowell Campbell. The company operates extensive mines at Oliver Springs and in the Sequatchie Valley.

Coal was discovered on a farm near DeKalb, Miss., recently. T. E. Hopper has used this coal for some little time in his blacksmith forge with fine results and has had it analyzed by the state chemist, who pronounced it of good quality.

The coal chutes of the New Jersey Central railroad at Ashley, Pa., were recently destroyed by fire, entailing a loss of several thousand dollars. It is thought that a spark from an engine caused the conflagration, as the chutes were saturated with oil.

Three additional steamers are soon to be built for the Dominion Coal Co., of Montreal, Canada, which are to be used in the coal trade between

Delaware, Lackawanna & Western Railroad Co.

MINES AND CARRIES TO MARKET

SCRANTON COAL

S. C. SCHENCK, Agt.

Shipments "All Rail," and from yards and docks at Chicago and Toledo.

Soft Coal Department: BLACK BAND
Mined in West Virginia.

NOTE! Not genuine unless invoice is accompanied by certificate from this office.

C. L. DERING,
Manager Chicago Office,
1000-10 Old Colony.

When you buy "SCRANTON"
be sure you get the GENUINE
D. L. & W. Scranton.



CATLIN MINE, SPRINGFIELD, ILL.

If you wait too long

before getting in a supply of coal you may have considerable trouble in securing prompt shipment. Better let us quote you now.

Springfield, Wilmington, Carterville, Hocking, Splint,
Pittsburg No. 8, West Virginia, Kanawha,
Old Hickory, Low Vein Block.

JONES & ADAMS CO.,

Miners and Shippers,
GENERAL OFFICE, 355 Dearborn St., CHICAGO, ILL.

Sydney and Montreal. They are to be of steel and will have a capacity of 650 tons dead weight and a speed of ten knots.

The Wharton Coal & Coke Works, at Coral, Pa., recently suspended operations indefinitely, throwing several thousand men out of employment, most of whom have families dependent upon them. The low price of coke and the overproduction of coal caused the suspension.

John A. Weir, of Green Ridge, Pa., has assumed charge of the Scott shaft at Mt. Carmel, Pa. Mr. Weir has been identified for a number of years with the Pennsylvania colliery, rising from the position of slate picker to inside foreman, a position which he held for some years.

Breaker boys at the Beaver Brook colliery, near Wilkesbarre, Pa., refused to join the union recently, which resulted in a sympathetic strike of the other boys employed at the colliery, causing the mine to be shut down and throwing several hundred men and boys out of employment.

The indications are that work will soon be resumed on the Greene county branch of the Wabash railroad, near Washington, Pa. It is also stated that mines will be opened up by the Pittsburg & Washington and Pittsburg & Southwestern Coal companies in Independence townships on the new road.

A fatal explosion occurred recently at the Primrose mine of the Lehigh Valley Coal Co., two men meeting death and several others sustaining very grave injuries. The explosion was caused by a rush of gas in a chute which the men were forbidden to enter, in which they attempted to place their tools.

It is stated by an official of the Lehigh Valley railroad that W. H. Sayre, general sales agent of the Lehigh Valley Coal Co. is not to be retired shortly, as was announced recently in some of the daily newspapers. There are no changes contemplated in the personnel of either the coal or the railroad company.

The Delaware, Lackawanna & Western makes the announcement that it will in the course of a few years have cleared away all the culm piles in the vicinity of its collieries, as it has begun the work of filling up all the abandoned mine workings and will use up not only the waste culm but all other refuse, which will improve the looks of its properties very materially.

The fire in the Lackawanna colliery at Avondale, Pa., has at last been extinguished after a stubborn fight of three weeks. It is probable that no fire in the anthracite region has been so vigorously fought. Immediately upon its discovery, all the miners who had undergone a like experience were summoned to help fight the flames, and were kept at the colliery until the danger was over.

Southern Coal and Coke Notes.

New Southern Enterprises.

The O'Neil Coal & Coke Co., of Louisville, Ky., has completed plans for new elevators.

The Alabama Coal Co., of Galloway, Ala., was recently incorporated with an authorized capital of \$50,000.

C. Jutte & Co. will shortly erect a coal dock and tipple at New Orleans, La. The work will cost about \$200,000.

The Atlas Coal Co., Louisville, Ky., is erecting a new elevator and whirler at its property on Sixth street, which it is said will cost about \$25,000.

Coal has been discovered on the Neal land, on White's Creek, Tenn., and there is every indication of a large vein of coal in the spur of the mountain, which will be developed shortly by Robert Clark, of Glen Alice, Tenn.

The Dixie Coal Co., of Gatliff, Tenn., has begun active operations on its property. This company controls between 2,000 and 3,000 acres of coal land on Rich and Log mountains, to which the Louisville & Nashville railroad has a branch line nearly completed.

The Kentucky Development Co. was recently formed at Owensboro, Ky., with an authorized capital of \$50,000, for the purpose of doing a general prospecting business and to purchase or lease coal and other mineral lands of any kind and to develop and operate mines.

The Verdigris River Land Co. was recently incorporated at Terre Haute, Ind., with an authorized capital stock of \$500,000 for the purpose of developing coal lands, which it recently acquired in Chelsea, I. T. The incorporators are: D. W. Henry and Moses McGilvery, Terre Haute, and Robert Taylor, M. A. Hadden and Ward Hawkins, of Sullivan, Ind.

An 800,000-bushel coal tipple is in process of construction for the Chesapeake & Ohio railroad at the Kineon coal terminal, Cincinnati, Ohio. The tipple was made necessary on account of the contract for 30,000,000 bushels of coal which the Kanawha Coal & Coke Co. has secured from the Cincinnati Gas & Electric Co. The work, it is thought, will be completed the latter part of the year.

General Southern Coal and Coke Notes.

The Virginia Anthracite Coal & Railway Co. has completed its railroad to Blackburg, Va.

It is stated that valuable coal deposits were discovered recently near Walter, Ala., which will undoubtedly be developed at an early date.

The operators and miners of the Spadra anthracite coal district, in Arkansas, met recently for a conference as to the wage scale for the ensuing year.

The miners in District No. 19, United Mineworkers, Knoxville, Tenn.,



DICKSON & EDDY,

General Sales Agents,
No. 17 BATTERY PLACE, NEW YORK.

SCRANTON COAL COMPANY,

SCRANTON, PA.

Operating Capouse and Pine Brook Collieries, Located in
the City of Scranton.

Yearly Capacity, - 800,000 Tons.

Now shipped over the New York, Ontario & Western Railway.

G. C. BOWMAN MINER and SHIPPER

ANTHRACITE — COKE — BITUMINOUS

SOLE SHIPPER

"Avoca" (Pittston District). "Lopez" (Bernice District).

MINE AGENT

"Buck Mountain"

"Big Vein Lehigh"

"Wilkes Barre"

"Perfection" Smithing

"Best" Gas

"White Oak Steam"

And other grades Anthracite And other grades Bituminous

Connellsville, Latrobe, Gallitzin and West Virginia Coke.

ADDRESS ALL COMMUNICATIONS TO 119 WILLIAM ST., PITTSBURGH, PA.

Anthracite Shipments made by Rail or Water via P. R. R., P. & R. R. R.,
L. V. R. R., Erie R. R., and their connections.

THE ST. LOUIS AND BIG MUDDY COAL CO.

PRINCIPAL OFFICE,
CARBONDALE, ILL.

CAPACITY

2,500 TONS DAILY.



MINES NEAR CARTERVILLE, Williamson County, Illinois.

SOLE
PROPRIETORS
HURRICANE
COAL

A 600 ton daily capacity
Luhrig Coal Washing
Plant operated in con-
nection with mine.

HURRICANE COAL

Trade Mark.

have rejected the operators' proposal to reduce the wage scale about seven per cent.

The coal elevator of Otto Hoffman, at New Albany, Ky., was recently destroyed by fire, entailing a loss of about \$1,200, partially covered by insurance. The origin of the fire is unknown.

The Tennessee Coal, Iron & Railroad Co., it is reported, is increasing its output in Alabama rapidly. A few days ago 1,100 tons of coal were mined at Blue Creek and Blockton in a single work day.

A. B. Hamilton, while drilling for coal near Lamar, Ark., recently found a twenty-inch vein in the same region as the Spadra anthracite mines and it is believed that coal will be found in large quantities in that region.

A great deal of coal and coke is now being shipped from La Follette, Tenn., which was partially destroyed several months ago by fire. A number of coal mines are being opened along and near the Louisville & Nashville railroad.

Nashville, Tenn., capitalists are showing a decided interest in the coal mines near Monterey in that state and it is expected that within a few weeks mines will be opened there, as the coal is of a good quality and easily developed.

A good quality of coal has been discovered on the farm of R. D. Williams, Mineola, Tex. It is said to be a better quality of coal than that produced by the Alba mines in that vicinity and is supposed to exist in large quantities.

The miners and operators of the Spadra anthracite district recently met at Fort Smith, Ark., for a conference to agree upon a scale of wages for the ensuing year. The miners want the district placed under the same conditions as those governing the balance of the interstate district.

Coal shipments from Lambert's Point, Va., are unusually heavy. The coal is transported principally in barges and schooners. It is believed that the shipments of bituminous coal from this point during the year will reach the three million-ton mark. It is also reported that another pier will be built at the Point.

The fire at Recders' mines, Birmingham, Ala., is still raging and the miners are afraid to enter the workings again, as some of them were nearly suffocated with smoke on attempting to enter them a few days ago. The mines belong to the Tennessee company and it is roughly estimated that the loss will foot up to over a million dollars.

Literary Notes.

The picturesque personality of Thomas W. Lawson is well to the fore in the October issue of *Everybody's Magazine*. Not satisfied with the allowance of space given to his "Frenzied Finance" in the body of the magazine, he has burst the bonds of editorial convention and appropriated several pages in the advertising section, part of which he uses to reply to the scores of letters and inquiries which his remarkable articles have brought him. He deals with his critics in much the same spirit he handles the financiers—without gloves. Incidentally, the October issue of *Everybody's* is 550,000; the issue of September was 425,000, and a second edition had to be printed. The October instalment of "Frenzied Finance" is devoted to John Edward O'Sullivan Addicks, through whom Mr. Lawson first encountered Standard Oil and H. H. Rogers. There is nothing mild or conventional about his description of the Delaware statesman. It is a terrific and ruthless indictment of the man and his methods, supported by specific details and incidents, and set forth with the same vivid art which characterized the study of H. H. Rogers in an earlier number. The description of Addicks' capture of Boston and its gas companies is one of the most grimly humorous and entertaining pictures Mr. Lawson has yet given. Otherwise *Everybody's* is as timely and entertaining as ever. The several articles are all about topics decidedly before the public at the moment. The flying-machine contest is on at St. Louis, and we have here "Flying Up To Date"—a simple statement of the problems which Langley, Santos Dumont, Maxim, and Professor Bell are striving to solve. Lindsay Denison describes how "The Fight for the Doubtful State" is conducted. Paul Severing tells of the great chess champions now battling for supremacy at the World's Fair. In the harvest month it is interesting to see and read "Harvesting the World Over," by Will Irwin, of course plentifully illustrated. There are eight short stories beside a vital instalment of Hall Caine's "Prodigal Son," which grows more powerful as the plot develops.

The Booklovers' Magazine is not only a magazine that entertains. It instructs. It does so by means of articles by authors whose words carry weight, and by an array of illustrations that crystallize the text into a glance. There is a picture on almost every page of the October number, and every picture is significant. People who like to know how things are done, and something of the people who do them, will find a group of very interesting articles in the October number of *The Booklovers' Magazine*. Joseph M. Rogers explains all about "Running a National Campaign" in a paper which is illustrated with some characteristic pictures. Harold Bolce's contribution is on an unusual subject, "The Invasion of the Gold-Ships," descriptive of an entirely new and revolutionary method of gold-mining by ships that literally sail on land. One of Mexico's most widespread and lucrative industries is the culture of the century plant for the purpose of tapping it for pulque—the national drink of Mexico. This is described by G. Cunyngham Terry in an illustrated paper entitled "A Great Mexican Industry." The lighter side of business is touched on by Sigmund Krausz, who writes about "Little Tricks of Our Foreign Cousins." Wonders of the earth and sky occupy a prominent place. "The Life-History of a Star," by Waldemar B. Kaempfert, is a popular, untechnical account of the genesis of the gems that stud the evening sky, and is illustrated by some striking photographs taken through the great Yerkes telescope. The variety and beauty of cloud-formations have been caught by the camera of William S. Rice, who tells how he climbed Mount Tamalpais to get the beautiful pictures that accompany his article, which is entitled "Above a Sea of Clouds." A rival to the famous Mammoth Cave is described in a brief article entitled "The Colossal Cavern," which is appropriately illustrated. Literature and the drama are well represented in the October number of *The Booklovers' Magazine*. Robert Shackleton in an article, "When Shakespeare Went to Italy," argues ingeniously that the many references to Italy in his plays were the fruit of the great poet's own observations at first hand.

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THE BLACK DIAMOND

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General Review of the Markets.

The coal trade of the country this week is waiting on weather conditions. The lull between the early fall buying and the late fall or winter consuming demand has occurred and those householders who have not ordered their coal are now waiting until such time as the temperature reaches a point where it will be obligatory, not voluntary. Under these conditions the market is colorless and reflects as to details much the same conditions as prevailed last week. The only significant feature comes from the western states, where there is more or less accumulation of fine coal at all points and where this continues to be the absorbing problem as well as the question of disposing of it. The condition referred to seems to have grown in extent and there is scarcely a western market of prominence in which there is not a glut of fine coal. Even at Lake Superior dock points there is considerable complaint on this score to the effect that fine coal has accumulated and is taking space which could very well be utilized for the storage of anthracite and the higher grades of bituminous coal. In the eastern states fine bituminous coal does not seem to be such a factor, but its place as a troublesome proposition is taken by the steam sizes of anthracite, which are not moving readily at this season of the year and now and then show an accumulation in the producers' hands.

On a comparative basis, however, the situation as to anthracite small sizes is not so bad as that with reference to bituminous fine coals. Anthracite can be stored until such time as the market recovers sufficiently to absorb it, while bituminous fine coals are dangerous when stored, due to the possibility of spontaneous combustion. This is especially true where conditions are as at present and the producers have made no preparation for such a contingency owing to the fact that it occurs infrequently. The mine operators of Ohio, West Virginia, Illinois and Indiana have no storage facilities for their fine coals, for it is seldom they are ever called upon to "dump them" at the mine. As a matter of fact, when they face such conditions as at present, the only alternative is to dump them on the bare ground in as thin a pile as possible. And even when they are dumped in this way, if there is a severe rain storm, followed by a few days of warm weather, which sets the coals to steaming, the interior of the pile is very often likely to ignite and it will cost more than the coal is worth to prevent the fire from spreading and becoming a menace to the adjoining property.

In the west, so far as lies within their power, the rail lines have adopted means of relieving the car congestion at Chicago and other points made up of an accumulation of fine coals. They have embargoed operators and in most instances are refusing to accept any shipments, unless the final destination is given at the time that the coal is ordered out from the mine. By adopting this policy it is believed that the congested terminals will be relieved, although the work of relief is very slow, owing to the fact that consumers of screenings and slack have been attracted by the low prices ruling the past six or eight weeks, and wherever they have storage room have taken in fairly large supplies. The market affords no encouragement of immediate relief and, as a matter of fact, if it clears by the first of the year so that this grade of coal will bring the price which it should command it will be doing very well.

Fine Coal Market Will Not Recover Before First of the Year.

This is especially true, when it is considered that as soon as there is any hope of effecting a sale where screenings have been dumped and can be reloaded they will be forwarded to market. There seems to be no question but there will be all the fine coal required in the west for some time to come and that the problem of disposing of it must be a serious one. If the railroads use discretionary power in accepting these shipments for the next few months it will have an effect toward preventing a similar congestion to the one being experienced now, but they will be obliged to take prompt action whenever there is any appearance of trouble or a likelihood of it.

In the anthracite trade this week most of the collieries in the region are working on full time this week, and it is believed that only slight interruption to production will occur until after the first of the

year. Operating companies are preparing to accumulate some coal for the first cold weather which occurs, knowing that at that time there may be a temporary rush of orders from factors in the trade who have not yet taken in coal, and who will require supplies with as quick dispatch as possible. In the eastern branch of the anthracite demand it also seems assured that there will be a fair demand from the shoalwater ports the latter part of the month, and possibly some reorders from the coastwise trade where stocks have been depleted, due to the buying of consumers. The line trade in the east continues to keep up well, many dealers taking in coal now which they unload into their delivery wagons to prevent the cost of rehandling it from cars to storage and from storage to wagons. The chillier weather the latter part of the week in the east will undoubtedly have considerable influence on the retail movement, and as the temperature will probably continue to lower with the advancement of the season, it is believed the dullest part of the year is now past. Movement from the mines to tide is made in good time and water freight rates are on a reasonable basis.

Anthracite Trade is Quiet But Steady.

In the western anthracite trade the demand from shippers during the week has been inclined to be light. Dealers are not sending in reorders except in the extreme northwest, where it is reported that buying is increasing and business is reaching a good volume. There is talk of a serious car shortage in that region later on and the first effects of it are already being felt to some extent where docks have difficulty at times in getting sufficient empty cars for loading purposes. The season in the northwest opened this fall later than usual, and the outlook seems to favor a good volume of business in that territory from now until toward the close of the winter. There is still some complaint from the head of the lakes of a congested condition at the docks which prevents the prompt discharge of cargoes arriving at that point, but from all the reports that can be obtained it is probably not as bad as it was a couple of weeks ago. The forwarding from Buffalo to western points of anthracite continues below the figures recorded for the corresponding period a year ago. As most of the docks have plenty of coal for immediate requirements, this is not causing much apprehension, except in a few quarters. Western all-rail shipments continue to come through in good time and are sufficient to meet all requirements as a general thing, although now and then it is reported that a company here and there is temporarily short of one or more of the leading sizes demanded at this season of the year.

In the bituminous trade, aside from the depressed condition of the market on fine coals and the oversupply of this commodity, prices are on a steady basis and, generally speaking, the requirements of buyers and consumers are increasing. In the smokeless region of West Virginia there is a heavy production of all the standard coals, which are moving in about a normal tonnage to coastwise and western markets. The Fairmont region of the same state is also active and production is reasonably heavy, although prices are not as high as it was expected they would be at this season of the year. There is still some complaint from the central Pennsylvania region of the conditions as to wage scale which are proving a handicap to the operating interests. In the western Pennsylvania field there continues to be a heavy movement to lake ports, the only source of trouble being that which results from a short car supply, due to the increased demand for transportation facilities for iron and steel products. It is probable the principal operating interests in that field will be kept busy until the close of the lake season and in the meantime there will occur the fall rise in the Ohio river, which will enable heavy shipments to be made south. As there is a strike of miners in Kentucky, Tennessee and Alabama, which promises to be a long drawn out affair, the southern demand for coal this winter will probably be heavy and will aid materially Pittsburg and Ohio river shippers. Ohio, Indiana, Illinois and Iowa coals are being produced in sufficient quantities to meet the demand and hold to a steady basis for the leading domestic and steam grades.

Reports from Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., Oct. 7.

Weather conditions are the principal factor governing western coal markets this week, and due to the fact that the temperature has been close to that usually experienced in August, instead of that which obtains in October, demand has been quiet. Of course, the volume of business has been augmented over that in August, but at the same time it has not been as large as normal at this season of the year. It will require very chilly weather and the prospect that it will continue to inject much life into the situation, when that comes then most of the bituminous and anthracite factors in the trade expect there will be a good business and lots of it, but even the most optimistic are not now predicting much of any change for the better until there is winter weather.

In the western anthracite trade conditions are about the same as they have been for the past six weeks. Possibly some of the shippers have not experienced quite as heavy a demand during the past week as they did during the first week in September, as there were then some dealers and consumers who were taking in coal. Now, those who are short of the product belong to that class which fails to take in supplies until it is absolutely necessary, and as a consequence orders are scattering and mostly for small lots to piece out stocks or to make deliveries direct from the car so that storage stocks can be held intact until later in the season when transportation may interfere with the prompt movement of coal.

In the bituminous trade the west is still suffering from an oversupply of fine coals, including screenings and slack. The situation as to price in Chicago, which has been the principal sufferer, was no worse than it was last week. On the other hand, it can not be said that it has grown any better. Western producers who do not have their output of fine coals sold are dumping them at the mines, which, of course, is preventing the situation from growing any worse. The movement of the congested supplies at terminals, however, is unusually slow, and although efforts have been made during the week to reduce the number of loaded cars on track, the headway made has seemed to have no appreciable effect on the situation.

Outside of screenings, other descriptions of bituminous coal hold fairly steady as to price and demand. The volume of business coming in to the principal shippers is ragged, however. One day there is a good run of orders, while on the next day complaint is made that there is practically no business. Dealers have absorbed sufficient stocks in most instances to meet the first rush of orders that will come with the advent of cold weather, but if there is any continued demand they will be obliged to reorder in an effort to maintain fair stocks of bituminous coal. With reasonably severe weather this should result in a marked improvement in business, especially if car supply is short and there is difficulty in getting the coal forward.

Western Anthracite Demand is Fair, but not Heavy.

In the western anthracite trade retail demand is fair, but not as heavy as was expected at this time of the year, and, accordingly, the demand from dealers and wholesalers is very quiet as a rule. Sentiment as to actual conditions this week seems rather indefinite, and but very few of the western shipping agents will concede that demand is up to the point it should reach at this season, or that it meets their expectations. The movement thus far, however, has been light as compared with last year, and accordingly there is no apprehension but what all the coal which has come forward and will be forwarded before the close of navigation can be disposed of. In some quarters there still exists also the feeling that when the season is well under way, owing to the smaller tonnage that has been taken thus far this season by householders and dealers, difficulty will be experienced in some cases in securing anthracite when it is required. This is especially true at the head of the lakes where arrivals during September were comparatively light and where shipping agents are now more or less hampered in taking in coal by the oversupply of fine grades of bituminous coal which have accumulated there and for which it is difficult to obtain a market. These fine grades take up dock room which could be utilized to advantage by the shipping companies in storing anthracite. Receipts of the latter at Duluth and Superior for September will probably not exceed 130,000 to 150,000 tons, according to the figures of Buffalo shipments, whereas they should have been nearly 225,000 tons to accumulate anything like the tonnage of a year ago, assuming that normal shipments will go forward this month and next.

In the territory contiguous to Chicago there is no special demand from any one direction. Dealers who are buying anthracite are quite generally those who prefer to unload direct from cars into their delivery wagons and deliver to consumers. This plan is generally followed at this season of the year to obviate the trouble involved in handling the coal from cars to storage and thence to wagons, the storage coal accumulated during the summer being saved till later in the season when transportation will prevent prompt dispatch on current shipments. All rail trade seems to be taking the most coal in sizes demanded at this season of the year, namely stove and chestnut, but even this branch of the trade is not as actively in the market as it was a short time since.

Retail business in the larger cities is giving the most hopeful indication of the future. Dealers report a fair run of orders, and while they are not in the same volume they were a year ago, they are increasing slightly from week to week, which is a satisfactory indication of the future.

In the bituminous trade screenings and slack seem to be the cause of most apprehension in several quarters, while advances which would have occurred in prices on domestic coal, if the market had been more active, have not been put in effect and probably will not be until the fifteenth instant or the first of November. Usually these advances occur either September first or October first, and the delay in putting them in force shows the backwardness of the trade at this time.

Western Conditions as to Fine Coals.

The situation as to fine coals is extending over a greater portion of the west. A week ago it was confined largely to the rail terminal points, but

now some of the dock interests are complaining that the situation is one which is causing them some trouble and perplexity. At Superior points the demand for bituminous fine coal has been comparatively light for the last thirty or forty days, but shippers have been of the opinion all along that with the advancement of the season it would show an improvement and would speedily right itself. While the surplus at Duluth and Superior is not nearly so large as at Chicago, even in proportion to the tonnage of the two markets, it is of such volume that it is more or less of a handicap. At present it is taking up dock room which could be utilized to good advantage, and when it is known that the returns from screenings generally are small per ton, it is evident that the shippers there are something like the operators in Illinois and Indiana—better off without them than they are with them.

To relieve the Chicago situation on this class of coal, one of the main north and south lines refuses to accept shipments of screenings, with the consequence that nearly all of the operating companies are dumping them at their shafts. Other roads are restricting the movement to a very noticeable extent and are accepting shipments, in many instances, only where final disposition accompanies the shipping order. The accumulation at Chicago terminals is being reduced very slowly, however, and it will require some time to dispose of the coal on hand at the present rate. There is still talk of dumping this coal later on and disposing of it when market conditions will warrant, but whether this will ultimately be adopted or not depends upon the exigencies of the situation. If they can be sold without resorting to the dumping process probably that will be the last resort, but if they can not then terminals will be cleared by adopting this plan. The situation naturally continues to be a most perplexing one, but the main solution of it must depend upon the rail lines who permitted such a congestion to occur.

Domestic Grades of Bituminous Coal Hold Steady.

In the better grades of bituminous coal the change from last week has been very slight. Smokeless coals in western markets hold to about a steady level on the circular basis. Standard New River and Pocahontas are held fully up to the circular by the leading shipping interests and occasional complaint is heard from these sources that shipments are not sufficient to meet orders in hand. There is one feature of the situation, however, which is attracting attention and which should be carefully safeguarded against. Some of the smaller smokeless shippers are again sending coal to the Chicago market without its having been ordered. Where such coal is received it frequently is sold under the circular basis to prevent car service. Even the smaller operators should be careful about shipping too much unsold coal to western markets. Should it begin to crowd demand a recurrence of the disastrous conditions of the early part of August would speedily come. Tug River thin vein coal holds about to the basis as last week, \$1.90@2.00 f. o. b. Chicago. Smokeless lump and egg are still in short supply with most of the new business on the basis of \$2.00 f. o. b. the mines or \$4.00@4.05 f. o. b. Chicago. Splint coal is held a trifle firmer by some of the larger interests, with Kanawha quoted at \$3.25@3.30 to the trade in open cars and \$3.35@3.40 f. o. b. Chicago in box cars. Demand is increasing, especially in Chicago, where splint coal heretofore has not had as wide a sale as it should have had. Marmet City splint is quoted at \$3.25@3.35 on the Chicago, f. o. b. basis, with Crown Hill holding to about the same basis. Winifrede splint is quoted at \$3.55 f. o. b. Chicago in box cars.

Fairmont coal is kept under close control and is quoted at about the same range of prices as last week. Three-quarter is held on the basis of \$2.75@2.80 f. o. b. Chicago, and inch-and-a-quarter at \$2.85 on the Chicago f. o. b. basis. Four and six-inch domestic lump is held at \$3.25@3.40 f. o. b. Chicago.

Coals coming from the western part of Pennsylvania rule on the same basis as formerly. Youghiogheny three-quarter is not in over-supply and is held at \$2.90@3.05 f. o. b. Chicago. Shipments are kept well under control and the market is steady. Pittsburg No. 8, for steam purposes, is also kept closely under control, with prices ranging at \$2.65@2.75 f. o. b. Chicago.

On Hocking coals the market is steady at the former range of values. Hocking lump is held at \$3.00 f. o. b. Chicago, all-rail, and at dock points at \$3.05 f. o. b. the docks for screened lump coal. There is a rumor that practically an advance of fifteen cents a ton has been agreed upon at the mine to become effective October fifteenth. Much will depend upon conditions in the meantime, however, as to whether this advance is made effective.

Western Domestic Coals Rule Steady.

In western coals Carterville holds steady on shipments to the country trade at the previous range of prices. Six-inch lump is held at \$1.75 f. o. b. the mine, with egg held at \$1.65 f. o. b. the mine. Demand from the country is said to be steady at this range of prices. Run-of-mine Carterville coal is not being made to any great extent at present. Screenings range at twenty-five to thirty-five cents a ton at the mine. The desirable grades of Linton domestic lump are held at \$2.00@2.25 f. o. b. Chicago. In some cases where preparation is a factor slightly higher figures are obtained. Sullivan and Greene county lump in the well prepared grades of domestic lump are held at \$2.10@2.40 f. o. b. Chicago, according to preparation and vein which is mined. Semi-block coal is held at \$2.50@2.60 f. o. b. Chicago. Brazil block coal holds to the former range of \$3.05 f. o. b. Chicago, and is reported very firm with demand increasing.

In the steam grades of coal the range for Sullivan and Greene county and Springfield is unchanged from last week. Clinton inch-and-a-quarter lump rules at \$1.65@1.70 on the Chicago f. o. b. basis.

Mine-run has been reported as slightly weaker at times during the week, some Sullivan county having been quoted under \$1.60 f. o. b. Chicago. Northern Illinois third vein coal is held at former figures at \$2.50 f. o. b. the mine for chunks and \$2.40 f. o. b. the mine for lump.

In the coke trade there has been no change. Demand is steady in the

west, but not large, and with shipments restricted prices rule unchanged on the basis of \$4.65@4.75 f. o. b. Chicago for seventy-two-hour foundry coke. Gas-house coke holds steady on a basis of \$4.00 f. o. b. Chicago, with Marmet gas coke held at the same figure.



The West Virginia Mining Field.

WHEELING, W. VA., Oct. 6.—(*Special Correspondence*).—The demand for coal is better, but the low prices give no evidence of improvement and it is the matter of prices which is chiefly interesting the operators, since they do not seem to be making any money on coal sold as low as it has been for the greater part of this year. Gas-house coke for domestic use is the only bright spot. It is bringing \$1.90 and \$2.00 f. o. b. Wheeling, which is an increase over the prices during the summer months.

Fairmont coal still sticks at ninety cents for run of mine; \$1.00 for three-quarter and \$1.20 for lump. In the Fairmont region the car supply has been showing ups and downs and last week a 300-car supply daily was the rule. The supply is better this week, but must be classed under the head of fair.

While the weather has not been real cold the tendency that way and the resumption of some steel mills and iron furnaces have helped improve the demand for coal. Fear that coal will be harder to get later in the season and also the fear that prices may go up are other factors in increasing the demand.

It is noticeable that throughout West Virginia the unionized mines are idle compared to those operated non-union. This is true in districts where there are individual mines to show the contrast, and the fact presents its own conclusion.

A conference of officials composing the first subdistrict of District No. 17 has just closed at Charleston. The sub-district embraces local unions in the Kanawha field and the meeting was brought about by the attitude of the Kanawha Operators' Association relative to continuing the scale which does not expire until 1906. The operators signed this scale in good faith, but changed conditions and the competition from non-union mines in the same locality or adjacent fields have made it imperative that they be relieved from certain restrictions. The feeling that there should be a change has been growing in that district for months.

Conference Held in Kanawha District to Consider Scale.

The results of the conferences of the miners' representatives has not been disclosed and all they will say is that there will be a better understanding arrived at. From another source it is learned that they took the stand that the scale should be enforced as originally drafted.

This decision would mean that the miners prefer to take the risk of continued idleness of union mines with the disastrous effect on the workers, rather than accept a compromise that would cause these mines to be steadily operated and place the union workers in as good a position to earn a living as is enjoyed by the non-union miners.

Kanawha district, through its union control, is very dull. The same condition is shown in that part of the Chesapeake & Ohio territory in the New River field where union control is in evidence. The rest of the New River field is working, while along the Norfolk & Western, where the unions have very little or no control, the output keeps up at normal and could be increased proportionate to the demand. Nobody will affirm that there would have been the same activity in the Fairmont district had there been union complications experienced in some other fields.

Uniontown, Pa., people have organized another company to develop coal land in Marshall county, W. Va., under the title of the Belton Coal & Coke Co. The company owns 7,000 acres near the town of Belton and will have to depend on all-rail shipping. The Pittsburg seam will be worked and a West Virginia charter will soon be applied for.



The Twin City and Northwest Coal Market.

MINNEAPOLIS, MINN., Oct. 5.—(*Special Correspondence*).—Receipts and shipments of coal at Minneapolis as reported by G. D. Rogers, secretary of the Chamber of Commerce, are as follows: August—Receipts, 38,440 tons; shipments, 1,537 tons. September—Receipts, 49,432 tons; shipments, 506 tons. For the same months last year the figures were: August—Receipts, 40,783; shipments, 1,898 tons. September—Receipts, 40,806 tons; shipments, 971 tons.

Superior promises to take front rank among lake ports in coal receipts again. This standing will make that city the chief distributing point on the great lakes. Just now receipts have slackened for lack of dock room and light rail shipments out. But figures for seven months show the city to be far in the lead in coal receipts and the outlook for the remaining months is at least proportional.

Receipts of Coal at Superior to be 3,000,000 Tons.

With October and November in view and the docks being cleared off there is a chance that enough coal may be received to bring the total for the year close to 3,000,000 tons, about the same as last year.

Government figures are given for many ports on the lakes showing the receipts up to August first. These ports include practically all those receiving any coal at all and of these Superior is away ahead. Up to the time the report was issued Superior had so far this year received 1,009,882 tons.

During August, after the report was issued, Superior received more than 570,000 tons of coal or more than Duluth had received all season up to the time the report was issued. This makes Superior's total up to the first of October practically 1,600,000 tons with every prospect that the close of this month will see the receipts more than 2,000,000 tons up to that time.

Coal has been discovered near Sault Ste. Marie. Capitalists have obtained options on hundreds of acres of land in the neighborhood. Charles S. Osborn, former railroad commissioner, has land on which coal is supposed to exist and several persons have tried to get options on the property. Eugene

Menard, founder of several coal and oil companies which have been successful, who discovered oil on Manitoulin island, has experts at work and displays samples in his office.

Last winter a blacksmith stumbled on outcroppings of coal and supplied his shop with native fuel. The discovery leaked out and prospectors got busy at once. One of the indications of the deposit is a sulphur spring in the locality, the bottom of which has never been found. The odor of sulphur is noticeable for hundreds of feet in every direction. At night a phosphorescent light rises above the treetops and can be seen for some distance. If the coal find proves valuable, the Soo will be more attractive to manufacturing concerns than ever.

Briquetting Problem for Lignite Solved.

Gen. W. D. Washburn, president of the Washburn Lignite Coal Co., believes he has solved the briquetting question to such an extent as to make lignite a strong competitor with bituminous coal for steam and domestic use. A plant equipped with the new process will be built in Minneapolis at once. It will have a capacity of fifty tons a day.

The new machine was devised by William de la Barre, the engineer who has been so closely identified with Washburn and the water power interests. He obtained information in Germany as to the prevailing partially successful methods. Subject to suspicion, he had difficulty in learning much, however. Returning to America he bethought himself of the tar in lignite which could itself afford the binder. The principle of the new machine is a sweating process which takes the tar out of the heated particles and sticks them together. After the coal is ground and heated it is run through a pipe and compressed into briquets about the size of a man's hand.

Sneak thieves seem to have special design on coal men in the twin cities. Last week some daring marauders visited the home of E. N. Saunders, president of the North Western Fuel Co., at St. Paul, and a few days later entered the home of J. Burt, superintendent of yards, at Minneapolis. From the Saunders home about \$5,000 worth of jewels and silver plate were removed by the porch climbers. At the Burt home the thieves managed to get away with about \$200 in money and jewelry. In the first instance the robbery was during the dinner hour; in the second it was at night.



Kansas City and the Missouri River Trade.

KANSAS CITY, MO., Oct. 6.—(*Special Correspondence*).—The proposed increase in coal prices on October first was not made and summer quotations still prevail in Kansas City. The continued warm weather and the light demand for coal caused the dealers to fear that an advance in prices would not have a stimulating effect on business at this time. It is now intended to raise prices on bituminous and semi-anthracite coal October fifteenth, and possibly sooner, if a cold wave would only come to the aid of the gloomy dealers.

August weather, almost, is being experienced in Kansas City and the west and southwest. It is not cold enough in the mornings even for a grate fire and consequently the domestic trade is very light. Retail dealers have no rush orders for coal and their trade is confined to the wise householders who are buying now because prices are low and because they know that a drop in the temperature with a quick advance in prices, is inevitable.

The coal business is not what it usually is or should be at this season of the year, but operators and dealers are hopeful that with a heavy demand later in the season they will make up for the light trade thus far. Coal is being handled at a very narrow margin of profit and were it not for the reduced wage scale paid miners this season, it would hardly pay operators to keep their mines going. As it is, many mines in the district are operating only a few days each week. A year ago this time all were rushed with orders.

Difference in Retail Prices This Year and Last.

Arkansas semi-anthracite sold at this time last year, retail, at \$6.50 a ton. It now brings only \$5.50 a ton. The best grades of bituminous coal which were \$4.75 last year are only \$4.00 now. Wholesale prices are also lower than they were a year ago. The trade in Arkansas anthracite is lifeless.

The manufacturing and railroad demand for steam coal is less than it was a year ago, but it is certain to improve. Several big plants are to open in Kansas City this winter, including the Standard Oil refinery, the Nelson-Morris packing house, and the Procter & Gamble soap factory. Many smaller plants are also building.

Five companies are clamoring for a franchise to pipe natural gas from the Kansas fields to Kansas City, but coal dealers say this competition is too remote to bother them. It will require about five years to have the pipes laid and the plant in operation. The crude oil has not affected the coal dealers as a freight rate of seventeen cents per 100 pounds to Kansas City from Kansas keeps it out of competition. However, some of the manufacturers are making an effort to have the rate on crude oil reduced. They say it should be four cents instead of seventeen. Later on the coal operators of the southwest will undoubtedly have to confront serious competition from natural gas and crude oil. It is felt already in Kansas and Texas.

Southwestern miners have voted to open coöperative stores. A meeting of the stockholders of the Union Coöperative Store Co. will be held in Pittsburg, Kan., next week to arrange for the work of opening stores. It is proposed to purchase lots and erect a two-story brick block for the general headquarters of the company.

Bids Opened for Indian Territory Coal Lands.

Twenty-nine bids were opened in Washington, D. C., this week for the segregated coal lands of the McAlester district in Indian Territory. Although there are seventy-four tracts in the district representing nearly 90,000 acres of coal lands, there were bids on only thirty tracts, mostly by Indian Territory, Kansas, Chicago, Tennessee, St. Louis, St. Joseph, Michigan and Mexican interests. Singularly enough, Edwin Ludlow, a Mexican, of Las Esperazos, was the highest bidder, his bid of \$19,200, for tract 27, surpassing by over \$1,000 all other bids opened by the commissioner of Indian affairs. The next highest bid was from Andrew Dow, of Austin, Tex.,

namely, \$18,400 for tract 28; J. H. M. Claggett, of Chicago, was next with \$16,230 for tract 16. In this connection it is worth while to note the bid of John Adams, of South McAlester, I. T., the only other bidder for the same tract. Adams' bid was but \$5,040. Millard P. Heath, of St. Joseph, followed with a bid of \$14,400 for tract 21. There were no other bidders for this tract.

According to one of the Indian officials, the bids as a whole were very unsatisfactory. He expects only the very largest to be accepted by Secretary Hitchcock. A list of the bidders follow: James Arrowsmith, Oswego, Kan., tract 1, \$5,780; R. O. Deming, Oswego, tract 2, \$6,171; D. L. Winchell, Chicago, entire tract 5, \$10,080; G. M. Garvey, Memphis, tract 7, \$6,479; A. W. Thomas, South McAlester, tract 9, \$4,848; W. C. Mitchell, Oswego, tract 13, \$1,627; Hal Townsend, South McAlester, tract 15, \$4,160; Richard Henly bid \$5,005 for the same tract; Willard P. Heath, St. Louis, tract 21, \$14,400; H. C. Rice, South McAlester, tract 23, \$2,302; F. L. Watson, Alderson, I. T., tract 24, \$3,003; G. M. Woodward, Chicago, bid for same land, \$9,600; Louis Barlowitz, South McAlester, tract 29, \$366; Owen Rice, Burk, I. T., tract 30, \$4,839; Theo. Steinacker, St. Joseph, tract 34, \$1,800; Charles F. Steinacker, St. Joseph, tract 35, \$1,800; J. J. McAlester and J. H. Barrett, McAlester, tract 39, \$7,367; Benjamin Neeley, Negaunee, Mich., tract 28, \$8,160; Thomas D. Edwards, Edwards, I. T., tract 50, \$7,266; also J. S. Arnote, South McAlester, \$3,651; Mrs. D. Edwards, Edwards, I. T., tract 51, \$10,080; H. R. Campbell, Oswego, tract 64, \$6,137; H. F. Draper, Oswego, tract 65, \$7,140; W. C. Mitchell, Oswego, Kan., tract 70, \$1,587.



San Francisco and Pacific Coast Trade.

SAN FRANCISCO, Oct. 3.—(*Special Correspondence*.)—Since the departure of the steamship Sierra, there have been the following coal deliveries from Australia, namely:

	Tons.
Ernest Reyer	3,100
Weathersfield	1,490
Ditton	4,180
General Negrier	2,929
Reaper	1,826
Total	13,522

There are seven cargoes of Newcastle coal which are expected to arrive here, prior to November first. These seven added to the quantity now in yard will be ample supply for all local requirements for the next two or three months. There are twenty-eight vessels at present on the engaged list, to transport Australian coal here, with a carrying capacity of about 70,000 tons. Several of these cargoes will not arrive here prior to the end of the year. In September, 1903, thirteen cargoes, carrying 44,147 tons of Australian coal, were delivered here; for the same time this year have had but five arrivals from Newcastle with 13,522 tons.

But few names of coal carriers are being added to the loading list, partially because the asking freight rate from Newcastle is too high, and the demand at this end is diminishing, the competition offered by our northern coast collieries having served to cut down values very materially. The proximity of the winter months is already being felt, and the domestic fuel trade is becoming active. This will serve to materially decrease the stocks of colonial coal now on hand. Coal as a steam fuel is gradually losing its hold among large consumers locally, as they are substituting fuel oil for their purposes. Prices generally remain unchanged.



The St. Louis Coal Market.

St. Louis, Mo., Oct. 6.—(*Special Correspondence*.)—The kind of weather that St. Louis is having just at present is bad for the coal trade and the result is that the market conditions have not changed materially.

Business is quiet and prices remain the same as they were last week in both the retail and wholesale market. There is, of course, some little shading in prices, as there always is, but prices generally remain at a standstill.

Coal is quoted in carload lots on the east side as follows: Mine-run, \$1.10 and \$1.15; shaker screen, \$1.30 and \$1.35, and high grade coal at \$1.90 and \$2.25. Anthracite coal has gone up, as anticipated, to \$8.25 and \$8.50.

Coal is coming in very nicely and is being brought over to this side by the St. Louis Terminal Association with less delay this year than for a long time.

Domestic trade continues to be very dull, owing to the warm weather. Those who generally lay in their winter supply of coal have ordered their winter supply and those generally wait until the last moment are still delaying.

A great many people are only buying from hand to mouth a few bushels at a time, in order to satisfy present requirements and are waiting until they know what they intend to do in the way of locating for the winter until they buy. Many householders are entertaining World's Fair visitors and need the money that they would otherwise use for coal bills to entertain their guests. After the fair is over they will get down to household requirements. A good cold snap will increase the demand.

It is probable that the present prices will prevail for some time, unless a cold snap creates a big demand, and then a slight advance will occur.

Dispatches from Pittsburg, Pa., a few days ago, stated that negotiations have been under way for several days for the transfer of the coal properties of the Pittsburg Terminal Co. to the Consolidated Coal Co. of St. Louis, an incorporation directly affiliated with the Wabash Railroad Co.

President Welles, of the Consolidated Coal Co., is in New York city, but General Manager and Vice-President P. F. Bush denies the report. He says that there is nothing in the statement as far as the Consolidated Coal Co. is concerned and the proposition has not been taken up for consolidation. President Ramsey, of the Wabash railroad, when asked about it, said that

while they are considering the best way to operate the new coal property, the proposition to lease to the Consolidated Coal Co. has never been discussed.

The annual convention of the National Brotherhood of Coal Hoisting Engineers was held at Priester's park last Monday, Tuesday and yesterday, and delegates were present from Pennsylvania, Indiana, Kansas, Montana, Illinois and Indian Territory. The result of the meeting has not yet been made known.

The meeting of the executive committee from the Illinois Coal Operators' Association and the Hoisting Engineers' Association, slated to be held on Thursday of this week in East St. Louis, will probably be held in St. Louis, but the positive location has not yet been decided upon.

The Barth-Rose Coal Co. say that they are doing a fair business, but not as good as they should do on account of the weather. They look for a big increase in business before many days, as this weather will not continue much longer, and when the change does come it will come unexpectedly and with a rush.

The Devoy & Feuerborn Coal & Coke Co. report business as satisfactory for the condition of the weather. A good cold spell will boom business and it will continue to be good. Conditions in other respects are gratifying in every way.

Advices have been received from Nashville, Tenn., that N. C. Chapman and other St. Louis capitalists have leased the mines of the Tennessee Lumber & Coal Co. at Ozone, Tenn., for a period of ten years. These mines have just been opened and the shipments of coal from them will be commenced as soon as a spur track can be built.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Oct. 5.—(*Special Correspondence*.)—Instead of improving as was generally expected, the car shortage in the Pittsburg district is growing worse. The railroads are doing all in their power to supply the cars needed, but it is evident that they are unable to cope with the situation. Reports received at the office of the Pittsburg Coal Co. today are that sixteen of the mines are closed on account of lack of cars. The shortage is about equally divided among the railroads and clearly indicates that shipments of finished iron and steel products have recently increased. All the mines were in full operation on Monday and Tuesday, as there was a good accumulation of cars over Sunday. But since then the demand for gondolas and hoppers has substantially increased and another shortage resulted. The railroads are making energetic efforts to provide adequate transportation facilities to the coal shippers. It has been announced that during the past week specifications have been filed with the car making concerns on old contracts, and the Pennsylvania Railroad Co. this week placed a new rush order for 600 cars. The latest order is for steel hopper cars for the coal trade.

Prices Are Not Advancing.

Although considerable more activity is being displayed in the bituminous industry, operators are not boasting of marked prosperity. This has been caused by the failure of prices to advance. Usually when the winter season approaches prices become stiffer, but this has not been the rule this year. On the contrary prices have shown no inclination to rise, and in some cases they have dropped. Sales are being made at \$1.00 to \$1.10 per ton of run-of-mine.

From Cleveland comes the report that vessels are clearing for the northwestern ports minus cargoes. Vice-President W. R. Woodford, of the Pittsburg Coal Co., said today that there was no special significance to the fact. He said: "It is impossible to supply all the boats with cargoes. Last year over 23,000,000 tons of ore were brought down in addition to the heavy grain tonnage, while not more than 10,000,000 tons of both anthracite and bituminous coal was shipped to lake ports in the northwest. It is necessary for some boats to go out empty. We could have shipped more coal if we were supplied with a sufficient number of railroad cars."

It is reported that negotiations have been consummated for the formal transfer of the Pittsburg Terminal Railroad & Coal Company and West Side Belt Line to the Wabash railroad. Under the terms of agreement the Gould interests agree to pay the remainder of the purchase price of the properties by the end of October. They have already paid \$1,000,000. The total price at \$22.50 per share was \$3,150,000, including the assumption of the bond issue of \$7,000,000.

So far as is known no definite arrangements have been made for the operation of the coal mines.

One thousand, six hundred acres of fine coal in Washington, Pa., on the Wabash, were sold yesterday at auction by John F. Steel, receiver of the defunct State Bank of Pittsburg. The purchase was made by Dr. S. L. McCullough, of Carnegie, for \$5,000. The buyer assumes a mortgage of \$130,000. Dr. McCullough is forming a company to develop the property and has already opened negotiations with the Wabash-Pittsburg Terminal railroad officials for the building of a switch into the property to permit the opening of a mine.

News from the Connelsville region indicates that the coke industry is continuing to show improvement. Several additional ovens were blown into blast. The furnaces in the valley are resuming, and the coke trade will become more active as the fall advances.

Several important changes have been made in the officials of the Monongahela Coal & Coke Co. W. J. Wood, secretary and treasurer of the company, resigned his position to go to California, and W. D. O'Neil was selected to the secretaryship, and James W. Barber was elected treasurer. H. van Dyke was made assistant secretary. The river mines are still practically idle owing to the low water stage. Rivermen look for a rise in the harbor before a long time.



All the coal mines in the vicinity of Bloomington, Ill., are increasing their pay rolls, in anticipation of a heavy fall trade in bituminous coal.

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, Oct. 6.—(*Special Correspondence.*)—This market continues in the very satisfactory condition that has characterized it for several weeks. The demand for coal, especially the coarser grades, is still greater than the immediately available supply, and there is, of course, a tendency toward higher rather than lower prices. The bugbear of a short car supply is making itself felt more and more, though happily there is not yet what might be termed a general shortage of transportation. One road will be short of cars one week and another the next, thus the general market has not suffered to any great extent. The weather of the past week has been ideal for the delivery and handling of coal, though it has not been of the kind that forces people to buy.

Smokeless Coals in Good Demand.

The demand for smokeless lump and egg coals continues to be the greatest, or apparently the greatest, and perhaps without exception there is not a concern in the business that can guarantee prompt shipment on either of the kinds of coal mentioned. Even smokeless mine run is scarce, for the double reason that the demand is great, and the car supply is small. The number of cars given to the New River district on the Chesapeake & Ohio railroad continues to be very inadequate, and the Pocahontas people on the Norfolk & Western railroad complain that the railroad is not only not giving them enough cars, but that it is confiscating a large proportion of the coal the operators need so badly in their own business.

The local representatives of the Fairmont Coal Co. report this week that the main office of the company has notified them that the company is now oversold, and can not take any further orders for immediate delivery. The car supply in the Fairmont district is growing more and more unsatisfactory, and the company is determined to clean up all old business and be in a position later on to take advantage of a probable advance in price at the mines.

Two or three of the large river concerns here that handle Kanawha coal exclusively are now getting down pretty well on their reserve stock of coal. There is still some Kanawha coal afloat that can be bought at a reasonable price; but most of the concerns prefer to use their own coal when possible, and they are already looking at the weather map with wistful eyes and trying to figure out a rise in the river from every rain storm that happens to come along. It is said that there never was as large a quantity of Kanawha coal loaded and ready for shipment to this market as there is at this time in the Kanawha river. The two lower pools of the Kanawha river and the harbor at Point Pleasant are said to be literally full of barges waiting for enough water to permit them to be brought down the Ohio. It will be recalled that the Kanawha river is a slackwater stream, improved by the government, and that coal operations can be carried on at all times at all points along the stream. But the Ohio river is not improved with locks and dams, and the best the Kanawha people can do is to load their coal in barges, tow them down to the mouth of the river and there let them wait for a rise to come along in the Ohio river to take them to market. The improvement of the Ohio river will prove a great boon to the Kanawha river shippers. There is far more coal loaded in the Kanawha river now than all the towboats engaged in the business on that river can bring to Cincinnati in one trip.

River at a Low Stage.

The Ohio river is now lower here than it has been for fourteen years—with one exception, and it is now necessary to lighten up every barge or coal boat by taking out from one-third to one-half of its contents, before it can be moved to the elevator floats for unloading to the elevators. This is an additional expense to the river people as its costs money to do the work and at the same time smashes the coal. The river elevators are still doing a fine business, however, both at retail and in loading coal on cars for shipment throughout the tributary territory that can be reached from here with a local freight rate.

The teamsters of the city, and especially the teamsters who haul coal for a living seem to be determined to make trouble for the coal men in the near future. At a meeting of the Team Drivers' Union Tuesday evening a circular letter making certain demands upon the coal men, was sent out, and it is said that a strike will follow if the coal people do not meet the demands of the drivers. Just what the demands are is not known at present; but it is known that the coal men are acting as a unit in the matter, and two or three of the largest dealers gave it as their opinion that the agitation will not amount to anything serious. It will be recalled that the coal men voluntarily raised the wages of the drivers last spring. It was thought at the time that this would forestall any action on the part of drivers for a long time. They are now paid from \$1.75 a day for drivers of one horse teams to \$2.25 for four horses. There is no recognition of the union, however.

Prices for coal remain about the same. New River and Pocahontas lump are quoted at 2.00 a ton at the mines, egg \$1.75 and \$2.00, mine run \$1.10, and nut and slack 75c. The freight on lump and egg is \$1.15 and mine run and nut and slack \$1.00. Kanawha splint ranges from \$1.40 to \$1.50 for lump, \$1.00 for mine run, and 50 cents and upwards for nut and slack. Thacker Luhrig and Fairmont prices and freight rates are the same as Kanawha. Kentucky lump ranges from \$1.35 to \$1.50. The strike in the Kentucky and Tennessee fields is still in force, though a number of mines are working up to their full capacity, and the jobbers here who handle coal from the district are having no trouble to get coal to fill their contracts. It is thought here that the strike will be settled this week.

The retail business of the city is still excellent, though not as great as last week on account of the very warm weather. Prices are unchanged, all the usual grades being in good demand. Pittsburgh, Kanawha, Thacker and Fairmont selling for \$3.00 a ton delivered, Luhrig and Kentucky \$2.75, anthracite \$7.50, nut and slack \$1.60 to \$1.90 for ordinary grades and \$2.00 for smokeless. Gas coke is worth 9 and 10 cents a bushel delivered. River

coal wholesale is quoted at 7½ cents a bushel for fourth pool Pittsburgh, 7 cents for common Kanawha and 8 cents for the favorite grades of Kanawha lump. River nut and slack is held at 4½ to 5 cents a bushel afloat.

There is a slight improvement in coke this week, sales of standard foundry having been made at from \$2.00 to \$2.25 a ton at the ovens, and \$1.75 to \$1.85 for furnace. There is not much life in the trade however.

Cincinnati News Notes and Personals.

C. J. Milton, of the Smokeless Fuel Co., has gone to New York.

Ben. A. Morton, of the Pleasant View Jellico Coal Co., Knoxville, Tenn., is here on business this week.

The Black Cat mine on the Kanawha, is again in operation after a long idleness on account of friction among the stockholders of the company.

J. C. Wheeler, manager of the Cincinnati office of the Virginia Smokeless Coal Co., is at the mines hurrying up coal that he has had sold for some time.

One of the largest of the New River agencies here turned down an order for 20,000 tons of New River coal at current prices, preferring to be in the open market later on.

Andrew Hickenlooper, Jr., secretary and treasurer of the Cincinnati Gas Coke Coal & Mining Co., is at work again after having spent two weeks at the St. Louis exposition.

J. R. Thomas, president, and M. T. Roach, general manager of the Kanawha Fuel Co., spent several days this week in Cincinnati with W. J. Magee, manager of the Cincinnati office.

One large Kanawha rail concern has advanced the price of its lump coal to \$1.60 at the mines. It is supposed to be done with a view to cleaning up all old orders before loading up with new business.

William Clauss, president of the Cincinnati Gas, Coke, Coal & Mining Co., was compelled to go to Mt. Clemens, Mich., a week or more ago on account of an attack of rheumatism; but he is back at business feeling perfectly well.

The Chesapeake & Ohio Coal & Coke Co. put out a circular during the week in which it states that it can not accept any more orders for New River coal for October shipment, but that it will take orders for November shipment at current prices.

W. P. Slaughter, general manager of the Thacker Co., is spending a few days at the company's mines in the hopes of securing more coal and more prompt shipments. His mines are running up to their capacity, but are hampered some by a shortage of cars.

The Fairmont Coal Co. was the lowest bidder on the contract to haul the "outdoor poor" coal the coming winter. This company will haul this coal for one and eight-tenths cent a bushel to any part of the city. There is usually no money in this contract, but it often leads as an advertisement to paying business.

W. H. Flint, one of the progressive independent operators in the Pittsburgh district, spent several days during the week in Cincinnati. He has considerable coal here loaded in barges, and he was looking over the general market. He thinks river coal will be considerably higher before there is water enough to bring more down the river.

The Big Hill Coal Co., which has the contract to supply the city water works with about two hundred tons of coal a day, is filling its contract with the utmost satisfaction to the water works people, notwithstanding the labor troubles in Kentucky and Tennessee. The Big Hill Co. is rapidly forging to the front as one of the great factors in this market. Harry P. Jones, general manager of the Pittsburgh-Buffalo Co., Pittsburgh, is the president of the Big Hill Co., and he is giving the new company his best efforts. Mr. Kuper Hood is the manager of the Cincinnati office, and although a young man and a comparative stranger in Cincinnati, he has already demonstrated his ability to get business, and he is making many friends here. Besides selling the output of the company's two mines, the Big Hill Co. acts as sales agent for a number of well known mines in other parts of the country, and can fill an order for almost any kind of coal desired.



The Continental Coal Co., of Columbus, Ohio, is making improvements in its Athens, Ohio, properties, and new mines are being sunk and tipples erected at several points. The company expects to have at least thirty mines in operation, which will give a daily output of 25,000 or 30,000 tons.



Atchison, Kan., recently celebrated the uncovering of a thirty-eight-inch vein of coal, belonging to the Atchison Coal Co. The company has been offered \$150,000 for the stock and all coal rights, but it is thought that \$100,000 will be raised by local parties for the equipment and operation of the mine.



The Danville-Champaign interurban company delivers a great quantity of coal to its patrons along the line between Danville and Urbana, Ill., but this coal is not being put on the Champaign market because the Urbana franchise is so framed that it will not allow the coal to be hauled through that city to Champaign.

Western General and Personal Notes.

J. Smith Talley, of the Coal Bluff Mining Co., Terre Haute, Ind., was in Chicago Thursday on a business trip.

C. E. Walsh, vice-president of the Pittsburg Coal Co., Chicago, was in Minneapolis over Sunday on a business trip.

John Griffith has succeeded to the retail business of Barnett & Griffith at Lake Forest, Ill., and will continue the business.

R. B. Whitsett, of the R. B. Whitsett Coal & Mining Co., Ellsworth building, Chicago, was in Racine, Wis., this week on a business trip.

Mr. Doyle, of Castle & Doyle, retail coal dealers at Madison, Wis., was recently in Chicago on a business trip and called at the office of THE BLACK DIAMOND for a few minutes.

J. S. Jones, president of the Jones & Adams Co., Ellsworth building, Chicago, returned the early part of the week from a business trip to New York city and other eastern cities.

Maj. A. W. Horton, manager of sales for the Pittsburg Coal Co. at Chicago, left the latter part of last week for Cleveland, Ohio, where he remained several days on a business trip.

C. J. Boedecker, the well known shipper of coal, Fisher building, Chicago, this week was wearing a broad and expansive smile. It was all on account of the arrival of an eight-pound boy the latter part of last week.

George Merryweather, general western agent of Coxe Bros. & Co., Inc., the Rookery, accompanied by Mrs. Merryweather, returned the latter part of last week from a trip to the Louisiana Purchase Exposition at St. Louis.

George M. Space, manager of the interests of the Pittsburg Coal Co., at the head of the lakes and in the northwest, with headquarters at St. Paul, was in Chicago the latter part of last week and the early part of the present week on a business trip.

W. T. Murray, superintendent of docks of the Philadelphia & Reading Coal & Iron Co., was again able to be at his desk again this week, after an illness extending over several days last week. He was afflicted with stomach trouble, which seems to be prevalent in Chicago at this time.

The New York, Ontario & Western railway has officially announced the election of J. E. Childs as vice-president of the company with the title of vice-president and general manager. Official announcement is also made of the appointment of J. C. Anderson as traffic manager of the company.

Herbert H. Taylor, of the New Kentucky Coal Co., and W. T. Delihant, of the Standard Washed Coal Co., Chicago, have returned from a ten days' recreation trip in Kansas, where it is rumored that they shot a large number of prairie chickens and otherwise did credit to their reputation as hunters.

John McGregor, of J. McGregor & Co., Old Colony building, Chicago, returned the middle of the week from a business trip to Benton, Ill., where he is interested in a new coal development. He brought back a sample of the coal which will be mined, showing it to be a high grade bituminous product.

W. J. Cook, secretary of the F. G. Hartwell Co., Fisher building, Chicago, is at French Lick Springs, Ind., this week for the benefit of his health. Mr. Cook devotes close attention to the business of the company and has been in rather poor health for some time. It is to be hoped that the trip will be one of great benefit to him.

C. O. Howard, the pioneer coal dealer of Waukon, Iowa, who has been in business at that point for more than twenty years, died the middle of September at an advanced age. Mr. Howard was well known among the older members of the Chicago coal trade and his death will come as a shock to a large number of friends here and in Iowa.

That the Clark Coal & Coke Co., of Peoria, Ill., has the best interests of its employes at heart is shown by a new arrangement which it has recently made. It has arranged with the Iowa Central railroad to run a train night and morning to its Empire mine near that city, thus enabling the miners to reside in Peoria and give their children the advantage of education in the city schools.

Hunter W. Finch, president of Hunter W. Finch & Co., Fisher building, Chicago, returned the early part of the week from a two months' trip spent on the Pacific coast, much invigorated in health as a result of his recreation. He returned by way of the Grand Canon and the St. Louis exposition, spending several days in the latter city. Mrs. Finch remained in California and will not return until later in the year.

An amicable settlement has been reached between the Cargill Coal Co. and the longshoremen at Green Bay, Wis., the company securing a permanent injunction against the longshoremen's union, preventing them from interfering with its business in any way for the next two years. In consideration of the longshoremen failing to oppose this injunction, the company has dismissed its damage suit for \$2,000 against the members of the union.

The Roberts & Schaefer Co., 1275 Old Colony building, Chicago, and First National Bank building, Birmingham, Ala., has sent out the following notice: "On and after October first the business of the Stewart Washer Co., of Birmingham, Ala., will be consolidated with that of Roberts, Schaefer & Co., of Chicago. This business will be conducted under the corporate name of Roberts & Schaefer Co. The new corporation cherishes the good will and patronage of the former clients of the constituent companies."

S. C. Schenck, agent of the coal department of the Delaware, Lackawanna & Western, Toledo, Ohio, returned the early part of the week from a six weeks' trip to Europe on a vacation. Mr. Schenck spent most of his time in industrial Germany, studying and noting conditions there, and in the pur-

suit of his investigations along these lines found abundant means of recreation. His many friends in the western trade will be pleased to note that he returned in the best of health and very much benefited by his trip abroad.

Announcement is made this week of the marriage of Louis T. Carpenter, of the Chicago Coal & Coke Co., Old Colony building, on October twenty-fifth to Miss Emily Campbell, of Chicago. The wedding will be a small one, although it will be celebrated at St. James Episcopal church at noon. The guests will number less than fifty. Later a wedding breakfast will be served at the home of the bride's parents, Mr. and Mrs. Henry Rogers Campbell, 423 Superior street, for the bridal party and family. Mr. and Mrs. Carpenter will reside at the Park Mansions on the north side.

E. N. Saunders, president of the North Western Fuel Co., St. Paul, Minn., was in Chicago for several days this week on a business trip. Mr. Saunders reports that business in the northwest is increasing and that the outlook for a satisfactory fall and winter in coal is encouraging. At present there is an accumulation of small coal on the docks which is causing some trouble, but it is anticipated that this condition will be relieved later, when the demand for steam purposes will increase. The situation in fine coal at dock points is not nearly so bad, however, as at Chicago and at rail terminals.

The C. O. Bartlett & Snow Co., Cleveland, Ohio, reports the following recent sales: Buckeye Reduction Co., Findlay, Ohio, one Triumph steam dryer; S. Mendelson, Elyria, Ohio, one Triumph steam dryer; Binns Stucco Retarder Co., Urichsville, Ohio, one Triumph steam dryer; Daniel H. Grandin, Jamestown, N. Y., belt conveyor and other machinery; Ohio Sand Co., Conneaut, Ohio, elevating and conveying machinery; Crown Dryer Co., Cleveland, Ohio, elevating and conveying machinery; I. E. Booner, Detroit, Mich., one Triumph gravel excavator and digger; Lowe Bros., Dayton, Ohio, four special paint machines with motor drives; Mogollon Gold & Copper Co., Cooney, New Mexico, special grading machinery; James W. Ellsworth & Co., Cleveland, Ohio, coal elevating and conveying machinery.

Tsunema Kuroda, Kiichiro Takagi and Y. Saiki, representing the Misui Mining Co., of Tokyo, Japan, who are making a tour of the United States, England and Germany for the purpose of studying mining and shipping methods, were recently at Duluth, where they spent several days investigating the coal shipping facilities. They were especially interested in the coal docks and the modern machinery used for unloading and discharging vessels and the way the coal was handled in the movement to the trade. The company of which they are representatives is planning to establish extensive coal docks on the island of Kyushu, west of Japan, and will adopt modern methods. They expressed themselves as very much gratified with the result of their visit to Duluth and Superior.

The Great Eastern Coal Co. has been incorporated in Chicago with an authorized capital of \$10,000 and has opened a yard at Twenty-sixth street and Campbell avenue, with switch tracks from the Chicago Terminal and P. C. C. & St. Louis railroad. The officers of the company are as follows: President and treasurer, H. W. Kauffman; vice-president and manager, Harry E. Blood; secretary, Mr. Mussleman. Mr. Kauffman, the head of the new company, was formerly secretary of the Banner Coal Co., a successful west side coal company. Mr. Blood was identified for several years with Hull & Co., shippers of coal and coke. The company will do some wholesale business, but will engage principally in the retail business, having abundant yard facilities for taking care of a large trade.

J. S. Wylie, president of the Marquette Third Vein Coal Co., Davenport, Iowa, has returned from a trip to Wyoming and a visit to the Louisiana Purchase Exposition at St. Louis. Mr. Wylie was accompanied on this trip by A. B. Kiler, of Sioux City, and W. H. Canniff, of Davenport, all of whom are interested in the Sioux City & Rock Springs Coal Mining Co., which has coal property at Rock Springs, Wyo. In an interview concerning the property at that point, Mr. Wylie said: "The company has a wonderful vein of coal there which is now being developed. They have made an entry into the coal which disclosed a vein ten feet thick of superior quality of bituminous coal, similar to the well known Rock Springs coal, which is sold throughout the west. While the mine is thirty miles from Rock Springs, it is only a mile from the Union Pacific railroad. The coal is smokeless and clinkerless and will easily command a market on the Union Pacific system from the Missouri river to Utah. After the entry reaches the coal no supports are needed, as the roof and floor are of sandstone. There are from 15,000,000 to 20,000,000 tons in the vein and the company certainly has a desirable property."

At a recent meeting of the Chicago Coal Trade Bowling League, which this season is made up of the Pittsburg Coal Co., Peabody Coal Co., E. L. Hedstrom & Co., Brazil Coal Co., Crescent Coal & Mining Co., and Coxe Bros. & Co., Inc., the following officers were elected: President, Frank J. Browning; secretary and treasurer, C. J. Roth. While several propositions were considered to make the presidency an honorary position as in the past, it was the unanimous opinion of those present that an active member of the league should be selected, and Mr. Browning was the unanimous choice of the entire league in view of his continued active work in the interest of the organization since its inauguration, its great success being largely due to his efforts. More commodious and appropriate alleys have been selected and the games will be rolled at Mussey's club alleys Nos. 6 and 7 and occasionally Nos. 3 and 4. These club alleys have a seating capacity of nearly 200, so arranged that the games can be seen without difficulty, and as they are enclosed they will be very exclusive. The entire coal trade is invited to attend the match games and will undoubtedly encourage the clubs by their attendance. The season will open next Monday evening with a game between the Pittsburg Coal Co. and E. L. Hedstrom & Co., and the Peabody Coal Co. and Brazil Coal Co. On the following Thursday evening the Coxe Bros. & Co., Inc., team and Crescent Coal & Mining Co. will play a match game.

The Ridgeway Two-Belt Conveyor System.

The extent to which belt conveying has become a factor in modern engineering practice, makes any radical departure, especially in the line of

This produces a divided labor in wear and tear which enables both belts combined to only represent in strength what would be required of one belt in any one-belt system.



ILLUSTRATION NO. 1 SHOWS CARRIERS USED IN THE TWO-BELT SYSTEM.

improvement, particularly interesting to the engineering world.

Belt conveyors have been heretofore designed on the fundamental principle of causing the belt to be troughed or cupped, and this has been accomplished by using concentrators, either independently of the horizontal carrying pulley, or in various combinations.

In any type of three-pulley carrier, the bottom pulley horizontal and the side pulleys at varying angles, the belt is forced (by the weight of the load when it conforms to the outline of the carriers) to make a more or less sharp bend where the horizontal and angle pulleys meet, and all the strain is concentrated on two points. Again, the three-pulley type of carrier requires that the pulleys be loose on the shafts, so that it is claimed the friction surface is very great and the tendency of the side rollers is to wear in such a manner as to produce in time a gyrating motion. The tendency of the belt to flatten out between the carriers can only be obviated by placing the carriers very close together, in which case the cost would necessarily be excessive.

Description of the Principles of the Two Belt System.

In the two-belt system an interior troughing and supporting belt runs over its individual head and tail pulleys, having separate take-ups, and is entirely independent of the conveying belt proper. The conveying belt is threaded over its head and tail pulleys in the usual manner and has its separate take-ups so that the two belts, although moving altogether in the same direction at the same speed, are entirely separate and distinct, and this enables the conveying belt to be lifted off the supporting belt and out of the troughing blocks and passed through either a stationary dumper or a movable tripper.

The conveying belt has no work put upon it other than what is required to drive the lower carriages and its own head and tail pulleys; all the carriers on the upper line which comprise two-thirds of the total number used, being revolved by the inner supporting belt. The strains, therefore, are divided, the belt revolving two-thirds of the moving parts not being subject to the wear and tear of carrying the load, and the belt carrying the load being relieved of the strains and wear and tear of revolving the majority of the moving parts of the machine.

The interior belt is driven by a compensating roller or block chain sprocket drive from the main driving shaft, and with the two belts in tension just sufficient to prevent slip on their driving pulleys; both belts move at exactly the same speed in the same direction and there is no rub of the conveying belt on the troughing blocks. At the points where the conveying belt meets the interior supporting belt, in order to prevent the rub and wear caused by the troughing blocks moving in a larger radius (the conveying belt being at the same height as the center of the supporting belt) a pair of concentrating rolls lifts the edge of the belt and drops it into the troughing blocks. This same method is used where the conveying belt leaves the troughing blocks at the opposite end.

One of the illustrations shows the carriers used in the two-belt system. They are straight rollers fastened to steel shafts revolving in babbitted boxes, the boxes being ball and socket ring-oiling, felt-washed, and dust proof. By this method not only is first cost reduced, but, it is claimed, power is saved and the labor of supervision cut out entirely as far as the factor of lubrication is concerned. In the two-belt system the carrier belt, or conveying belt proper, lies in a natural position, a true segment of a circle with the strains distributed over its whole width uniformly. This greatly increases the life of the belt.

The interior troughing and carrying belt with its troughing blocks attached is shown in the second illustration.

This two-belt conveyor system has been in very successful use in the concrete plant at the great Washington filtration works. Further information about it will be cheerfully given by the Ridgeway Belt Conveyor Co., of 29 Broadway, New York.



ILLUSTRATION NO. 2 SHOWS TROUGHING AND CARRYING BELT WITH TROUGHING BLOCKS ATTACHED.

The old saying about an ill wind that blows nobody good is being queerly exemplified in the present dull conditions of the nut and slack market. The Luhrig Coal Co. has never been able to produce enough of its washed and sized coal to supply its demands, and the present cheap nut and slack in Ohio enables this company to buy larger quantities



ILLUSTRATION NO. 3 SHOWS ASSEMBLED PARTS, THE CONVEYING BELT PROPER RESTING ON BLOCKS OF THE INNER BELT, PRODUCING A TROUGH WHICH CONFORMS TO THE TRUE SEGMENT OF A CIRCLE.

or fine coal, which it washes at its immense washer and then sells it at really fancy prices.

Danger That Exists to Coal Trade in Uniform Bill of Lading.

While Bills of Lading Are Not Now Issued Covering Coal Shipments, the Feeling Prevails That Rail Lines Would Deny Responsibility Under Section One of Proposed Uniform Bill, On the Ground It Was Understood This Applied Whether Bill of Lading Was Issued or Not.

Although there has been more or less assurance on the part of coal shippers that if the uniform bill of lading was adopted and put in effect by the railroads, it would not apply to coal, for the reason that as a general thing no bill of lading accompanies coal shipments, there is fear on the part of some of the larger factors in the trade that should the bill be adopted rail lines would take advantage of Section 1, and would refuse to allow claims which arose from present common law liability. This might come about in this way: If uniform bills of lading applied to all other shipments, the railroads could maintain that when a car of coal was accepted by them for transportation, unless positively agreed to by the shipper and the transportation line, this uniform bill of lading applied to it by inference or through a custom that was established in handling shipments of other commodities and therefore they were not liable unless the shipper paid the increase of twenty per cent over the open rate charged. The least that could be said about this condition of affairs is that it would probably result in much confusion and many lawsuits as to the liability of the common carrier. For that reason coal men who at first felt assured that the uniform bill of lading would have no effect on their shipments are taking the matter up with renewed interest and are strongly opposed to the adoption of the uniform bill of lading in its present form by any class of shippers.

Thomas C. Moore, of Chicago, a member of the American Shippers' Association in an address before the Uniform Bill of Lading Committee of the Official Classification committee brought this matter up very carefully and alluded to it in explicit terms. He said in part:

"In asking the transportation companies to adopt the uniform bill of lading, which it is proposed to put into effect on all classes of freight on October first, we feel that a hardship and injustice will be done the shippers and receivers of freight if this bill of lading is put in force. It is claimed that this is done for the convenience of the shippers, and in order that carriers' contracts may in their conditions be alike to all, thus conforming to the requirements of the existing laws, and further to lessen the risk of loss, damage or overcharge in the carrying out of such contracts, and it is stipulated that unless the parties accept this uniform bill of lading an advance of twenty per cent in freight charges will be made.

"Instead of making a reduction from the present rates for parties who accept this bill of lading, the transportation companies propose to penalize all parties to the extent of twenty per cent who decline to ship freight or receive it under the conditions of the uniform bill of lading. This is so manifestly unjust that we do not see how the transportation companies could be a party to promulgating such a document. If uniformity is desired, it is a very easy matter to secure that by making a plain, comprehensive bill of lading, where both the transportation companies and the shippers and receivers of freight shall be protected in their rights under the common law. An ordinary dray ticket, without any conditions, would give to all parties concerned all of their rights under the common law. To add a long list of oppressive conditions in your document is a back number in the business world.

"If the railroad companies are prepared to carry all freight under one class, and to insure such freight at a twenty per cent advance over that lower class, I do not think that the shippers or receivers would object to such an arrangement. Should the transportation companies decide to do this, they could then lessen their expense of doing business by abolishing all of their classification committees, their bills of lading committees, their trunk line and traffic associations, their joint rate inspection bureaus, and dismiss a large number of the employees of their auditing and accounting departments. The shipping of freight under those conditions would be so simple that it would not require the experts who are now employed in endeavoring to maintain rates and classifications under the present conditions.

Burdensome Conditions on Public Will Bring Corrective Legislation.

"This is an absurd proposition, but no more so than some of the other conditions contained in the uniform bill of lading. We hardly expect the transportation companies to be willing at this time to make such a radical move, but if burdensome conditions are forced upon the public, it is not improbable that an incensed public will rise up and legislate for such radical measures as these which I have indicated. It is the last straw which breaks the camel's back, which rouses up a sleeping or lethargic public to retaliatory legislation.

"We do not come to you as anarchists, socialists or agitators, but as a body of respectable, substantial and honorable business men who desire to call your attention to a grave mistake which the transportation companies contemplate. We believe that if you wish to deal fairly with the shipping public, as well as with yourselves, it would be advisable for you to issue a bill of lading under the present classifications which govern your shipments without any conditions whatever in said bill of lading, except such as the common law gives you. In carrying freight for the government, the conditions made in that bill of lading are very simple, and no greater conditions should be demanded of the shipping public than is demanded of the government. In fact, a plain bill of lading agreeing to deliver the property at destination in as good order as when received, and at the rate of freight shown in the bill of lading is practically all that is necessary.

"If your committee should decide that it can not make such a bill of lading as that, we would recommend that the first section of the conditions on the back of the uniform bill of lading be stricken out 'in toto.' The common law will fix the liability of the carrier and the rights of the shipper and

receiver, so that no injustice shall be done to either by striking out this clause altogether. We would also recommend that Section 2 be made No. 1, and that it should stand as it is. We would also make the present Section 3, Section 2, and strike out all the first paragraph of that section, and all of the last paragraph in that section after the words 'after arrival of the property.' We would also make Section 4, No. 3, and let it stand as it is, with the exception of striking out all the last paragraph of that section. We would also make Section 5, No. 4, and strike out the words 'twenty-four hours,' in the second line of the first paragraph, and make the same 'forty-eight hours.'

"Section 6 we would number 5, and let it stand as it is. Section 7 we would make No. 6, and let it stand as it is. Section 8 we would make No. 7, and let it stand as printed. Section 9 we would make Section 8, and let it stand as printed. Section 10 we would make Section 9, and let it stand as printed, except by striking out the following words in lines two and three: 'and according to weights as ascertained by any carrier hereunder.' Section 11 make No. 10, and strike out the conditions under note, applying to shipments subject to the conditions of the uniform bill of lading, and the penal clause for not accepting said bill of lading, etc.

Proposes a Number of Amendments to Uniform Bill.

"We believe, with the bill of lading practically amended, as we suggest, that the rights of the transportation companies and of the shippers and receivers of freight would undoubtedly be protected.

"The first clause of the conditions in the uniform bill of lading releases the carrier from every possible liability, and some of the propositions are absurd, to say the least. For instance, the right of the carrier, if it be necessary to carry any property upon open cars to be released from all loss or damage thereto by floods or by fire, by leakage, breakage, chafing, loss in weight, changes in weather, heat, frost, or decay, or from any other cause. Under these conditions the carriers would have the right to load into coal cars or flat cars, stock cars, or leaky or bad-odor box cars, dry goods, boots and shoes, hats and caps, china and glassware, furniture and pianos or any other high-class or low-class freight, which they might desire to, and they would not be liable for any damage or loss, if it occurred to such shipments while being transported. This may be said to be a far fetched illustration, but under the conditions in your bill of lading, you have a perfect right to do this, unless we are willing to pay twenty per cent additional freight charges for extra protection of the property.

"We have not the right, legally, morally, or in any other way, to enter into an agreement with any transportation company to release it from liability on shipments, after they have been delivered to the transportation company. When delivery to the carrier has been accomplished, the property is no longer under the care of the shipper, but it is under the control of the transportation company. We have no authority from the thousands of consignees to release the transportation companies from liability, nor to assume that liability ourselves, nor do we intend to place ourselves in any such position. It would require an additional corps of clerks in every establishment, and entail a great expense on every shipper to attempt to keep track of any such proceedings, besides putting onto the shippers an additional financial liability, which none of them would be liable to assume. We believe that any such provision as this would tend to endless litigation, and would prove a nuisance and bother, as well as great loss, not only to the shippers and receivers of freight, but to the transportation companies as well.

Rail Lines are Now Receiving Sufficient Revenue.

"We feel that in the classification of freight the railway companies are getting sufficiently high revenue on the various classes of freight to protect them for all of the losses and damages which they have paid, and that an increase of twenty per cent on the present tariff rates is inequitable, unjust and oppressive. This advance, if put into effect, would not mean an increase of twenty per cent per annum, but more nearly twenty per cent per annum.

"Another point to which we wish to call your attention is that if you carry one class of freight on which you assume no responsibility, and another class of freight on which you assume responsibility, and upon which you receive twenty per cent more revenue for doing so, you are working a direct violation of the Elkins Law, which was your own creation, and you encourage carelessness or dishonesty upon the part of your employees. They will at once recognize the fact that they are to be very careful in the handling of one class of freight, and that with the other class of freight they can be as reckless and careless as need be. It will not be long, under such conditions, until not only a large proportion of the shipments are damaged in transit, but that such great losses would occur through damage and theft as would cause increasing friction.

"We trust that your committee will recommend that the uniform bill of lading be not adopted by any of the transportation companies at any time, but relegate it to the waste paper piles. And we would suggest that we get together and endeavor to agree on a plain bill of lading without conditions, or on such a bill of lading as we would recommend, which we believe could be made satisfactory to all interests concerned. If you agree to our recommendation you will have no advantage over us, and we will have no advantage over you, but we will each be protected in our rights under the common law. This is all that any one should ask, whether they repre-

sent the transportation company or whether they represent the great public from whom the transportation company derives its existence, and by whom it is sustained."

How Modified Bill of Lading Would Read.

If the conditions were modified, according to Mr. Moore's suggestions, they would read as follows, his proposed omissions being printed in italics:

1. *No carrier or party in possession of all or any of the property herein described, shall be liable for any loss thereof or damage thereto, by causes beyond its control, or by floods or by fire; or by quarantine; or by riots, strikes or stoppage of labor; or by leakage, breakage, chafing, loss in weight, changes in weather, heat, frost, wet, or decay; or from any cause if it be necessary or is usual to carry such property upon open cars.*

2. No carrier is bound to carry said property by any particular train or vessel, or in time for any particular market, or otherwise than with as reasonable dispatch as its general business will permit. Every carrier shall have the right, in case of necessity, to forward said property by any railroad or route between the point of shipment and the point to which the rate is given.

3. *No carrier shall be liable for loss or damage not occurring on its own road or its portion of the through route, nor after said property is ready for delivery to the next carrier or consignee.* The amount of any loss or damage for which any carrier becomes liable shall be computed at the value of the property at the place and time of shipment under this bill of lading, unless a lower value has been agreed upon or is determined by the classification upon which the rate is based, in either of which events such lower value shall be the maximum price to govern such computation. Claims for loss or damage must be made in writing to the agent at point of delivery promptly after arrival of the property, and if delayed for more than thirty days after the delivery of the property, or after due time for the delivery thereof, no carrier hereunder shall be liable in any event.

10. Owner or consignee shall pay freight at the rate below stated, and all other charges accruing on said property, before delivery, and according to weights as ascertained by any carrier hereunder; and if upon inspection it is ascertained that the articles shipped are not those described in this bill of lading, the freight charges must be paid upon the articles actually shipped, and at the rates and under the rules provided for by published classifications.

11. If all or any part of said property is carried by water over any part of said route, such water carriage shall be performed subject to the conditions, whether printed or written, contained in this bill of lading, including the condition that no carrier or party shall be liable for any loss or damage resulting from the perils of the lakes, sea or other waters; or from explosion, bursting of boilers, breakage of shafts, or any latent defect in hull, machinery or appurtenances; or from collision, stranding or other accidents of navigation; or from the prolongation of the voyage. And any vessel carrying any or all of the property herein described shall have liberty to call at intermediate ports; to tow and be towed, and to assist vessels in distress, and to deviate for the purpose of saving life or property.

Note.—Unless otherwise provided in the classification, property will be carried at the tariff rates, if shipped subject to the conditions of the uniform bill of lading.

If the shipper elects not to accept said tariff rates and conditions, he should so notify the agent of the receiving carrier at the time his property is offered for shipment, and if he does not give such notice it will be understood that he desires his property carried subject to the uniform bill of lading conditions in order to secure the reduced class rates thereon. Property carried not subject to the conditions of the uniform bill of lading will be at the carrier's liability, limited only as provided by common law and by laws of the United States and of the several states, in so far as they apply. Property thus carried will be charged twenty per cent higher (subject to minimum increase of one cent per one hundred pounds) than if shipped subject to the conditions of the uniform bill of lading, and the cost of marine insurance will be added over any part of the route that may be by water.

The portions of the rules under the uniform bill of lading are only those which Mr. Moore proposes to modify. The others, he believes, might be accepted as originally drafted.

The New Pittsburg Coal Co., Columbus, Ohio, which is always doing something novel in the advertising line, has recently sent its numerous friends in the coal trade a colored chart showing the presidents of the United States, the terms for which they held office, and giving the states and their electoral votes for each of the leading candidates in the presidential election of 1900. The colored chart is one which would attract a large amount of attention if framed and hung up in a retail coal office prior to election. Dealers who have failed to receive one should address the New Pittsburg Coal Co., Columbus, Ohio.

E. W. Dixon of Davenport, Iowa, in a letter this week calls attention to an error which inadvertently crept into the items under "Western Retail Notes" in THE BLACK DIAMOND last week. He says: "Your issue of October first, under head of Western Retail Notes, has an error on the prices of coal at retail in this city. Anthracite is and has been selling for the past sixty days at \$9.00 per ton and not \$10.50 as quoted, and soft coals delivered to consumers at \$3.50 to \$4.75 for Illinois coals and for Indiana, Ohio and West Virginia bituminous coals \$5.50 to \$6.50 per ton."

Ree C. Vidler, Georgetown, Colo., has purchased a tract of 160 acres of coal land near Franceville, Colo., which it is said will be developed within a short time.

Citizens of Creston, Iowa, are endeavoring to find coal in Union county and shafts will be sunk within a short time.

A Letter From Frank B. Newell.

Glad News for His Creditors—Cheerfully Assumes all the Liabilities of the Ohio & Pennsylvania Fuel Co.,—Did not Know a Thing About the Affairs of This Company Although He Was Its President—Will Pay His Debts in Full—Some Day—Extends a Kind Invitation to Call When You Are in the West Indies.

SANTIAGO, SANTO DOMINGO, WEST INDIES, Sept. 26, 1904.

To the Coal Trade:

During my absence in the West Indies for the past nine months I have learned that an attempt has been made by certain parties to throw on my shoulders all the blame for the financial troubles of the coal companies I was interested in. All these cowardly and malicious attacks were no doubt instigated by the very party who was responsible for most of the trouble and I can not be blamed for giving to the coal trade a full and complete account of the traitorous and malicious conduct of this modern Judas. I will show in the history of the case, which I hope to make public at an early date, that this Judas was absolutely and solely responsible for all the troubles of the companies. For years the treasuries of the companies were used as a plaything for his convenience and benefit. I waited in vain, month after month, year after year for him to keep his promise to return to the company the large amount due them, the loss of which amount positively caused the trouble and kept us in hot water most of the time. How could any company succeed under the circumstances? I relied implicitly on his honor and promises and lost. That is the whole story in a nut shell. No wonder I was disgusted and discouraged and glad to get away from the office as much as possible. When the public knows the whole truth they will not blame me for being absent so much and for the poor results obtained. I want it known that I did not leave Chicago to avoid paying my debts, but to carry out plans formed some months previous. As soon as I heard of the collapse of the Ohio & Pennsylvania Fuel Co., whose affairs I knew nothing of I cabled my attorney to advise the creditors I would assume the whole amount due them. When I left Chicago last winter I fully expected that sufficient capital would be received to put the Ohio & Pennsylvania Fuel Co. in a strong financial condition, and I regret that my anticipations were not realized. I desire to state that all my just debts will be paid in full and that I never had any other intention. I wish to thank my friends for the consideration shown me and hope to see them when in the West Indies.

(Signed) FRANK B. NEWELL.

Prevailing Wagon Prices at Chicago.

	Dealers' Wagons
	Per ton.
Grate	\$6.50
Stove	6.75
Chestnut	6.75
Egg	6.75
BITUMINOUS.	
ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg.....	3.50
Carterville stove, washed No. 1	3.75
Carterville nut, washed No. 2	3.75
Westville-Danville domestic lump	3.00
Danville lump	3.00
Staunton lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00
INDIANA COALS.	
Brazil Block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.25
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00
OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00
PENNSYLVANIA COALS.	
Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50
WEST VIRGINIA COALS.	
Kanawha splint	\$4.25
Black Band	4.75
COKE—	
Gas-House	\$5 00

The Bureau County Mineral railway was recently incorporated at Springfield, Ill., with an authorized capital of \$15,000, for the purpose of building a road from the west boundary of Bureau county to its north boundary through a large coal district.

Reports from Leading Coal Markets of the East.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, Oct. 6.

With the entering of the fall season, when trade generally shows a revival to provide for current needs due to climatic changes, as also for anticipated future requirements, the anthracite coal market is commencing to feel this stimulus and is developing more strength from day to day, not so much on account of an actual demand as an improvement in the tone and confidence of what may be expected. The dullness of the past six weeks has naturally left its impression on the trade, which is being felt more at this time than previously during this period of inertia, by way of accumulations of certain sizes of coal, not only at the storage points, but in cars and at the loading ports, making the present situation very sensitive and difficult in the handling of even the reduced tonnages now arriving. This, however, would soon be relieved with a reflected demand of cooler weather, affecting all the consuming territories. As yet the line business is the only demand showing a revival of the full conditions and is comparatively good in the way of new orders, though it is not of itself in sufficient volume to take what coal is being produced. Tidewater and eastern shipments continue small and are of an uncertain character, often causing delay in the handling of the coal and shipping ports and can not be depended upon for any specified tonnage, owing to the indifference of business in this territory.

Retail Trade Greatly Improved.

A gratifying feature, however, is the more active conditions prevailing in the retail trade, which seems general at all points, and under ordinary conditions would probably have been reflected with good effect in the wholesale market before now but for the fact that all dealers are carrying a good supply of stocks and in consequence are not anxious to place orders to increase them while favored with good weather. This trade is sure to develop and with the colder weather demand from the larger cities, which is fully sixty per cent of the requirements, the indications are for an active fall and winter season. The production at the mines continues to be curtailed to the current demand, though it is often hard to figure on what is likely to be called for as not being able to produce the size or grade most desired, after causing an accumulation of loaded cars, for which there is no market, and reduces the output accordingly. The Lehigh Valley Coal Co., which had closed their collieries for a week, resumed work on Thursday last. The Delaware, Lackawanna & Western mines, which have been curtailing for some time past, have also resumed on a fuller schedule. Some of the other producers continue to curtail, the Pennsylvania Coal Co. collieries closing down three days during this week, and it is not unlikely that the Reading operations may shut down for a similar period the first of next week. Pea and the larger sizes of buckwheat coal are still long and show a tendency to further increase, which is hampering shipments to some extent. The finer sizes are seemingly moving off somewhat more freely of late, and in cases shortages of actual needs are reported, with prices slightly firmer than they were. As a matter of fact, the smaller grades are in a better position to compete with the lower prices prevailing on soft coal than pea, the price of which is comparatively high to what it was in recent years, which is affecting it to some extent competitively. Prices at wholesale are quite firm on the domestic sizes and show no deviation from schedule figures. Indeed, there has been less concession made this season on outside coals than has been the case for several years past.

Better Demand for Bituminous.

The bituminous coal trade, supplying the Atlantic seaboard market and the adjacent line territory, continues to show improvement and the demand in some directions is quite gratifying. In one or two spots things are still dull, but is not so noticeable with the slightly better tonnage movement to other territories, and it is not unlikely that these districts will be benefited by the increased demand. The revival, it is thought, is largely due to the better conditions of all lines of industries, which are showing more life and will undoubtedly continue, especially after the election is over. The fact, too, that most of the consumers on account of the uncertainty of business and labor troubles, did not avail themselves of the low prices on coal all summer are now more inclined to get some stocks ahead to meet the greater requirements during the winter months. This also affecting the season contracts, which are taking more coal than has been the case all summer. Values have not shown the improvement desired, principally on account of cheap coals and the West Virginia products, which continue to offer at very low figures and their accumulation on the market at the loading ports. Pennsylvania coals are, however, much stronger, and while the production is not yet up to the amounts producers would like to see, they are keeping a close watch on this output and refusing to increase it at prices offered on business not up to the figures they desire. The movement of tonnage from the mines has been fair and no one is complaining, except on the Baltimore & Ohio and the southern roads. The Pennsylvania railroad officials are rather anticipating more stringent conditions as the season advances and are preparing for same by an increase of new cars and motive power. It would be a natural condition, following the inactive summer, if orders would increase to a point where delays in transportation would become effective and cars inadequate for shippers' needs. The principal demand at this time is from the all-rail territories, which are producing a considerable tonnage, and is already having some effect upon the car situation at up-state points, which, if further accentuated, may prove troublesome. The export market on coal is slightly more active, but held in check to an extent by the higher ocean freights. Some of the producing interests have been quite active on the bunkering business which is now in the market and competition on it seems to be keener than for several years past. A proportion of it has already been closed up and the balance will now come in shortly.

In the far east the trade maintains the improvement of the several weeks past and the tonnages going to it are of fair volume. Consumers generally

are more disposed to accumulate some stocks ahead and it is the impression that the demand from now on will be on a steady basis. This improvement is not helping the Clearfield coals to any extent and most of the orders continue to go to the Virginia Cape ports, which are kept busy filling this business. Along the sound, especially at the more northerly points, trade is quite good and new business develops in that territory daily. The ice making ports are also sending in some orders, which is giving this market a stronger tone. At New York things are quiet. Indeed, trade at this center shows less inclination to pick up than any of the other points, this being due chiefly to the decline in coastwise shipments and the fact that all surpluses of coal at the mines are dumped in this harbor for speculative purposes. The all-rail business is good and tonnages on it are steadily increasing.

Transportation from the mines to all points of delivery are good and with one or two exceptions cars in full supply for all needs. In the coastwise vessel market there is a shortage of small barges at Philadelphia, though rates are unaffected. Larger vessels are in good supply and the demand for them is light. We quote current rates of freight from Philadelphia as follows: Boston, Salem, Portland and Bath, 75c; Providence, New Bedford and the sound, 60c; Lynn, Newburyport and Bangor, 85c; Portsmouth, 80c; Saco, 90c and towage; Gardiner, 80c and towage. New York rates to around the capes are 50c.



Buffalo and the Great Lakes Trade.

BUFFALO, N. Y., Oct. 5.—(*Special Correspondence*).—The feature of the bituminous and anthracite coal market, so far as the local sales agents are concerned, is the shortage in the supply of cars, and this is receiving much attention just now from the coal men. The anthracite market has not felt this much as yet, here, and is generally quiet. The bituminous market shows continued improvement, that is proving very gratifying to the coal men. The coke situation is also improving, although not enough to warrant an increase in the prices.

For several weeks past, this correspondence has reported that the anthracite trade at this point, especially the lake trade has been dull. With regard to the lake business, this report has been proved by the figures for the shipments of coal for the month of September. Those shipments show a decided falling off from the figures for the previous month and still a larger decrease from those for the same month last year. This looks bad, when it is considered that the season of navigation this year opened at least two months later than last season. Last year was the banner year for the anthracite coal shipments on the lakes; and there is no doubt that some of the coal sent up then is still unburned. With this condition at the beginning of the season, with a poor business year, resulting in the closing down, either entirely or partially, of many factories and with the congestion on the docks, resulting from the surplus coal in the west after the spring opening, it is only to be expected that this season should fall behind that of last year, which was started with a shortage of coal in the west. Until this month, some of the shippers thought that this season might equal the last one; but the dullness that has existed this month has made them change their views somewhat.

Anthracite Shipments for September.

The shipments of anthracite from this port for the month of September amounted to 393,305 tons, as compared with shipments of 516,140 tons for the month of August, preceeding and with 713,976 tons, shipped in September, 1903.

This brings the total for the season up to October first, to 1,854,098 tons, as compared with a total up to the same time for the season of 1903, of 2,645,067 tons. Thus it can be seen that the present season is 790,969 tons behind last season. This is a large amount and will hardly be made up in the remaining two months and a half of navigation. Last month's shipments of anthracite from this port were distributed as follows:

	Tons.		Tons.
Chicago	184,800	Waukegan	2,700
Superior	59,850	Hancock	2,500
Milwaukee	51,150	Houghton	2,200
Duluth	28,350	Port Colborne	1,805
Green Bay	15,850	Gladstone	1,500
Manitowoc	9,100	Menominee	1,000
Sheboygan	8,200	Soo, Ont.	1,000
Lake Linden	4,500	Cheboygan	800
Toledo	3,600	Dunnville	650
Port William	3,550	Bay City	500
Portage	3,500		
Racine	3,200		
Soo	3,000		
		Total	393,305

Shipments from this port for last week amounted to only 89,650 tons, compared with 100,250 tons for the previous week.

The car shortage situation has affected the anthracite trade at this point, in that there is a shortage of box cars in which to transfer the grain here for shipment west. This is being felt on the roads running through Canada principally, probably because they have the less amount of equipment. There is no trouble in transporting the cars on those roads as yet, as business has not reached a large enough volume.

Rail shipments of anthracite from Buffalo continue good, but are not increasing. The local trade is quiet and the coal wagons are not yet appearing on the streets.

The feature of the bituminous market here this week is the shortage of all kinds of cars except steel hoppers, at the mines. The reports that have been sent here from the mines indicates that it is extremely hard to get gondola cars and wooden hoppers, for shipping coal in; and the fact that steel

hoppers can be used by so few consumers only prevents them from being at a premium. One railroad superintendent in Pittsburg has telegraphed to the officials here to send back the gondola cars as fast as possible as the "shortage is serious." This shortage is due, not so much to the increase in the bituminous trade, as to the revival of the iron and steel trade, which takes a large number of the same class of cars. The increased demand due to the revival of both of these trades has taxed the number of cars beyond their capacity. The prospectus would indicate that this car situation would get worse rather than better in the future. As the companies are now having trouble in filling their contracts, it looks as if there would be quite a shortage of bituminous coal here soon. That would mean a betterment in the price.

Demand for Coal Increasing.

The demand for coal is getting better. Many of the factories in the eastern and northern part of the state that use water power in the summer are now beginning to use coal; others are running longer hours and others, who have had a stock pile during the summer, put in during the strike scare last spring, are using more coal, making the demand better. The price does not improve much yet, however. Three quarter coal is bringing about \$1.10 at the mines. An increase in the price is looked for at almost any time. It is thought that this will come as quick as some of the larger companies get together and decide that they ought to charge more for their coal.

Noel Marshall, president of the Standard Fuel Co. of Toronto, was in the city during the past week. On last Saturday he sailed from New York for Europe to be gone for several months. Thomas E. Thomas, of the Kittinging Coal & Coke Co., was in the city last week, looking for a market for some coal, so that he could open up his mine. It has been closed down since May first. G. H. Jones, general sales agent of the Shawmut Coal & Coke Co., leaves this week for St. Louis, where he will spend several days at the fair.

It was reported here today that a verdict had been rendered at Canandaigua in the suit of G. C. Denison & Co. against the Shawmut Coal & Coke Co., for the recovery of \$169,000. According to the report, the verdict gave the plaintiff \$5,000 and costs. The suit was for a breach of contract. The report lacks official confirmation; but it is given on good outside authority. Responsible parties in either company could not be reached here today to confirm the report.

The Philadelphia Coal Trade.

PHILADELPHIA, PA., Oct. 7.—(Special Correspondence.)—The anthracite coal market shows a considerable improvement, especially in the local and all-rail trade, over what it has been for several weeks past. Indeed, this business is now up to about the usual demand of the fall season and is taking the larger proportion of the tonnage shipped from the mines in this direction, and if tidewater business were on a parity with it shippers would be in a comparatively easy condition and a larger supply would soon be necessary. The accumulation of pea and buckwheat coals, which are crowding the storage capacity of the companies, are not being reduced to any extent and in some cases show an increase which is hampering shippers and delaying the production of the domestic sizes where storage room is not available. The principal factor in developing the present orders is the more active retail requirements which are considerable in number and show a good deal of strength with the likelihood of their increasing as cooler weather approaches. Most of the selling agents seem to have enough of this class of orders to keep them fairly busy and are in a much better mood as to the future needs. It is evident that dealers are not carrying excessive stocks this year and any depletion in them will be quickly reflected in the selling market, while transient orders to supply the hand-to-mouth trade are already in evidence. The output at the mines shows no increase from the reduced tonnage of the past month and it is not likely any change will be made in it for several weeks to come unless weather conditions should suddenly bring about a more active market. A little more coal is moving to the southern markets and this territory, it is thought, will now steadily improve. The coastwise vessel demand is light and but little coal is going to any of the eastern points.

Bituminous Coal Market Shows Improvement.

The bituminous coal market is showing more strength from week to week, and while it is not effective in results as producers would like to see it, is helping the situation generally and augurs for better things in the future. The producers seemingly appreciate the status and are not sacrificing their coal to the extent they did some time ago, realizing that an excess tonnage at this time would greatly defer the improvement they are looking for, though, of course, orders where mines are curtailed are very acceptable and also taken to help out on coal standing in cars. The demand for shipments on old contracts is more urgent and consignees are calling for larger proportions on this business than they did all summer, no doubt due to their reduced stocks and the uncertainty of speculative coal during the fall and winter months. New business is also more plentiful in some territories, the line trade being the most pronounced and of a stronger tone. A fair amount of orders is being received from this source and prices on them are slightly better. The tidewater markets are the only ones inclined to drag and show the least improvement. This, however, is due to the low prices prevailing on the West Virginia products and the heavy shipments from the further lower ports. The labor situation seems to be fairly harmonious at this time and no disputes of any account are heard of. Considerable discussion of what is to be done in the central Pennsylvania field next spring by the operators is an important question to the trade, as a large reduction in wages will be necessary in order to compete with other regions. Transportation from mines is good. Car supply is ample for all current needs, though there is a tendency for a decreased service. In the vessel market the demand is slack and all classes of craft in good supply. The smaller barges are somewhat scarce. We quote current rates of freight from

this harbor as follows: Boston, Salem, Portland and Bath, 75c; sound ports, 60c; Portsmouth, 80c; Lynn, Newburyport and Bangor, 85c; Saco, 90c and towage; Gardiner, 80c and towage.

Baltimore Coal Conditions.

BALTIMORE, Oct. 6.—(Special Correspondence.)—Both anthracite and soft coal men report better conditions than have prevailed for some months. The first frosts and the coming home of the great army of summer tourists naturally make the retail dealer in hard coal smile, and the Baltimore dealers are specially good natured just now. All the dealers have brought in their horses from pasture and all are busy. There are good sized stocks on hand and the railroad facilities for bringing in the coal were never better.

"There is a much better demand for soft coal due to the general improvement of business," said Vice-President Wheelwright of the Consolidation Coal Co. today. Many large factories have resumed business and the coastline trade is picking up. The export trade has been at a standstill during September, but we see a good fall business in the orders now spread upon our books and the contracts that are pending. We are working our mines at full time and are making good shipments to tidewater and lake points.

The American ship Bangalon has been chartered to carry 1,560 tons of coal from this point to San Pedro, Cal., at \$6 per ton. The trip is a long one, but the Bangalon has made it before, the last time in about three months.

Two Large Companies Will Merge.

Steps are now being taken to consolidate the Cumberland Basin Coal Company and the Genges Creek Bald Knob Coal Co., whose properties lie in the vicinity of Wellersburg, Pa., Barrellsville and Mount Savage, Md. The two companies control several thousand acres of big and small vein coal. The latter company, backed by Baltimore capitalists, is financially very strong.

The Phoenix Coal Co., just south of Clarksburg, W. Va., has passed in to the hands of the Douglas-Rouch Co., of which E. P. Douglas, of Pittsburgh, is president.

A car famine is reported in the Fairmont district. The daily production of the Fairmont Coal Co. is 2,600 cars. All shipments are behind.

The Ship Owners association meeting in Boston has agreed to accept a minimum rate of eighty-eight cents to Boston from Chesapeake Bay ports.

One cargo of coal—5,138 tons—was the only exportation for September. It was taken out in the British steamer Manchester. The Norwegian steamer Edga took \$3,050 tons of coke to Tampico.

Ocean coal rates, the Ship Owners association to the contrary notwithstanding, are quoted as follows:

- Bath, Maine, 85c.
 - Portland and Boston, 85c.
 - Providence, 75c.
 - Galveston, \$1.25.
 - Charleston and Jacksonville, 90c.
 - Savannah, 75c.
 - Port Royal, S. C., \$1.
 - Wilmington, N. C., 85c.
 - Velasco, Texas, \$1.50.
 - Tampico, Mexico, \$1.40.
 - Key West, \$1.80.
- The charters for the last two weeks follow:
- Schooner Abbie S. Walker to Boothbay, Maine, 95c.
 - Schooner Clarence H. Venner to Boston, 85c.
 - Schooner William Bisbee to Bath, Maine, 85c.
 - Schooner Helen E. Taft to Boston, private terms.
 - Bark Essex to Charleston, 90c.
 - Schooner J. Edward Drake, to Savannah, 75c.
 - Schooner S. Little to Boston, private terms.
 - Schooner John Twohy to Boston, private terms.
 - Steamer Aurora to Havana, Cuba, \$1.25.

Pennsylvania Coal and Coke Shipments.

The following is the statement of the Pennsylvania Railroad Co. of the coal and coke for the week ended September twenty-fourth:

	1904. Week ending Sept. 24.	1904. Year to Sept. 24.	1903. Year to Sept. 26.
Anthracite	89,576	3,213,012	3,269,184
Bituminous	517,304	19,466,859	20,413,480
Coke	181,580	6,137,460	7,305,380
Total	788,460	28,817,331	30,988,044

This sounds as if the Ottumwa Box Car Loader Co., of Ottumwa, Iowa, was keeping up its old record of lots of business, doesn't it? The following loaders have been shipped recently: Hailey-Ola Coal Co., Haileyville, I. T.; Coalgate Coal Co., Coalgate, I. T.; Jasonville Coal Co., Jasonville, Ind.; Miami Coal Co., Brazil, Ind.; Indiana Hocking Coal Co., Farmersburg, Ind.; Blackhawk Coal Co., Linton, Ind.; Athens Coal Mining Co., Athens, Ill.; Bolen-Darnell Coal Co., Kansas City, Mo.; Sheridan Coal Co., Dietz, Wyo.; two loaders, Dominion Coal Co., Glace Bay, Canada; Manor Gas Coal Co., Claridge, Pa.

The Somerset Coal Co., Somerset county, Pa., has been very active the past few months. Somerset county has also been the scene of a number of large sales of coal lands.

Eastern General and Personal Notes.

President George F. Baer, of the Reading Railway Co., returned on Saturday last after spending a week at the St. Louis exposition.

Albert B. Kerr, son of James Kerr, and secretary of the Beech Creek Coal & Coke Co., was also elected treasurer of the company to succeed A. E. Patton, deceased.

The Philadelphia & Reading Railroad management has planned to re-adjust a number of its freight locomotives, to enable them to use anthracite coal for fuel purposes instead of bituminous.

The firm of Hillebrandt & Moore have been awarded the coal contract of the Nichols Chemical Co., of New York city, for their coming year's supply of buckwheat No. 3 coal, amounting to 50,000 tons.

Davis Elkins, son of Senator S. B. Elkins and vice-president and general manager of the West Virginia Coal Co., returned from Europe on Saturday last, after spending a month abroad for the benefit of his health.

In view of an increased freight business the coming winter, the Pennsylvania Railroad Co. has asked for bids for the construction of two hundred coke cars and six hundred coal cars. The motive power department is also at work rebuilding a large number of old locomotives.

J. A. Renahan, vice-president and general manager of the Smokeless Fuel Co. at New York, sailed last week for Europe on a business trip to be gone about three weeks. This is Mr. Renahan's second trip across to the other side this season.

Walter L. Righter, of the firm of Righter & Marshall, at Philadelphia, removed his family to Greenwich, Conn., this week, where he will in the future reside. This being more convenient to the company's New York offices he will make his headquarters there from now on, most of the business being done from this place.

J. C. Loventzen has tendered his resignation as New York agent for C. C. Bowman, of Pittston, to accept a position as salesman with Percy Heilner & Son, of 17 Battery place, New York, effective from October one. Mr. Loventzen has had considerable experience in the trade at this center, which bespeaks for him success in his new position.

John Wilson, a member of the Interparliamentary Peace conference, who was once a miner in the central Pennsylvania coal field and rose from this position to prominence, paid a visit last week to his friends at Altoona, Pa. After tiring of life in the mining business he returned to his home at Durham, England, where he has for nineteen years been a member of Parliament.

B. C. Barroll, Jr., for many years identified with the coal trade in New York and Baltimore, who had been on the sick list for some time, has recovered and is again around attending to his personal affairs, looking quite well. Mr. Barroll had not been well for some time, shortly after his retiring from business, which required his having an operation performed several weeks ago from which he has just recovered.

John C. McCarthy, for many years a retail coal dealer on Barrow street, New York, and up to his retirement some years ago, was one of the oldest men in the trade, died on September twenty-sixth at his summer home at the age of seventy-six years. Mr. McCarthy had not been in good health for some time prior to his death. He was vice-president of the Emigrant Industrial Savings Bank and the Catholic Asylum of New York.

Jere Pangburn, the coal merchant, at 608 Greenwich street, New York, who met with a painful accident at Hackensack, N. Y., his home, on Sunday last while out driving, is improving and expects to be able to return to his office some time this week. Mr. Pangburn was thrown from his carriage while going down a steep incline, and while he sustained no fractures he was considerably bruised and shaken, necessitating his remaining at home.

The firm of Righter & Marshall were awarded the contract to furnish 1,500 tons of their Bando coal to the French navy for three of their vessels now lying in New York harbor and in the test made of the coal which secured them the business, they have had "Bando" placed on the navy list of that government. The firm are entitled to much credit in securing this order as it was keenly competed for by many larger shippers and longer known coals.

Thomas W. Williams, a mining contractor of Wilkesbarre, Pa., and brother of the late Hon. Morgan B. Williams, was killed in the South Wilkesbarre colliery at Wilkesbarre, Pa., by a fall of coal while doing contract work with his men on Thursday, September twenty-ninth. Mr. Williams was prominently known in the anthracite coal field and held several prominent positions with producing companies and his loss is sincerely regretted. He was born in Wales in 1841 and came to America in 1874.

President F. E. Johnson, of the Norfolk & Western, who was in Philadelphia last week, is busy planning for an increased business on his system owing to the improvements in the soft coal trade. Mr. Johnson says freight business is increasing and that the outlook for a good winter is very auspicious. It is likely that the stockholders at their meeting on October thirteen, will be called upon to purchase several small feeding lines in the coal region in Virginia and West Virginia, and to provide for expenditures for better improvements at their tidewater shipping ports, which have recently been inspected.

The New York Central Coal Co., of 29 Broadway, New York city, have sold out their retail coal yard located at One Hundred and Seventeenth street and East River, to Krasnoff Bros. of North Carolina, formerly in the dry goods business. Mr. Goodstein, president of the company, retains the coal yard property, giving the tenants a five years' lease with the privilege of renewal for a similar period. The coal yard at Sixty-first

and East River operated by the company was disposed of nearly a year ago to Thomas F. Lowndes, thus disposing of all their retail interests in order to give closer attention to their wholesale business in which they will continue.

Daniel F. Connor, sales agent of the firm of Whitney & Kemmerer, reports progress in the sale of their high grade anthracite and bituminous coals, and says that trade generally is considerably improved. This company has materially increased in all-rail shipments to line and New England points lately, and this is where most of the business is coming from at this time. Mr. Connor has been very successful in the handling of the firm's business since his inception, introducing modern systems in the various departments to keep in constant contact with the buyers and their requirements, resulting in a steady growth of their trade, which reflects much credit upon the management.

C. W. Wittenberg has been appointed exclusive agent of the Gordon Coal & Coke Co.'s coal product, including their celebrated Eureka splint block, gas, steam and smithing coals, mined in the New River district. The production from these mines is of considerable proportions and will greatly augment his already large tonnage from this field. Mr. Wittenberg, by close attention and good business methods, has in the comparatively few years he has been shipping from this field worked up a large tonnage and is now among the foremost shippers in the region. Most of this product is shipped via Newport News to eastern points, and for export, but the company have also established offices at Cincinnati, Ohio, through which a steadily increased tonnage is being placed.

It will be a source of much regret to the numerous friends of James M. Landis, secretary of Theodore E. Voorhees (first vice-president of the Reading railway) to learn that his wife, a bride of only three weeks, fell from the third story window of her home at 1855 North Twelfth street, Philadelphia, on Thursday last and was killed. The window sill from which she fell is only two feet from the floor, and being alone in the room at the time, it is believed she was adjusting a window screen when she lost her balance. She fell headlong, striking her head on the cement pavement in the back yard. Her skull was fractured and she died before neighbors, who heard the fall, could reach her. She was about thirty years of age. The sad misfortune to Mr. Landis, who is so popular in coal and railroad circles, will be received with genuine regret.

The stockholders of the Ontario & Western Railroad Co. held their annual meeting on Wednesday, September twenty-eighth, and re-elected by a vote of 394,922 shares to 112,289, the retiring directors, which were cast in favor of the stockholders' committee headed by J. B. Clews. The faction which recently brought suit to dissolve the voting trust made virtually no protest. This was due to the announcement by President Fowler of a plan to declare a dividend upon the common stock, thereby dissolving the voting trust. The plan provides for the issuance of \$12,000,000 of bonds secured by mortgage, \$2,000,000 to be used immediately for general purposes. If the financial plan meets with the approval of the stockholders, the president says the directors will declare a dividend of \$3.00 per share upon the common stock out of the earnings. Chauncey M. Depew retired from the board and was succeeded by Jos. E. Childs, general manager of the road. The Board of Directors, at their meeting following the stockholder's meeting, re-elected the retiring officers. General Manager Childs was also made a vice-president.



Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York. During the past week a large number of steamers have been chartered for cotton from South Atlantic ports, this trade absorbing a number of the steamers that would otherwise have accepted coal. The demand for cotton boats, however, has subsided for the moment and steamship owners are willing to entertain coal to Cuban ports, as this will place their boats in position for later Atlantic cotton orders.

As timber and other freights from the gulf remain at a low level, owners are not so favorably impressed with Mexican coal, as they do not wish to place their boats in position for gulf trade.

We have chartered a large number of steamers during the past week to take coal to Cuban and Mexican ports, but in nearly every instance freight rates have been higher than rates recently quoted. There is a dearth of homeward business from Cuba and Mexico, consequently steamship owners are obliged to depend upon business from the states to United Kingdom or continent in connection with coal outward. As there is no homeward business from the West Indies, it is difficult to secure tonnage at shippers' ideas of freight.

Tonnage continues to offer for the far East at \$5.00 a ton on coal, but there are no orders for shipment in this direction at the moment.

Owing to the fact that there are orders for the shipment of general cargo to Mediterranean ports, and that the Lines are looking for additional boats, it is difficult to secure tonnage for Mediterranean coal at anything like shippers' ideas of freight, shippers' ideas being about 7s-6d. and owners taking 10s.

Ten shillings six pence is bid for a steamer to take coal to Santos, and 8s 6d bid for a steamer to Buenos Ayres, but owners are demanding slightly higher prices.

We would quote freight rates by steamer, as follows: \$1.30 to Havana or Matanzas; \$1.80 to \$1.90 to Cardenas or Sagua; \$1.50 to \$1.55 to Cienfuegos; \$1.50 to Port Spain, Trinidad; \$1.60 to St. Lucia; \$1.55 to St. Thomas; \$1.70 to \$1.80 to Barbados; \$1.45 to \$1.50 to Kingston; \$1.30 and port charges to Curacao; \$2.00 to \$2.25 to Demerara; \$1.75 to Bermuda; \$1.40 to \$1.45 to Tampico; \$1.40 to \$1.45 to Vera Cruz; about 10s to a direct port in the Mediterranean, not East of the West Coast of Italy, Spain excluded; 9s to Buenos Ayres; 11s to Santos; \$5.00 to Manila.

How to Advertise the Retail Coal Business Properly.

Two new advertisements have been sent in for my consideration during the past week, both of which are reproduced on this page.

Each of these advertisements is much better than the average received from retail coal dealers and each has several good points which commend them for consideration among those who are endeavoring to get the best results from their expenditures in this way.

We will first consider the advertisement of the Vaughan & Casey Co., Crawfordsville, Ind.

This company believes in advertising right, when it does take space and it also believes in taking such space that the "ad" surely will be seen. The "ad" which is reproduced was printed on the front page of the Crawfordsville *Star* and extended across the bottom of the page, being about six columns wide and five inches deep.

No one who received a copy of that issue of the *Star* could fail to note the "ad." As a matter of fact it was the most prominent feature of the paper.

In every way the "ad" is commendable and I do not hesitate to say that it is one that should bring business to this company. The "ad" was written on the right principle. This principle was to sell coal and consequently coal is made the prominent feature in big, black block type.

The company makes a bid for business by calling attention to the fact that it "handles the best grades of coal, free from dirt, insures prompt delivery at the lowest prices."

These are the particular talking points in a general way for any retail dealer in coal.

Another bid for business which is made in this "ad" is in the matter of weight. In the type under the introduction special attention is called to the fact that this company gives 2,000 pounds to the ton, not only on its own scales, but that such weight will be corroborated on the city scales.

The company clinches the argument that it handles the best grades of coal by saying that analysis will show them to be so and they are willing to submit their coal to the most rigid tests.

All these Are Good Talking Points.

These are good talking points and the way the matter is presented to the reader is to be commended. Such arguments ought to be convincing and should attract the attention of consumers even if the latter do not know anything about analyses or the other technical features pertaining to coal.

The different coals handled are enumerated in four panels and are given the right amount of display space. Possibly in referring to these four different coals the statements made might have been more explicit, or, if not explicit, more fulsome, in accord with the policy in the general introduction.

For instance, under anthracite I would have had the words "OLD LEE" set in caps and then I would have said something like this: "OLD LEE is the best coal mined in Pennsylvania, in careful preparation for domestic use, in its fuel value, in the absence of slate and stone, and in all qualities which are essential to the best domestic hard coal."

This would have required more space in the panel, but at the same time I believe would have appealed with greater force to possible buyers. Under the heading of West Virginia I think I would have described Kanawha splint and Winifrede lump a little more in detail. The reference to Winifrede nut is along the lines which I would suggest. Under the head of Indiana coals I think I would have described Deep Vein, Linton No. 4, Sullivan county block and Sullivan county egg more in detail as to their particular advantages and the uses to which each was adapted. Perhaps I would have referred to only one or two of these coals at a time, leaving the others until the next advertisement. The same suggestion might apply to Kentucky

coal and it seems to me would have been even more pertinent in its application, as much of the Kentucky product is not so thoroughly well known as Indiana coal.

There is one point which I wish to commend in this "ad" and that is the prominence given the name of the advertiser, the location of the company's office and the inclusion in the "ad" of the name of the town in which it is located. A block type, plain and easily read, is used for the name of the company. At a glance it stands out as one of the most prominent features of the "ad" and the whole signature leaves no question as to who is advertising and where the company is located.

This is one of the best ads, in its entirety, which has come to my desk. It incorporates modern ideas, it is written for the purpose of getting business, and if the Vaughan & Casey Co. has not heard from it in very many different ways, I am much surprised. The Crawfordsville *Star*, in putting the "ad" in type, used good judgment and care. The consideration is much better than can be expected from a newspaper in a town the size of Crawfordsville,

showing that the publishers of *The Star* are coöperating with their advertising patrons and endeavoring to obtain good results for them. The type is nearly all modern, there is plenty of white space and the "ad" is not crowded in any particular.

The Indianapolis Coal Co. has sent me one of its business cards which it uses for advertising purposes. This card is some larger than the reproduction which appears on this page. Illustrating it in black makes it rather difficult to show up all its good points because the original was printed in red and black, the signature appearing surrounded by flames in red. The idea in the card is a very good one. Only one actual talking point is advanced, but local conditions make that the essential one in advertising of this character.

Question of Giving Full Weight Is Good Talking Point.

This point is that "The Indianapolis Coal Co. gives full weight to its customers." That idea is conveyed by inference rather than through any statement that is made directly: "We don't belong to the short weight trust."

In Indianapolis this is a good talking point because a great many of the local coal dealers there have been selling coal which it has been alleged was short weight. Consumers have been aroused and have been suspicious of all the coal dealers. The object of this business card is to reassure them on this point.

Another point made by inference was that the company had abundant facilities for supplying coal to any number of consumers. It advises on its card: "Four big yards."

Condensed as this statement is, it conveys the impression to the mind of the reader that the company not only has sufficient coal to meet all requirements, but all facilities for delivering the same and providing for all the wants of the consumers.

The Location of the Firm Advertising Very Important.

There is only one point which could be suggested, and that is that the card would be more complete if, under the address 162 East Market street, there appeared in very small letters the words, Indianapolis, Ind. Owing to the name of the coal company, which, of course, implies a location in Indianapolis, this is not as essential as it otherwise would be, but it is my impression that it would leave no room for question if it were inserted.

The card is a good one; it is well printed and well displayed, and for the purpose answers very well. Undoubtedly no expense was spared in its production.

The Kellys Creek Colliery Co., of Ward, W. Va., wishes it announced as conspicuously as possible that it has now booked all the orders which it can possibly accept up to October fifteenth. This announcement is made to avoid inconvenience to the company's many patrons who might order coal from the company and be disappointed at not receiving it.

W. M. Saxman, of Latrobe, Pa., recently purchased 4,000 acres of coal lands in the vicinity of Indiana, Pa., for which the sum of \$160,000 was

paid. Saxman represents Pennsylvania railroad interests. The new fields will be developed at once.

The Marquette Third Vein Coal Co. says in a neat and very apt booklet that this company ships Marquette coal, that "no one else does, no one else can." The company has also sent out a blotter bearing the current phrase, "It's up to you." Offices are located in the Marquette building, Chicago, and Marquette building, Davenport, Iowa.

COAL!		BEST GRADES FREE FROM DIRT PROMPT DELIVERY LOWEST PRICES		COAL!	
You are sure of 2,000 pounds to the ton, city weighers weights. You are sure of the best grades, because analysis shows it to be so, and we do not fear to have our coal undergo the most rigid tests. Buy now before the advance and save money.					
Anthracite IN STOCK <small>"Old Lee" best coal mined in Pennsylvania ALL GRADES</small>		West Virginia IN STOCK <small>Kanawha Splint and Winifrede Lump for heaters. Winifrede Nut washed and rescreened for range and cook stoves. Something fine</small>		Indiana Coal IN STOCK <small>Minnehall Lump Deep Vein Lump Linton No. 4 Lump Sullivan Co. Lump Sullivan Co. Egg</small>	
Kentucky Coal IN STOCK <small>Kentucky Lump Kentucky Egg</small>					
VAUGHAN & CASEY COMPANY, OFFICE—214 North Green Street. CRAWFORDSVILLE, IND. PHONES—Bell, 68; Home, 45.					

J. A. GEORGE, Pres.

O. A. DELOSTE, Vice-Pres.

M. E. BRADLEY, Sec'y and Treas.

A BURNING QUESTION.

Why Don't You Buy Your

COAL

FROM

THE

INDIANAPOLIS COAL COMPANY

PHONES NEW 2264 OLD 2792

HARRY L. BYERS,
CONTRACTING AGENT.

WE DON'T BELONG TO THE SHORT-WEIGHT TRUST.

4 BIG YARDS

MAIN OFFICE 162 E. MARKET ST.

facilities for supplying coal to any number of consumers. It advises on its card: "Four big yards."

Talks in the Field of the Retail Dealer.

Written for The Black Diamond.

From Wells, Minn., comes a new idea to attract attention to the office of the retail coal dealer.

J. A. Klawisch & Co. have constructed a clock of coal and placed it in their window which is attracting considerable attention.

Such a clock can be arranged with a small expense.

It should be circular in form and the larger the space devoted to it the more attention it will attract.

Two methods can be employed in constructing such a clock.

The easier one will be to have it slightly tilted at the back, but otherwise resting on the floor of the window.

Obtain the head of a barrel or the top of a large butter tub for the face, and taking small particles of coal attach them with glue to this background, thoroughly covering it at all points.

The Roman numerals can be arranged in their order, either by securing stencil figures from the sign maker and attaching them to the background through the coal by the use of long tacks or nails, which will hold them firmly in place, or by painting them on the background with white paint.

The hands which will point the time can be made of a long and a short piece of hickory or other hardwood, whittled smooth and sandpapered. They should then be painted black to conform to the general idea of the coal clock, but the color ought to be of a slightly different luster than the coal in order that the passerby may be able to distinguish between these hands and the background.

To furnish time for such a window attraction as this the works for a clock can be obtained from the local watchmaker at a slight expense.

If he does not keep them in stock he can order them for such an occasion. They should be attached back of the face and the arm on which the two hands are fastened should project far enough in front to permit the hands to revolve without catching on the coal. If the works as originally received do not extend a sufficient distance the services of the local watchmaker can again be invoked and he can remedy this defect so that the clock will operate accurately and attract attention, not only of the curiosity seekers, but those who are anxious to correct their time-pieces.

If the available room in the window is not sufficient to lay the clock down on the floor, it can be hung up in the window by means of two stout wires fastened to hooks in the ceiling.

How the Coal Clock was Used as an "Ad."

J. A. Klawisch, in making use of this window attraction has labeled his clock: "It's the" "to buy." Passersby had some difficulty at first in ascertaining just what was meant by the sign and in supplying the missing words, but some of the long-headed citizens of the town soon came to the conclusion that it meant "It's the time to buy coal," and it is said that they have acted upon this suggestion.

It is unnecessary to say that when the meaning was discovered more interest than ever centered in the clock, and that everyone in town shortly heard of the proposition and visited this office for the purpose of seeing the curiosity.

In adopting a scheme of this kind to attract attention the larger the clock the more attention it will attract.

If some coal man with plenty of initiative and ingenuity would act upon this idea to the extent of building one of the largest clocks in his town and supplying accurate time by means of it he would find that it would be a permanent advertisement of considerable value and would shortly be pointed out to visitors as one of the leading sights of interest.

In constructing a clock, say twelve feet across, which would take up all of the space in a large plate glass window, the foundation, instead of being the top of a butter tub or barrel, could be made of quarter-inch board by a local carpenter, with supporting pieces so that it could withstand the load of fine coal which would be glued on the face. The works should be larger and heavier and should have enough motive power to revolve the hands of the clock, which might be four or five feet in length. It goes without saying that such a clock would attract attention almost anywhere and that it would be the prize display in a small city or town.

J. A. Klawisch & Co. believe their clock has won them many customers, owing to the fact that it has attracted attention to their business. The local newspapers have given it extended mention in their news columns gratis and citizens have talked about it advertising the enterprising firm who adopted this method of calling attention to their line of business.

Current Events as a Means of Advertising the Coal Business.

The dealer who takes advantage of current events to advertise his coal office and business is the one who will arouse the most interest among his consumers.

In a large western city where the interest in football during the fall months is at fever heat owing to the fact a state university is located there, one of the local dealers takes advantage of this event to secure good advertising.

He has secured a diagram of a foot-ball field on which there slides a black oval back and forth.

At each end of this diagram is the name of each football team that is playing and by means of telegraphic connection with the football field every play is portrayed by sliding the ball to the last position.

If Wisconsin and Chicago are opponents the ball is moved back and forth in the respective territories of each of these teams the proportionate distance that it is actually moved on the field.

Whenever one or the other team scores the score is recorded in a bulletin beneath the diagram, the total being given up to that point in the game.

The result of this scheme is a crowd of several thousand people in front of the coal office whenever the home team plays a game, and at times when

the interest has become intense over the probable result the crowd has stopped traffic on the street. This was in a small city where ordinarily there are few people congested at any one point.

This dealer is fortunate in being located adjacent to a newspaper office where returns can be obtained nearly every minute of play from the football field, but a similar arrangement could be made at an office more remote by arranging with the telegraph companies to telephone results to the office of the dealer every few minutes.

At many points where there is no interest in football or athletics of any kind, such an arrangement would not attract the attention which it deserved, but at other points it is a great winning card.

The point which I am making, however, is that advantage should be taken of current events of this and a similar character to center interest and bring the crowd to the coal office.

Just now a coal dealer located in a small town or city could take advantage of the interest in politics.

Arrange a straw vote for and announce that the returns will be bulletined in the front of your office on each Saturday until election.

This can be accomplished in a very easy manner. Send out on Monday of each week, without respect to the party affiliation of those to whom they are sent, forty or more postal cards addressed to as many influential citizens in each township in the county.

These postal cards should be enclosed in a letter and should be returned to the coal company by whom they are sent out.

Enclose with each a brief letter something as follows:

"Dear Sir: Much interest attaches to the probable result of the national election in this county. Will you kindly fill out with the name of your choice for president and vice-president and return to this office so that the result can be announced next Saturday. You can sign your name or not, as you prefer.

"The result of this vote in township will be announced in a bulletin in front of our office, Saturday, October fifteenth. We will publish bulletins of this character each Saturday from now until the election occurs; on the last Saturday before November fifth we will summarize the result of the returns which have been forwarded to us up to that time."

A Plan to Take Advantage of the National Election.

If the dealer is anxious to get over considerable ground between now and election day and obtain an idea of the situation in all the townships, he might send out two batches of postal cards each week, the result of one to be given out in a bulletin on Wednesday and the other on Saturday. Or if he prefers to wait until ten days before election he should begin sending out cards now and say that on October twentieth the result from one township will be announced; on the twenty-first the result from another township will be given in a bulletin, etc.

Such a straw vote as this, arranged so that it will be fair and as impartial as possible will surely attract much attention.

Nearly all the postal cards sent out will be returned and those who receive them and are interested in politics will be sure to visit the coal office on the day they are posted for the purpose of ascertaining what the total result is in that township.

But about a week before election the best results will begin to be received.

Then the county politicians on both sides will call on the coal dealer to obtain the result of his straw vote and they will predicate their election guesses largely on the results that he has obtained—that is, if they realize the straw vote has been conducted with impartiality.

This will make the coal office a center of attraction when people are beginning to order coal and will be most effective advertising in bringing the name of the coal dealer before the public prominently.

I can not see that there would be any bad results from such a plan as this, while the cost will be very light. If the republicans are in the majority in the county, a straw vote to this effect will be accepted as a matter of course. If the democrats are in the majority normally, the same thing will hold true. If the minority party makes a few gains, compared with the total vote, this will be a source of encouragement to the latter and will not hurt the standing of the coal company with the majority, always presupposing that the vote is conducted impartially and without regard to the political tendencies of the members of the coal firm.

In publishing the result of the straw vote the bulletin should be as follows:

RESULT OF OUR STRAW VOTE IN TOWNSHIP.

Total No. postal cards sent out.....	60
Total No. replies received.....	53
Total for Roosevelt	25
Total for Parker	25
Total for Swallow (Prohibition).....	2
Undecided	1
Total voters in Wayne township.....	263
Total votes cast for McKinley, 1900.....	125
Total votes cast for Bryan, 1900.....	125
Scattering	13

"Our straw vote shows practically no change in the political sentiment of this township."

The dealer can obtain figures on the vote in 1900 for president in each township from the county clerk or from the editor of the local newspaper, so that these figures may be used for the purposes of comparison, which, of course, will serve to enlighten those who are interested in the subject. This is a good time to use such a scheme, as interest in presidential elections toward the end of the campaign is generally at white heat.

THE YARD MANAGER.

Retail Coal Associations of the United States:
Retail Coal Dealers' Association of the New England States.
Retail Coal Dealers' Association of Illinois and Wisconsin.
Mid-State Retail Coal Dealers' Association.
Northwestern Retail Coal Dealers' Association.
Wholesale and Retail Coal Dealers' Association of Ohio.
Michigan and Indiana Retail Coal Association.
Coal Dealers' Association of Iowa and Nebraska.
Ontario Coal Association.
New York and Pennsylvania Retail Coal Dealers' Association.

A DEPARTMENT

For the

RETAIL TRADE

CURRENT NEWS AND COMMENT IN THE RETAIL COAL TRADE - SUGGESTIONS AS TO ADVANCED BUSINESS METHODS THAT HAVE BEEN TRIED AND HAVE PROVED SUCCESSFUL—PERSONAL NOTES OF CHANGES IN THE TRADE—HINTS CONCERNING PROPER ADVERTISING. :: :: :: :: :: ::

Description of Plant of the Day Coal Co., at Sioux City, Iowa.

One of the modern coal plants in Sioux City, Iowa, is that of the Day Coal Co., which has been in business for several years and during that time has built up a large trade, not only in steam coal in the city of Sioux City, but controls practically all of the river fueling trade on the Missouri river at that point, which in the summer season involves a considerable tonnage. This company is rapidly extending its business and has recently purchased a yard directly across the street from the one it has occupied since first engaging in business, giving it plenty of space for the rapid development of its

trade and abundant facilities for future growth. The accompanying illustration shows the east end of the old plant of the company, which lies west of Pearl street, from which point the photograph from which the illustration was made was taken. Mr. Day, the senior member of the company, is standing by the wagon handing a scale ticket to the driver, who is just leaving the yard with a load of coal. Mr. Butler, who became identified with the company over a year ago is a Sioux City coal man of a number of years of experience. He is standing in the office door. These coal sheds run back 150 feet and contain fifteen bins, each of which holds a carload or more of coal. In the rear of the plant is shown the combination bridge across the Missouri river. This company has fine dockage at this plant from which it coals all the boats passing up and down the Missouri river.

The larger plant of the company, which it recently purchased, lies across Pearl street and runs back 240 feet. In both of these yards the company has railroad trackage and every facility for handling coal economically and with dispatch. The company claims to have one of the largest and best equipped coal plants in Sioux City, and it does quite an extensive wholesale and retail business. It is expanding rapidly and is now utilizing all the increased facilities which it acquired by purchasing the second coal yard referred to in the above article.



PLANT OF THE DAY COAL CO., AT SIOUX CITY, IOWA.

Secretary R. E. Harris, of the Coal Dealers' Association of Iowa and Nebraska, has sent out a letter to the membership of that organization, in which instructions are embodied for taking advantage of the new reweighing rule now in force in the west. This letter follows: "In view of the fact that many shippers of coal are issuing circulars relative to the new methods employed by the carrying companies in connection with the weighing of coal, and various other matters bearing on this important subject, you are hereby notified that all such circulars which conflict with the spirit of the agreement in effect between the railway companies and this association are to be disregarded."

Secretary Harris Instructs Dealers How to Take Advantage of Reweighing Rules.

"In placing orders for coal, be sure to demand and insist on receiving a bill of lading for each and every carload of coal purchased. In this lies your safety. Shippers who refuse or fail to furnish bills of lading are not worthy of patronage."

"In all cases where shipments fall short of weight at destination, make a statement of the fact, showing your means of knowledge as to the amount of the shortage, and a bill for the loss against the delivering railway company, attaching thereto the bill of lading and the original expense bill, and file your claim with the secretary of this association."

"When a shortage is less than 1,000 pounds it is safe to conclude that the shipment is entire, as the natural shrinkage of the coal, or a variation of scales will account for a slight loss."

"All claims properly verified will be handled promptly by the secretary, and all amounts collected will be refunded to the claimant in interest."

"It is to be understood that all invoices wherein the weight shown agrees with the weight shown on the bill of lading are to be accepted as true statements, and paid accordingly. All claims for shortages where shipments are covered by bills of lading are to be collected from the carrier."

"In many cases where shippers fail to verify invoice weights by a bill of lading signed by the carrier, it is rutable to deduct the value of the shortage (making a reasonable allowance for variation of scales) from shipper's account."

There is a coal war on at Oshkosh, Wis., which will probably result in a merry time before it is ended. One of the local city fathers apparently labors under the impression that he knows more about the coal trade than all the coal men in that city combined. As a consequence he has engaged in the scalping trade from cars to wagon, and, according to the local newspapers, has no yard or other facilities for doing business. He has received three carloads of coal, according to these same authorities, which he has sold out to consumers at prices twenty-five cents below the established price at that point for anthracite, and in addition has been interviewed several times and has tried to make it appear that the local coal dealers were endeavoring to obtain unfair prices. As

Oshkosh, Wis., Coal Dealers are Experiencing Trouble From Local Coal Scalper.

the regular dealers at Oshkosh all have yards, scales, offices and equipment on which they pay taxes, and this new invader to that field is using the railroad cars for yard purposes, thus avoiding adding to the business community, he has a slight advantage when it comes to the expense of doing business. It is the belief, however, that his existence as a coal merchant on these terms will be short and that in a few months, possibly after he has equipped a yard and has been put to the expense of maintaining it, he will not feel so much inclined to criticize those who are engaged in legitimate business and who have difficulty in making both ends meet under the profit they are making at present.

This price-cutter does not seem even to have the good will of the consumers of that city. Shortly after the trouble started a leading citizen came out in an interview in which he is reported to have said:

"I observe that the newspapers take every opportunity to give the coal dealers a twist. This is, I think, an injustice. It is claimed that the coal dealers have entered a combination and have boosted prices and all that sort of thing, but as a matter of fact you can not blame the dealers from making a profit of \$1.25 per ton over the cost of the coal on track at this point. This sum does not represent a clear profit either, for the coal must be unloaded from the car, unloaded in the dealers' yard and then reloaded and hauled by team to the residence of the consumer. The sum of \$1.25 is not much for doing all these things. No one would care to make the margin smaller."

"There is not a coal dealer in Oshkosh who can purchase his supply of anthracite for less than \$7.25 per ton. The price at all the lake ports is \$6.50 per ton, no more, no less. It costs the dealer seventy-five cents a ton to ship the coal here from the lake port. The railroads never make this charge less. Thus it is readily evident that it costs \$7.25 per ton here and if the dealer makes a net profit on his coal of fifty to seventy-five cents a ton at the present selling price, after handling and delivering it, he is doing remarkably well. You must understand that his cost of maintaining a yard, horses and wagons, and of employing men goes on the year around and that he must charge enough for his coal to pay all these fixed charges before he can expect to make any profit."

The Crescent Coal & Mining Co., 303 Dearborn street, Chicago, is sending out neat little souvenirs to its friends in the trade in the shape of mirrors, on the back of which are enumerated the different descriptions of coal carried by the company.

Western Retail Notes.

The Western Elevator Co., Ellendale, Minn., is erecting a mammoth coal shed at Osage, Iowa.

Vern R. Anderson, Waterloo, Iowa, has embarked in the wood and coal business in that city.

W. P. Hill, of Rossburg, Minn., is opening a new wood and coal yard at Milnor, Minn.

B. F. Owens, Rockwell City, Iowa, will shortly erect a new coal shed and office at that place.

John Faktor, Lidgerwood, N. D., has embarked in the retail coal and wood business at that place.

The Colman Lumber Co., Alpena, S. D., will shortly put in a supply of coal in connection with its lumber yard.

J. D. Sweazie, Webster City, Iowa, is managing the elevator and coal business of William Wilke at that point.

The McClure Coal Co., Springfield, Ohio, has been dissolved and Oliver H. Miller has been appointed as receiver.

The Dakota Elevator Co., Hawley, Minn., is putting up a new coal shed on the east side of its elevator at that place.

The contract for furnishing coal to the schools of Knoxville, Tenn., was awarded to J. T. Hayes, he being the lowest bidder.

A. J. Squires' new coal yard at the Lake Shore depot, Mentor, Ohio, is now complete and deliveries of coal will soon follow.

The Lampert Lumber Co., Echo, Minn., have erected new coal sheds for the protection of its coal from the elements this winter.

The Minnetonka Lumber Co., Minnetonka, Minn., has purchased the coal business of Smith & Son., and will soon erect new coal sheds.

It is stated that Chicago capitalists are negotiating for grounds on which to build coal sheds at Corliss, Wis., making that station a distributing point.

The board of public service of Springfield, Mo., has awarded the contract for furnishing the coal for the city buildings to the Springfield Coal & Ice Co.

The Scott & Barrett Mercantile Co., Lakota, N. D., is building a coal shed at that place and scales will also be put in, so that coal can be weighed as it is loaded.

The North Star Lumber Co., Napoleon, N. D., has erected a large coal shed in its yard which adds to the appearance of same, as well as being much more convenient.

Bids were received recently by the board of public works of Saginaw, Mich., which were so uniform in price that no decision has been reached as to the awarding of the contract.

The Stroup Coal Co., Ironton, Ohio, is making arrangements to transfer its headquarters from that city to Springfield, Ohio. It is the intention of the company to open a retail office also.

Dealers at St. Joseph, Mo., are rather expecting an advance of twenty-five cents per ton in the price of soft coal. This coal is now selling at that point at \$3.75 per ton and anthracite at \$10.00.

Coal dealers at Des Moines, Iowa, are soliciting the aid of the police of that city in an effort to stop the wholesale theft of coal from retail yards there, which have occurred within the past few weeks.

The Howell Coal Mining Co. was recently organized at Columbus, Ohio, with an authorized capital of \$3,000, the incorporators being David Tod, I. H. Miller, Louis D. Gibson, Jacob Stambaugh and W. H. Wash.

Householders at Shelbyville, Ind., are buying their winter's supply of coal before the season arrives, with advanced prices. Bituminous coal is retailing at that point at \$3.75 per ton and anthracite at \$7.50.

The board of public works, Grand Rapids, Mich., awarded the contract for supplying the pumping station at that city with coal to A. Himes, who will furnish one thousand tons of bituminous product at \$2.70.

Mrs. S. W. Vanderwarker, wife of a prominent coal dealer at St. Paul, Minn., passed away a few days ago at St. Luke's hospital, in that city. Death resulted from an operation which she underwent a week ago.

Anthracite coal is selling in Kewanee, Ill., for \$9.50 per ton, and it is thought the price is not likely to go below this figure. Dealers think that ten cents per bushel will be charged for bituminous coal throughout the winter.

Special officers at Columbus, Ohio, are making life interesting for coal thieves who have been operating in that vicinity for some time. A few days ago about fourteen were caught, and it is said that more arrests will follow.

Coal wagon drivers at Des Moines, Iowa, are unable to come to an agreement with their employers, and a strike is threatened. No demand is made for higher wages, but the teamsters demand recognition of their union.

It is reported that the contract for supplying the city of Grand Rapids, Mich., with coal was awarded to the Valley City Ice & Coal Co., and 200 tons of smokeless coal will be furnished at \$4.40 per ton, and 150 tons of soft coal at \$3.15.

An ordinance is soon to be introduced at Indianapolis, Ind., which is intended to do away with the smoke nuisance in that city. The ordinance provides that all coal users within one mile square in the center of the city shall use anthracite exclusively.

J. C. Buckner and James West, of Hopkinsville, Ky., have started a coal

business in that city to be known as Buckner & West, and Rosecreek coal will be handled. The new firm has made a good beginning by securing the contract for supplying the western asylum with coal for the ensuing winter.

The office of the Florence Lumber & Coal Co., Omaha, Neb., was recently looted by burglars, who blew open the safe, which contained no funds, but they made off with a steel box containing valuable papers. The fact that the safe had not been locked the night before evidently was not discovered by the burglars.

The school board of Canton, Ohio, awarded a joint contract for the supply of coal for the different school buildings in that city to the G. A. Williams Co. and the Steiner Coal Co. The former company will furnish Hutson mine coal at \$1.95 per ton and the Steiner Coal Co. is to furnish Huff Run at \$1.94 per ton.

The Pacific Coast Co. is erecting new coal bunkers at Portland, Ore., which will have a water frontage of 305 feet, which, when completed, will represent an expenditure of over \$80,000 and will be modern in every way. The bunkers will have a capacity of 6,800 tons of coal and for coaling or discharging a ship at the rate of 300 tons an hour.

Articles of incorporation of the Havre Provision & Provender Co. were recently filed with Secretary of State George M. Hays, the company to handle coal and other commodities, with headquarters at Havre, Mont. The authorized capital is \$10,000 of which \$3,000 has been subscribed. The directors of the new company are F. L. Gray, Kalispell; F. P. Browne, Jennings; A. B. Clarke, Havre.

*Eastern Retail Notes.*

Samuel C. Crandall, of Westfield, N. Y., has commenced work on a new coal yard at that point.

A receiver is to be appointed for the former coal firm of Finch & Clark, South Glens Falls, N. Y.

John McCarthy, a retired coal merchant of New York, N. Y., passed away a few days ago at his home in Morris avenue, Long Branch.

F. H. Johnson, a prominent coal dealer of Portland, Maine, is erecting a number of coal sheds at that place, which will soon be ready for use.

Coal is to be supplied to the city of Burlington, Vt., at the price of \$6.07 per ton. It is stated that the city will need about 3,500 tons this winter.

The Hewitt-Wilcox Coal Co., Auburn, N. Y., has sold its property on Cottage street, that city, to the New York Central railroad, to be used by the road for trackage. The consideration was \$1,500.

The coal dealers of Springfield, Mass., recently decided to advance the price of coal in that city fifty cents per ton. Coal, previous to this advance, was unusually low, this being the first advance made since April.

The municipal authorities of Baltimore, Md., are endeavoring to break up the coal cart nuisance by passing ordinances regulating the size of carts and suggesting the manner in which carts shall discharge their loads.

The school board of Burlington, Vt., has awarded a contract for coal to the Elias Lyman Coal Co., and Burleigh & Weeks, the former company furnishing anthracite at \$7.00 per ton and the latter the soft coal at \$3.45 per ton.

George Pearce & Sons, coal dealers at Portage, Pa., recently sued the New Lork Coal & Transportation Co. to recover \$1,338.65, an alleged balance due them on 444 tons of coal furnished the defendant company during the summer of 1902.

Brown & Smyser, coal and lumber dealers, York, Pa., have dissolved after having been in business for twenty-six years. The members, John M. Brown and H. C. Smyser, have retired from active business and sold their real estate for \$11,000.

The Lackawanna railroad is erecting a new coal shed at Utica, N. Y., for the use of H. Gilmore & Son. The building will have a capacity of 3,600 tons of coal. An electric elevator is to be erected for the purpose of hoisting the coal into the shed.

The Park Coal Co., Providence, R. I., has been absorbed by John R. White & Son., Inc. This is due partly to the fact that the principal owner of the Park Co., David F. Sherwood, is in poor health and has wished to retire from active business for some time.

The Richard W. Rice Coal Co., Springfield, Mass., has bought out the coal business of J. E. Cowan & Co. The new owners will continue to have the office at the old stand, 174 Worthington street, and George C. Sessions will be retained in charge of the branch office.

The Lehigh Coal & Supply Co. was recently incorporated in New York city to engage in the wholesale and retail coal business, with an authorized capital of \$50,000. The incorporators of the new company are Frank S. Parker, Robert H. Fall, Weehawken; Frederick K. Hopkins, West Hoboken.

The Mitchell Coal Co., was recently organized in New York city for the purpose of buying and selling coal real estate. The authorized capital stock of the new company is \$10,000 and incorporators and directors for the first year are J. B. Mitchell, Charles Zimmerman Jr., and Thomas S. Towns, of New York.

The Frey-Watkins Co., Rochester, N. Y., was recently organized to do a wholesale and retail coal, grain and produce business, with an authorized capitalization of \$25,000. The company will begin business with \$5,000. The directors are: John B. Frey, John W. Watkins, Louis S. Foulks and Theodore D. Steinhausen, all of Rochester.

Eastern Coal and Coke Notes.**New Eastern Enterprises.**

The Tioga Coal Co. was recently incorporated at Wilkesbarre, Pa., with an authorized capital of \$300,000.

The Franklin Coal Mining Co., Philadelphia, Pa., was recently incorporated with an authorized capital stock of \$50,000.

The Atlantic Coal Mining Co., Philadelphia, Pa., was recently incorporated with an authorized capital of \$30,000 for the purpose of operating coal mines.

The United States Coal & Lumber Co., Washington, D. C., has been incorporated with an authorized capital stock of \$500,000. The incorporators of the new company are: Lyman Pastel, F. R. Austin and F. M. Church.

The Culross Coal Co., Williamson, W. Va., was recently organized with an authorized capital stock of \$10,000, the officers of the new company being Charles Culross, president, and W. J. Fry, secretary and treasurer.

The Greenough Coal & Coke Co. has been incorporated at Chapmanville, W. Va., with an authorized capital of \$50,000, for the purpose of mining coal. The directors are Edward Boreman, William P. Caldwell, F. F. Moore, G. R. Hanley and Fred B. Moore, all of Shamokin, Pa.

General Eastern Coal and Coke Notes.

About 550 miners have struck at the Morrisdale mines, at Morris, Pa., because the company ordered them to push their cars.

The fire which was thought to have been extinguished some days ago, is still raging at the Locust Gap colliery, Locust Gap, Pa.

The Hill Coal Co., of Sharon, Pa., has sold its coal mining property at Jackson, Pa., to H. K. Wick, of Youngstown, Ohio, for \$30,000.

The strike of union iron workers engaged in the construction of the new coal elevators of the Susquehanna Coal Co., at McClellan, Pa., is said to have been settled.

John F. Stairs, of Halifax, N. S., president of the Nova Scotia Steel & Coal Co., passed away recently at the general hospital at Toronto, Canada. He had been ill for several weeks.

A new coal town is being opened up by the Mary D. Coal Co., a few miles west of Tamaqua, Pa. It is said the town will compare favorably with any of the mining towns of the state of Pennsylvania.

The Delaware & Hudson Coal Co., Scranton, Pa., recently paid to that city about \$1,500 for damages to one of its streets caused by a cave-in which resulted in a break in the trunk sewer and in the gas and water pipes.

Mine inspectors of the state of Pennsylvania are pushing all cases of

negligence which come to their notice, in the hope of preventing a repetition of the disaster which wiped out so many lives at the Harwick (Pa.) mine.

An incompetent miner at Scranton, Pa., was recently arrested because he had no certificate. This is the first case of this kind ever known in that region and is a direct result of the crusade of the United Mineworkers.

The Allison mine, at McGovern, Pa., which resumed operations recently after having been closed down all last winter, is doing a large business. It is claimed that the first coal mined in Washington county was taken out of this operation.

The Douglas-Paugh Coal & Coke Co. has bought out the Phoenix Coal & Mining Co., Clarksburg, W. Va. The former company is composed principally of Pittsburg men and was organized in Clarksburg recently with an authorized capital of \$400,000.

The Prudential Coal & Mining Co., Cleveland, Ohio, will shortly commence development at its new mines at Logan, W. Va., and will proceed to ship coal. A branch of the Chesapeake & Ohio railroad runs within 200 feet of the company's mines at Logan.

The Patterson & Robbins Coal Co., Washington, Pa., has been pushing the work of development at its mines at the Manifold farm, near that city, and will soon be in position to work them to their fullest capacity. The production at these mines now averages 620 tons per day.

The Suburban Gas Co., Chester, Pa., is likely to close down its coke plant at the Tidewater Steel Co.'s work within a short time. A great quantity of coke has been accumulated and this is assigned as the reason for the shut down, which will continue until the coke on hand is sold.

A number of the mines belonging to the Erie Coal Co., near Pittston, Pa., have been ordered to close down for a few days. The reason assigned is that the operators are anxious to make repairs which will enable them to handle the increased business which colder weather invariably brings.

The Mosler heirs' fight for coal lands near Pottsville, Pa., was thrown out of court at that place recently because not one of the heirs appeared when the case was called. The lands claimed are now in possession of the Lehigh Coal & Navigation Co., and it is believed the fight for their possession is ended.

Arrangements are being made for the consolidation of the Cumberland Basin Coal Co. and the Georges Creek Bald Knob Coal Co., Cumberland, Md., whose properties lie in the vicinity of Wellersburg, Pa., and in Maryland. The former company is in the hands of a receiver, but the latter is in good financial condition and is endeavoring to purchase the other property.

The Berwind-White Mining Co., Windber, Pa., is mining an excellent grade of coal, apparently, judging from the fact that the Pennsylvania railroad recently ordered 2,000 tons of it shipped to St. Louis to be used in a series of locomotive tests to be made at the World's Fair. Another order was received by this company for a carload of its product to be delivered at the United States mint at Denver for experimental purposes. This is the first time this coal has been shipped so far west.

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Literary Notes.

St. Nicholas's two serials, Gensai Murai's "Kibun Daizin," or from Shark-boy to Merchant Prince," and Mary Constance Du Bois's "Elinor Arden, Royalist," continue strong features. The pretty tale of "Elinor Arden, Royalist," comes to an end in the October number, but early book publication of the story is announced. The adventures of the young Japanese hero, "Kibun Daizin," increases in interest and excitement. There are plenty of short stories, too, in the October issue for both girls and boys; Clarence Pullen's "Chao Chaling and the Man-Eater," Leslie W. Quirk's "The Class Rush," Anne O'Brien's "Chickaree," A. J. Backus's "A Voluble Vowel," Mary Mills West's "The Allens' Silver Wedding," Evelyn Nichols Kerr's "Roxy-Trainman" (a true story), and Emily V. Methven's "Harold's Chicken." The serious article of the October *St. Nicholas* is the account, by George Ethelbert Walsh, of "What a Lump of Coal Could Do." He shows, with much interesting detail, how a laboring man could carry in his pocket enough potential energy to perform all his tasks for several days; how the energy in one lump of coal would be sufficient to run an electric motor car full of passengers two and one-half miles at the rate of twenty miles an hour, or carry a train of six ordinary cars and a heavy Pullman sleeper and dining room car one-sixth of a mile at the rate of twenty-five miles an hour. F. B. Wickersham's sketch of the life of Mme. Ronner, under title of "Pussy's Friend," is illustrated with reproductions of several of Mme. Ronner's delightful cat sketches. The illustrations of the October *St. Nicholas* seem specially noteworthy, including full-page reproductions of "The Flying Dutchman" and of the painting of the Princess Sophia Matilda of Gloucester by Sir Joshua Reynolds. There is also a page from J. C. Beard, picturing "An Autumn Day at the Zoo."

The October number of *Pearson's Magazine* presents as its leading article "Samantha at the St. Louis Exposition," by Josiah Allen's Wife. Written in Samantha's well-known quaint up-state dialect, the story of her experiences at the Fair with Josiah, her old, close-fisted spouse, are rollickingly funny. Besides the Exposition article, which has been illustrated by Grunwald, there are three other special articles. One, Albert Bigelow Paine's Thomas Nast article, with ten reproductions made from the originals of the famous cartoons; another, "Charcoal Burning," and still another, a timely paper, "How the American is Changing His Food." In view of the recent disturbances in the great meat packing industry, the article will be read with more than customary interest. A new illustrated department, "The Self-Supporting Home," conducted by Kate V. Saint Maur, will make its first appearance in the next issue of *Pearson's*, and will be continued during a number of months. Armed with facts and with figures and balance sheets instead of theories, Mrs. Saint Maur will demonstrate that in a practical business-like, ask-no-favor-of-none manner, the Self-Supporting Home, city or country, is not a mere possibility, but an absolute certainty. Mrs. Saint Maur's instalment this month outlines the general plan of the articles to come. In fiction the October number is unusually bright. "The Man in the Gray Cloak," and "How Don Q. Had Dealings with a Usurer," are stories of adventure; "Mademoiselle of Casterock," is a love story; "Mugg" is a "kid" story of the slums. "A Bubble Burst" is a strong, fascinating story of wild speculation in South African gold mines, and "Dr. Nicholas Stone" is an adventure-mystery serial based on an alleged series of life-insurance murders. The story has been widely read and commented upon by insurance experts as an interesting piece of fiction, pure and simple.

McClure's for October is timely in the best sense. It is impressing itself tremendously on the life and thought of the day by its weighty and authoritative way of doing things. In the dramatic story of Governor LaFollette and the fierce political war which is rending the state of Wisconsin, Lincoln Steffens has found material, not only for a stirring story, but for the presentation of facts and principles of the gravest significance to the Republic. The fight here, as elsewhere, he finds, is for self-government, representative of all the people. He keenly analyzes the opposing forces and defines the issues. In sharp contrast to this sordid history of "Enemies

(Continued on page 800.)

Southern Coal and Coke Notes.

New Southern Enterprises.

The Cameron & Yates Co., Nashville, Tenn., has changed its name to the Yates & Donelson Co.

The McGraw, Perkins & Weber Co., Nashville, Tenn., recently increased its capital stock from \$25,000 to \$50,000.

The Ohio River & Columbus Railway Co. has begun the erection of an immense coal elevator in the vicinity of Ashland, Ky.

Albert J. Salters, of Philadelphia, Miss., has discovered coal deposits on his property and will commence development within a short time.

The Brier Hill Collieries Co., of Cumberland county, Me., has been granted a license to do business in the state of Tennessee. The company has a capital stock of \$1,000,000 preferred and \$1,000,000 of common stock.

The Bogue & Kunz Coal Co. was recently incorporated at Mobile, Ala., with an authorized capital of \$3,000. The officers of the new company are: F. A. Bogue, president and general manager; Edward J. Kunz, secretary and treasurer; Ferdinand T. Koppersmith, Edward J. Kunz, Frank A. Bogue, directors.

General Southern Coal and Coke Notes.

Col. T. A. Treat, of the Winston Coal Co., Lynn, Ala., it is said, will open a new retail coal yard at that point.

The miners of the Little Cahaba Coal Co. recently returned to work at Piper, Ala., a contract having been signed by the officials of the company.

The Southern Pacific railroad will open a large coal yard at New Orleans, La., which will greatly facilitate coaling operations at that point.

The Fort Smith & Western railway is adopting smokeless coal for fueling purposes, the mines from which it comes being located in Indian Territory.

At Little Rock, Ark., the price of bituminous coal has advanced twenty-five cents per ton, by the operators, and it is expected that retailers will make a similar advance.

The petition of the coal shippers in Midland Valley, Ark., to make them the same freight rates that shippers in other districts of that state enjoy was recently granted.

Coal dealers at New Orleans, La., are making ample provisions for the winter by stocking coal, and it is stated that prices will remain stationary. No labor troubles are anticipated.

The French Coal Co., of Halsey, Ky., which began operations last January, is making extensive improvements in its mines there. The company operates three mines in that vicinity.

Subscriptions are being raised for the purpose of prospecting for coal



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at Pauls Valley, Okla. Nearly enough stock at \$50 per share has been subscribed for to insure the success of the project.

The fire recently reported raging in the Tennessee Coal & Iron Co.'s mines near Bessemer, Ala., has been extinguished and repairs have been begun to get the mine in readiness to resume operations as soon as possible.

The coal mines at Henryetta, I. T., have closed down, and as a result nearly 400 men are thrown out of employment. The miners were about to strike on account of some grievance, when the operators, hearing of it, closed down the mines.

The Tennessee Central railroad is making extensive additions to its rail equipment, having ordered six large freight engines; also 700 new coal cars of 100,000 pounds capacity each, of which a number are expected to be in readiness within thirty days.

The coal operators and miners in district number nineteen, Kentucky and Tennessee, are having trouble and it is probable that an effort will be made to induce Judge George Gray of Delaware to arbitrate the differences. The wage question is the source of the trouble.

The Coal Creek Coal Co., Coal Creek, Tenn., is operating its mines at Fraterville and Thistle with non-union men. The union mines in this vicinity have not been in operation for several weeks and the companies owing these mines have reduced wages fifteen per cent.

The Arizona, New Mexico & Colorado railroad is making plans to open a new coal field in the southwest. This corporation is the parent company of the Arizona & New Mexico Fuel & Iron Co., and both companies are chartered under the laws of the territory of Arizona with an authorized capitalization of \$5,000,000.

Edward Irwin, for a number of years a prominent factor in the coal industry, passed away a few days ago at his home in New Orleans, La., after an illness of only two days. Mr. Irwin was born in Ireland, came to this country a number of years ago and settled in Chicago. He resided in the latter city for three years, then removed to New Orleans.

The city council of Birmingham, Ala., is considering an ordinance authorizing the adoption of a public weighing system in that city, which is meeting with most hearty approval. It is said that some dealers cut the price of the better grades of coal and "get even" by delivering 1,700 pounds or 1,800 pounds for a ton. The ordinance is said to be regarded favorably by the honest dealers, as well as the consumers.

LITERARY NOTES—Continued.

of the Republic," and the disturbing stories of civic and commercial disgrace which McClure's has published recently, appears an inspiring sketch of George William Curtis—"Friend of the Republic" the editor well styles him—by Carl Schurz. Here is a most attractive picture of the finest type of the American gentleman, the ideal citizen, written by one who knew and appreciated his great worth. It affords a welcome glimpse of the other side of the shield. The climax of Ida M. Tarbell's monumental "History of the Standard Oil Company" is reached in a chapter of "Conclusions." In convincing array she presents the facts she has unearthed concerning the great trust, with such infinite pains and remorseless thoroughness. Facing this unrighteous and illegal fact she puts the question squarely, "What are we going to do about it? For it is our business." Miss Tarbell has condensed and summarized her whole great history into this one luminous chapter. John La Farge discusses five great works of Rubens in this selection of "One Hundred Masterpieces of Painting," under the classification of "Triumphs." There are several stories in the fiction of this number which will make a distinct impression and merit comment. In "A Good Samaritan," Mary R. Shipman Andrews, with a realism that is the truest art, describes the humorous experiences of a young rector and an intoxicated friend whom he feels in duty bound to escort home. Lloyd Oshourne in "Glass-Eyed Bill" has done one of his very best, full of dry humor, and a most interesting situation. Eugene Wood offers another of his bully bits of comedy from real life in describing the "Firemen's Tournament." It is strong in the force of its suggestion and familiarity. As usual there is a bright story of children, this time "A Fruit of the Fair," by Marion Hill, with some wonderful drawings by F. Y. Cory. Leroy Scott tells a fascinating story of mingled pathos, humor and tragedy in "The Prison Days of Billy MacCheek."

The frontispiece of the October *Century* is a drawing in color, called "The Duet," by Anna Whelan Betts, whose color work in recent numbers of *The Century*, representing life of fifty or sixty years ago, are well known. The war in the east is touched upon in two articles, an illuminating anecdotal paper on Admiral Togo by one of his countrymen, Adachi Kinnosuke; the other an illustrated paper on "The Cossacks" by David B. Macgowan, who wrote the paper on "A Russian Lourdes" in the September *Century*, a comprehensive article, dealing with the character of the Cossacks, their horses, military organizations, tactics and special maneuvers. The illustrations include a portrait of the Cossack general, Rennenkampf. In a paper entitled "In the Peril of the Sea," Mont St. Michel is picturesquely described in drawings by Joseph Pennell and in text by Mrs. Pennell. An article of novel and widespread interest is Mr. Gilbert H. Grosvenor's "Inoculating the Ground," which sets forth a remarkable discovery in scientific agriculture which is likely to have far-reaching influence. A feature of the number is an ode in the Wordsworthian spirit by Henry van Dyke, entitled "God of the Open Air," with pictures and decorations by Henry McCarter, printed with a touch of color. There is also a paper of "New Material Concerning the Lewis and Clark Expedition," consisting of portraits of William Clark, one by an unknown artist and the other by George Catlin, the famous painter of Indians, together with two letters from Clark, one to his brother George Rogers Clark, describing the expedition, and the other to Charbono, the husband of Sacajawea, the young Shoshone woman whose service to the expedition as guide is to be recognized by a statue to be erected by the women of Oregon. Mrs. Wharton's papers on "Italian Villas and Their Gardens" come to a conclusion with the consideration of the "Villas of Venetia" and "Genoese Villas," these two subjects being fully illustrated with pictures by Maxfield Parrish, one of which is printed in color. Dr. Mitchell's piquant narrative of "The Youth of Washington," told in the form of an autobiography, also comes to a conclusion.

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THE BLACK DIAMOND

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CHICAGO.

OCTOBER 15, 1904.

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General Review of the Markets.

Throughout the country there is a better feeling in all branches of the coal trade than there has been for some time. Probably this has resulted as much from the advancement of the season as from any other cause, and the near approach of the time of the year when coal will be a necessity and when consumption will rapidly increase to the maximum point. In the anthracite trade both the east and the west report a quickening in the demand, and while the movement of coal is not up to the volume it should be at this season of the year in all cases, the outlook is much more encouraging than it was, which is gratifying to shipping agents and producing companies.

In the bituminous trade the better grades of domestic coal are showing a much stronger tendency as to demand, and in some instances there have been slight advances in prices, with the possibility of still further advances seriously being considered by producing interests, which have more orders than they can supply, either due to the increased demand or the inability of transportation companies to supply cars and other equipment. There is still a weak market in the west on the finer grades of bituminous coal, but during the week there has been even a slight improvement in these descriptions, and it is anticipated with colder weather, when the consumption will be materially widened, there will be a welcome change for the better.

In the eastern anthracite trade the collieries are again working on about full time and the production is almost up to the normal point. There is a feeling among the producing interests that there will be no further serious curtailment of output till well toward spring, although it is recognized, of course, that the weather during the winter will be the most important factor in determining the production for the balance of the year. Production during the month of September was the smallest since the resumption following the strike in 1902, and the total production for the whole year has been about 5,000,000 tons less than it was during the same period in 1903. If there is to be any reduced consumption of anthracite as a result of the depression in business which has occurred during the summer, the curtailment in output probably has been sufficient to meet the changing conditions. The total tonnage which has been produced, and which will be produced from now until the middle of the winter, ought, therefore, to be easily absorbed without any great surplus being left over.

In the eastern trade shoalwater ports are taking a little more coal and generally in tidewater business there is a more active demand. Some of the company barges which have been employed in the bituminous trade are being recalled, and until late in the season will probably be utilized for the movement of anthracite coastwise, to supply the urgent demand which surely ought to come with the advent of lower temperatures and the active consuming season.

The eastern line trade on anthracite is reported very active. This week there has been a tendency toward winter weather in some parts of the east, notably in New York state, where the first snow of the year fell, and this has created a demand from consumers who buy on a hand-to-mouth basis and who must take in immediate supplies. The Canadian trade is also reported as of much better volume than it was, and in fact is the most active of any branch of the anthracite movement.

Demand for Anthracite Has Visibly Improved.

In the western movement of anthracite there is some quickening of demand at northwest dock points, which is causing the shipping companies to urge forward heavier shipments by way of the lake and rail routes. The Chicago demand has also increased somewhat, owing to a larger movement to the consuming trade. The extreme west is not taking as much coal as formerly, and trade in the west is not up to the mark that it should have reached at this season of the year; but with lower temperatures and the active consuming season at hand the outlook is more or less encouraging. In the movement of anthracite westward from the collieries there has been a considerable slump. The lake and rail movement out of Buffalo for the past week has

gone below 80,000 tons, which is the lowest record of shipments for any one week since the lake strike was settled in June. It is reported that this slump was occasioned by inability to secure cars at the mines, the heavy grain movement eastward requiring a large part of the equipment of the various railroads. Rail movement westward has also been interrupted more or less by the same cause, and if winter should come on suddenly some of the factors in the trade might find it very difficult to obtain all the coal they require as early as they required it.

General Outlook in Bituminous Trade Shows Improvement.

In the bituminous trade the general outlook in the different parts of the country has shown improvement. In the east there have been several important developments during the week. One of the most important of these has been the demoralization of coastwise rates from the Virginia cape ports and also from the leading shipping ports such as Philadelphia and New York harbor. The demoralization of freight rates is deplored by most of the bituminous interests, owing to the fact it is likely to have a disturbing influence on the price situation if it continues for any great length of time. Freight rates have gone to such a low point as to affect the earnings of the vessels engaged in this branch of the coal trade, and doubtless there will be a reaction which will result in many of them being withdrawn from service. It is confidently asserted that in some instances cargoes have been taken at such low rates they netted a loss to the carrying company or vessel, and, if this is the case, extreme measures will probably be adopted to rectify the situation.

The other features of importance in the eastern situation is found in the shortage of cars at the mines. It is reported that the two main line roads are giving their shippers a fair quota of cars, but aside from these operating companies have difficulty in securing a sufficient number to take care of current production. While this is not an unmixed evil at the present time, as a restriction of output due to this cause will help the price situation, grave fears are entertained for the future, and it is anticipated it may cause some annoyance to consumers and dealers who have failed to take in all the tonnage they have required. At Buffalo there is considerable complaint of inability to secure cars at the mines for shipments of bituminous coals, and while this has not resulted in any advance in prices, it is anticipated it will accomplish that result if it continues for a brief time.

In the western bituminous trade the congestion at the Chicago terminals caused by the surplus of fine coals has been relieved to some extent. The railroads are enforcing individual embargoes against shippers who have more than their allotment of surplus cars on track at Chicago, but are providing those not having cars under car service with transportation facilities, which is relieving the situation materially. This policy seems to be an effective one and should be continued by the railroads while there is any evidence of the present congestion. In the movement to lake ports there is also complaint of a shortage of cars out of western Pennsylvania, West Virginia, and from some parts of Ohio. This is causing a somewhat serious interruption to movement up the great lakes, causing delays to boats that are waiting for cargoes.

Reports from the leading cities in the middle west indicate that the situation is improving as to the better grades of domestic bituminous coal. While prices have not advanced to any appreciable extent, this coal is in much better demand and shippers are not obliged to urge it out with the same persistency which they employed six or eight weeks ago. At Cincinnati the demand is especially active as a result of the strike of teamsters. Chicago reports a better run of orders from the country trade. There is a good demand for domestic coals at Detroit and prices are hardening somewhat. At St. Louis the world's fair is interfering with the usual fall demand for coal, but prices on the better grades of the domestic product are stiffening. Kansas City reports a dull market, owing to the continuance of mild weather at that point.

Reports from Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., Oct. 14.

Coal trade conditions in the west have registered a slight improvement during the week, with slack and screenings about the only real weak item on the bituminous list. Demand for lump coal is said to be increasing in most quarters, and while prices have not gained to any appreciable extent, the coal's which receive special preparation at the mines are occupying a firmer position than at any time heretofore. As to fine coals there are those who claim to be able to look at the future with a degree of optimism, but there is no sentiment in any quarter that any prospective improvement will be immediate. Those who are optimistically inclined rather hold to the opinion that it will be gradual and that from day to day the situation will show a slight change for the better. In the course of five or six weeks, they profess to believe that prices will be on a better basis and that the present congestion in the Chicago terminals will have been fully relieved. The work of disposing of the several thousand cars of fine coal which had accumulated is being done as expeditiously as possible, and while there is still some of the surplus on track inroads have been made on it which sustain the sentiments expressed in some quarters of a slight improvement before the first of the year. Eastern bituminous coals in western markets hold to a steady basis and on many descriptions the market is fairly firm, owing to inability to obtain cars at the mines to load all the coal that is required, or because of an increasing demand.

In the western anthracite trade it is agreed in practically all of the shipping offices that the demand is slowly improving, although it is not yet as wide or as heavy as it should be at this season of the year. One of the complaints is concerning the movement of anthracite to far western points, such as Kansas City, Omaha, and territory which is tributary. It is asserted by one of the best posted and most conservative shipping agents in Chicago, for instance, that the demand from Kansas City this year has not exceeded 10,000 tons, while a few years back it amounted to from 60,000 tons to 70,000 tons annually. In a similar proportion the same thing is true of Omaha. Missouri river territory is buying semi-anthracite more heavily from Arkansas than ever before and the delivered price of eastern anthracite there, owing to the heavy freight rate and the price at the mines, is so high as to reduce the demand to a marked extent. East of Missouri river territory, the demand is probably up to normal and St. Louis, which is one of the largest consumers on the Mississippi, outside of the north-western dock territory, is said to be taking about as much anthracite as formerly, trade having held up fairly well there during the summer and fall.

Demand for Anthracite Slightly Increased in the West.

The slightly increased demand for anthracite in the west is a fruition of the increased retail movement which has been referred to frequently in this column during the past four or five weeks. Dealers in the larger cities have been moving more coal, and although the weather is not sufficiently cold to make the volume of this business normal, they have been obliged to take in larger supplies. In the northwest there is a fair demand which will undoubtedly be considerably quickened with the advent of freezing weather. Shipping companies have considerable difficulty in securing empty box cars at some of the dock points, and this is interfering with movement, and probably in some instances is bringing about greater urgency for prompt shipments on the part of those placing orders.

While there is a steady demand in the territory tributary to Chicago and east of this city it will require a heavier consumption than at present to really quicken business. That this will come with November seems to be assured, but the market is largely on a weather basis at present and will depend upon the temperature very much from now on until next spring.

Movement of Anthracite Westward Not Up to Expectations.

The movement of anthracite, lake and rail, from Buffalo to western points is more or less disappointing. Figures given in THE BLACK DIAMOND last week showed that thus far there was a shortage of nearly 800,000 tons out of Buffalo as compared with the same period a year ago. Each of the latter months of the year have shown a decrease in the forwarding of this coal as compared with a similar period last year and this is the source of the disappointment among those shippers who believe that demand will be nearly as large as soon as winter opens as it was in 1903. Now there is difficulty in obtaining cars at the collieries for the shipment of westbound coal, which is interfering with loading at lake shipping ports. Last week the total tonnage forwarded was less than 80,000 tons, which was the smallest week's shipments since the strike of the lake carriers in June ended. The outlook was discouraging for forwarding the present week, but it is believed that last week's record will be exceeded by a few thousand tons. Movement of anthracite westward all-rail holds up fairly well, although it is expected there will be some interruption to it from now until the close of navigation, owing to inability to get box-cars and also because of the increase in the movement of other freight which may cause more or less congestion at eastern terminal and transfer points through which western shipments must move.

In the bituminous trade in the west the most serious car congestion on the north and south lines out of Indiana and Illinois fields has been relieved to a slight extent. The railroads have resorted to their prerogatives and are clearing up this congestion by the enforcement of individual embargoes against shippers and operators who have accumulated more than their allotment of coal at terminals. In some instances there is a general embargo against the movement of fine coals, but in most cases individual embargoes are resorted to, and seem to be the most effective way of disposing of the situation, inasmuch as the shippers who accumulate a large quantity of loaded cars are made to suffer, while those who give prompt disposition of cars to final destination have enough coal moving at all times to keep their mines in partial operation and to take care of their current

business, which most urgently demands attention, thus eliminating any possibility of suffering on the part of those who require coal.

Short Supply of Cars Out of Some West Virginia Fields.

From the smokeless district of West Virginia comes a report of a shortage of cars again and this is restricting westbound coal tonnage, several of the shipping companies being actually short of coal to fill current orders. It is said the Norfolk & Western has made it a rule not to load any hopper bottoms for western shipment, preferring to keep these in the eastern tidewater trade, which continues to absorb a large tonnage of Pocahontas and New River coal. Along the Chesapeake & Ohio railroad out of West Virginia the demand for cars in the Kanawha district is increasing rapidly and this is causing a shortage of equipment for western shipment out of the New River field. In this territory there is not much hope for immediate improvement. The demand for this coal both east and west the present year has been fully up to last year for the same period, and in this respect the smokeless region is probably the only exception in the country. There are also complaints of car shortage out of the Pittsburg district, due to the increased demand for cars in the iron and steel trade, while the car distribution in the Fairmont field of West Virginia is said to be irregular and uncertain, causing more or less interruption to production.

Spot prices on nearly all descriptions of eastern coals in the Chicago market are steady to firm, with no deviation from a week ago of any consequence. New River and Pocahontas run-of-mine coal in the standard grades holds to the full circular, the former commanding \$1.00@1.05 f. o. b. the mine or \$3.05@3.10 f. o. b. Chicago, while the latter is held at \$1.16 f. o. b. the mine or \$3.15 f. o. b. Chicago. Lump and egg smokeless descriptions hold fairly firm on the quoted basis of \$2.00 f. o. b. the mine, and practically this is the prevailing price on all new business accepted. Railroad conditions are interfering with the western movement and supply is not in excess of the demand. Tug River run-of-mine smokeless coal is not in oversupply and holds to the same basis as formerly, showing a range of \$2.95@3.05 on the Chicago f. o. b. basis. Shipments are being kept well in hand by the producing companies. This policy should be continued, as it is resulting in better prices, proportionately, at the mine than was the case a year ago.

Splint Coal Is Reported in Active Demand.

Splint coal is showing more activity than at any previous time in the Chicago and tributary markets, with prices generally well maintained and movement absorbed as quickly as it reaches destination in most instances. Some complaint is heard of a shortage of box cars in the producing region for western shipments, and this is causing a delay in prompt movement in some instances. The outlook is said to be very encouraging in the splint trade and it is expected the total tonnage handled from now on until the middle of the winter will be as heavy as a year ago. Prices show a range of \$3.20 f. o. b. Chicago for Kanawha splint in open cars; \$3.30 on the Chicago f. o. b. basis for box cars up to \$3.55 f. o. b. Chicago for Winifrede splint.

Fairmont coal holds steady on the basis of \$1.30@1.50 f. o. b. mines for the higher grades of domestic production, such as four to six-inch lump; 95c@1.00 for inch-and-a-quarter lump, and 85c@90c for three-quarter coal. All-rail movement westward is kept under close control and there is no oversupply.

In the list of Pennsylvania coals sold in western markets there has been a slight accumulation of Youghiogheny three-quarter in some quarters which has resulted in an easier market and occasionally the sacrifice of prices to move before car service charges accumulate. Prevailing quotations for this grade of coal, however, are \$1.00@1.10 f. o. b. the mine or \$2.90@3.00 f. o. b. Chicago, although some sales have been reported during the week below these figures. Western Pennsylvania and eastern Ohio lump coal, with four to six-inch preparation, is offered in the Chicago market on the basis of \$1.40@1.50 f. o. b. the mine or \$3.30@3.40 on the Chicago f. o. b. basis. Pittsburg No. 8, for steam purposes, is restricted in movement to Chicago, and is generally offered at \$2.65@2.70 f. o. b. this point for three-quarter coal. Hocking lump coal holds to the same basis of \$3.00 f. o. b. Chicago for standard grades, with dock coal at lake ports offered in the west at \$3.35 f. o. b. the docks. Demand for coal loaded in box cars is increasing in anticipation of inclement weather later on. Wellston (Ohio) lump is held at \$3.65 f. o. b. Chicago and demand is increasing. Jackson Hill coal is held at \$3.90 f. o. b. Chicago. Sedalia lump coal is held at \$3.90 f. o. b. Chicago.

Tendency Is Firmer on Better Grades of Western Coal.

In the western list, while the tendency is firmer on the grades which have the best preparation for domestic use, Brazil block coal is steady on a basis of \$2.25 at the mine for lump or \$3.05 f. o. b. Chicago. Semi-block coal is held at \$1.80@1.90 f. o. b. the mine or \$2.60@2.70 f. o. b. Chicago. Four and six-inch Linton coal is held firm at \$1.50@1.60 f. o. b. the mine for the best grades or \$2.30@2.40 f. o. b. Chicago. The best-prepared Sullivan county coals in four and six-inch lump are held at \$1.40@1.60 f. o. b. the mine or \$2.20@2.40 f. o. b. Chicago.

Cartersville coal holds steady at the former range of prices for lump of \$1.75 f. o. b. the mine for lump and \$1.60 f. o. b. the mine for egg. Northern Illinois third vein coals hold very firm at \$2.40 f. o. b. the mine for lump and \$2.50 for chunks. Southern Illinois domestic coals generally hold to about the same basis as Cartersville or within a range of fifteen to twenty cents of the Cartersville mine prices.

Steam coals from the Western fields have undergone no important change. Sullivan and Greene county inch-and-a-quarter lump are generally held at \$1.75@1.90 on the Chicago f. o. b. basis, and in one or two instances have brought slightly higher figures. Clinton inch-and-a-quarter lump holds at

\$1.65@1.75 on the Chicago f. o. b. basis. Springfield inch-and-a-quarter lump is on about the same basis, occasionally commanding a slightly higher figure for a small lot order. Run-of-mine coal from all the fields mentioned is on about the same basis as a week ago, showing a range of \$1.50@1.65 for common grades. Some of higher quality has brought as high as \$1.65@1.75 on the Chicago f. o. b. basis. Demand is about equal to the supply, which is not heavy.

In western fine coals the market is in such shape that it can not be quoted accurately. Prices are as ragged as can be imagined. Some of the accumulated supplies are selling for the freight charges. This is especially true where the coal is of inferior quality. Some of the newly mined bituminous coal has sold during the week at ten to twenty cents at the mine, while Cartersville three-inch screenings have sold at thirty-five to forty-five cents in a few instances. Generally speaking, the market is in as weak a condition as it has been at any time, and no screenings ought to be shipped to Chicago without final disposition accompanying the shipping instructions.

The coke market holds to the same basis as formerly of \$2.00 f. o. b. the ovens for Connellsville seventy-two hour foundry or \$4.65 f. o. b. Chicago. Movement is kept under close control. Southern seventy-two-hour foundry coke is holding at \$4.25 f. o. b. Chicago or \$4.00 f. o. b. the ovens. Gas-house coke holds very firm at \$4.00 f. o. b. Chicago. Marmet gas coke rules at \$4.00 f. o. b. Chicago.



Southern Coal News and Gossip.

NASHVILLE, TENN., Oct. 13.—(*Special Correspondence.*)—Local coal dealers in Nashville, Memphis and Little Rock believe that the price of bituminous coal will be hardly so high as last year when the winter has opened, but think that it will be higher than at present. It can not be prophesied with certainty what winter prices will be. Several large manufacturing plants in each of these cities have resumed the last few days and others will do so within the next few weeks, to say nothing of the opening up of demand in the districts where large cotton seed oil mills and similar factories are located which will increase business for the coal men.

N. C. Chapman, Charles Spalding and Henry E. Weaver arrived in Nashville from Chicago last Saturday. The object of their trip was the inspection of certain coal properties owned by them on the line of the Tennessee Central railroad. Their coal mines are on the eastern division of the road, being located at Crawford, Mill Stone and Waldensia. Shortly after their arrival here they left on the private car Frederick for their destination in the coal fields. Mr. Weaver is president of the Henry E. Weaver Coal Co., of Chicago. It is thought that the facilities for mining their coal in Tennessee will be increased in the near future.

Considerable Tennessee Coal Is Moving to Chicago.

More Tennessee coal is going into Chicago now than heretofore. The Tennessee Central railroad has helped to bring this about as well as the various coal firms owning properties along the line.

The Eastland and Clifty Coal mines in White County, Tenn., have begun the shipment of coal. The seven mile extension of the Nashville, Chattanooga & St. Louis railroad from De Rossett toward the mines has been virtually completed. The Eastland mine is owned and operated by the Bon Air Coal & Iron Co. The output of this mine will be mostly made into coke, 125 ovens now being completed. This company has built a beautiful little town for its employees. The company also operates mines at Bon Air and Ravenscroft. The Clifty Creek Coal & Coke Co. is a new concern composed of Sparta and McMinnville, Tenn., capitalists. They have a mine in an ideal location with natural drainage and can begin the shipment of ten cars per day. Jesse Whaling, of McMinnville, is president, and Dr. W. B. Young, formerly of Sparta, is general manager.

About a year ago Messrs. Snyder, Fish and Fuller, of Fairfield, Ohio, brought suit against the Bon Air Coal & Iron Co. to recover 300 acres of land which has proved a very rich coal field, and on which the Green Place or Eastland mine is located. These gentlemen bought the land in 1870, but had given little attention to it and it had been sold by a decree of court. A compromise has been agreed upon by which the company has paid these gentlemen \$8,000 and the suit has been withdrawn. They paid \$1,500 for the land.

There has been quite a revival in the coal industry in Cumberland county during the last few weeks. A St. Louis syndicate has leased a large tract of land near Ozone from the Tennessee Lumber & Coal Co., upon which a fine vein has been opened.

The Blount Mountain Coal Co. has filed articles of incorporation at Birmingham, Ala. The capital stock is placed at \$50,000. F. W. and M. O. Hopkins, E. M. Spence and T. F. Wood, of Birmingham, are among the incorporators.



The West Virginia Mining Field.

WHEELING, W. VA., Oct. 13.—(*Special Correspondence.*)—The recent turn for the better in the demand for coal continues and is spreading to every district in this field. Even the so-called independent operators, who have been rather in a bad way for months, are coming in for their share and there is a feeling that the improvement is substantial and will be comparatively lasting. The trend of affairs is indicated among the eastern Ohio mines. These furnish steam coal and come into close competition with the Fairmont mines. They have been short of orders and when the orders did not justify the working of their mines they have gone into West Virginia and secured coal on a lower basis with which they fulfilled their contracts. In some cases they worked their mines to prevent their labor from leaving them.

Now they are beginning to show a good degree of activity. Mines along the Cleveland-Lorain division of the Baltimore & Ohio and the Wheeling

& Lake Erie are putting on more men and there is an old time air about the tipples. The Lorain Coal & Dock Co., the Troll and the Youghiogheny & Ohio mines are very active. A few days ago the Lorain company broke a record by dumping 2,200 tons over one screen in an eight-hour day. On that day it established another high mark by dumping over 5,000 tons, which were loaded into 135 railroad cars. This is a record that eclipses anything in its particular field.

September Shipments Were Not As Heavy As for August.

For September the Fairmont region did not ship quite as much coal as in August, but it did a good business. Its tonnage for September was 500,000 tons. This is on a basis of 6,000,000 tons for a year and 5,000,000 used to be considered a large annual output for the Fairmont mines.

The September tonnage has brought out interesting comparisons with the Consolidated mines in the Georges Creek region and the Somerset properties, which are allied with the Fairmont Coal Co.

For September the tonnage at Georges Creek was 150,000 and 100,000 tons was mined and shipped from Somerset. Both these properties show a falling off, compared with Fairmont.

Fairmont has boomed where the others fell down because it has opportunities for placing its coal not enjoyed by its eastern allies. The vein is thicker and more easily mined at Fairmont and can be produced cheaper, and therefore can be sold at a lower figure.

Before the lake season ends Fairmont coal will be pushed to the north and northwest as fast as transportation facilities permit. The car supply is irregular and when it is ample the mines are worked accordingly. Occasionally there are no cars and the mines are consequently idle. The region lacks storage facilities outside the mines that would allow the working of the mines during car shortages.

A Large Steel Plant Closed Down, Causing Disappointment.

One disappointing feature in the local situation is the partial suspension of the Carnegie Steel Co.'s plant at Bellaire, Ohio. It is said it may be shut down entirely in a few days. During the summer when other steel combine plants were idle this was the only one operated and it has run without intermission for months. The steel and iron trade, however, on the whole, is better than it has been.

Some interest is attached to a rule made by the Davis Coal & Coke Co., regulating a license for a saloon on its property at the town of Henry. The licensee is prohibited from opening his saloon in the mornings until after the miners have gone to work. The coal company, which was organized by ex-Senator Henry G. Davis, is now controlled by the Wabash railroad interests.



Kansas City and the Missouri River Trade.

KANSAS CITY, Mo., Oct. 13.—(*Special Correspondence.*)—There is no change for the better in the coal situation in Kansas City. The market, while not lifeless, is extremely dull for the middle of October and dealers are drawing solace from the realization that it can not become worse between now and next summer. There is no change in coal prices or any immediate prospect of any unless it should be a reduction to stimulate trade. The prices of last summer still prevail, and will continue to be in force till a cold snap comes to the aid of the patient coal dealer. It was intended, as has been customary, to advance prices on October first, but with the thermometer in the 80's on that date the dealers postponed the advance till October fifteenth, but as there has been no change in meteorological conditions, November first has now been fixed as the time when summer quotations can be wiped off the slate and an advance is likely to occur. The advance may come sooner than that. It all depends on the advent of cold weather. Retailers, wholesalers and operators are alike feeling the effect of the torpid market and only the ice man is happy as he goes the rounds a month later than usual this balmy fall.

Market is Now Dependent on Weather Conditions.

There is plenty of coal at the mines, on track and in storage, but dealers say that when cold weather comes there will be such a demand for fuel all at once that the supply will be quickly exhausted. The mines of the southwest, semi-anthracite and bituminous, are not producing to the extent they were a year ago and will not be until the market improves. Under the circumstances prices are being well maintained. One of the big operators of the district said this week that if the fall trade conditions could have been foreseen, the operators would never have consented to the recent wage scale agreed upon with the miners. They are making no money at the prices coal commands at present.

The coal operators of South McAlester, I. T., are complaining of a lack of cars to handle the product of their mines. They say they can keep steadily at work till spring if the railroads will give them enough coal cars. They have recently made a big contract with the Southern Pacific railroad, which makes up for the loss of the Mexican Central contract which was secured by West Virginia operators.

C. W. Owston, of the fuel department of the Standard Oil Co., was in Kansas City this week for the purpose of making contracts with corporations for the use of oil as fuel under the boilers of their plants. The Standard oil refinery in Kansas City is ready to start and while it will burn coal at first will eventually use as fuel crude oil or its by-product known as cote. Mr. Owston called on the Metropolitan Street Railway Co., the Armour Packing Co., and other large consumers of coal. The Metropolitan burns 500 tons of coal a day, the Armour plant about 400 tons and all the other packing plants about 1,200. It is understood that Standard Oil officials submitted to these plants propositions to substitute cote for coal. It is proposed to supply the cote from the Kansas City refinery.

Still another company is asking for a franchise to pipe natural gas from Kansas to Kansas City, and the council may decide to award the

franchise to the highest of five bidders. The companies propose to charge from twenty-five to forty cents per 1,000 cubic feet and coal men say that at these figures they will not be seriously affected by the competition. The Kansas natural gas field promises to be much more extensive than those of Ohio, Indiana, Pennsylvania, and West Virginia. Then, too, the gas interests are reinforced by immense supplies in the Indian Territory, where millions of cubic feet of gas are allowed to go to waste every day in order that quicker access may be had to the oil. The situation is worthy of the serious attention of southwestern coal operators.

The warden of the Kansas state penitentiary, in his report, says that the value of the coal furnished free from the penitentiary mines to the state institutions during the last two years was \$174,415.

The Arizona & Colorado railroad has been incorporated to build a north and south railroad in western New Mexico with terminals at Durango, Col., and Clifton, Ariz. The company has filed upon 20,000 acres of coal lands in western New Mexico. A subsidiary corporation, the Arizona & Eastern railroad, fifty miles long, in New Mexico, and with headquarters at Lordsburg, also filed incorporation papers. The capitalization of the road is \$1,000,000. The Southern Pacific road is said to be backing the project, although the company which recently completed the El Paso & Southwestern and the Lordsburg-Hachita railroad is the prime mover, as it wants the coal of southwestern Colorado and western New Mexico for its smelters at Clifton, Morenci, Bisbee, Nacosari and Douglas.



The Detroit and Canadian Coal Trade.

DETROIT, MICH., Oct. 13.—(Special Correspondence.)—There is a very decided improvement on all grades of domestic fuel, both anthracite and bituminous, and in the retail as well as wholesale trade. Prices of this class of fuel are very firm and it is in good demand, especially the higher grades.

The prices of steam coal have also improved, but not to the extent desired. Consumers, whose stocks have not been large at any time this season, are now beginning to order more freely and are endeavoring to place orders at the prices ruling a month ago. They find, however, it is too late and that they must pay from ten to twenty cents per ton more for present delivery. The car situation is bad from all districts. In fact, the shortage is greater than for a number of years at this season, and unless there is an improvement prices must necessarily advance.

There is no surplus coal of any kind on the market now and there will be more or less delay in filling orders until the car supply is better. Even slack coal, which has been a drug on the market for several months, is commanding a higher price, and as the iron business has improved to the extent of taking up the surplus of this grade it is expected that still higher prices will prevail, especially after the close of navigation, which is not far distant.

Anthracite is much easier in supply than at any time during the season, as the dealers in this section are all well stocked, and until cold weather arrives to move these stocks the dealers have little room for bituminous.



The St. Louis Coal Market.

ST. LOUIS, MO., Oct. 13.—(Special Correspondence.)—Business is still quiet with the coal interests here. The balmy weather that has prevailed during the past week has had a tendency to hurt both the wholesale and retail business. There has been no decided change in prices. The whole market has stiffened a little, but so little that there is no perceptible change. Retail prices continue as they were, viz.: mine run about \$1.15; shaker screen, \$1.40 and high-grade \$2.00@2.50. An abundance of coal is coming in, especially coal of a cheaper grade. The price of common coal at \$1.40 nets less now than it did in summer when the price of lump was \$1.30, because in summer when lump was \$1.30 the coal men were getting 80 to 90 cents for screenings. Now fine coal is a drug on the market, and in order to move it they have to sell it for less than freight. The retail trade is only fair, but a cold spell now and then stimulates demand. Those who store coal for winter use have their supply nearly all in and the rest of the coal users only buy in small quantities for immediate use. The meeting of the executive committees from the Illinois Coal Operators' Association and the Hoisting Engineers' Association, held in St. Louis last Thursday, did not result in any agreement being reached as to a wage scale. The committee from the Hoisting Engineers' Association had a proposition made to them by the coal operators, but they had to consult with the men before signing any agreement. Another meeting of the committees will have to be held, which will probably take place some time the latter part of this week, before matters will be decided.

One of the greatest commercial benefits derived from the world's fair will be the determination of the value of coal, lignite and slack from different parts of the country as a heater and gas producer. The fact that this is the first practical competitive test of coal ever conducted by the government makes it doubly valuable and important.

Government Tests of Coal Will Be of Great Value.

These tests are for the purpose of furnishing statistics for use by the government and anyone interested in the production or consumption of coal. Coal from every coal field of any importance in the country is represented in the tests.

M. R. Campbell, geologist, United States geological survey, with a corps of assistants is selecting samples from the different mines. The samples are selected by Mr. Campbell or one of his assistants personally, and are shipped to the testing plant under their supervision, so that they are assured of receiving a sample.

Word has been received here that the Tower Hill coal mine, owned by the Century Coal Co., has closed down indefinitely. The miners demanded payment according to the Paisley scale, which is higher than that of the Pana mines.

In an attempt to commit suicide, James Gartside, fifty-two years old,

who has been connected with the Gartside Coal Co. for many years, fired a bullet into his left temple Tuesday. The shot ploughed through his head under the frontal bone and came out at the right temple. Although it did not reach a vital spot his sight was destroyed. Mr. Gartside shot himself in Forest park on the bank of a little lake near the Lake Drive entrance. Many persons heard the shot and a policeman reached his side in a short time. Gartside explained to the policeman that continued ill health had made him despondent and hopeless. He was taken to the city hospital, later being removed to St. Luke's hospital. Chances for his recovery are considered good.

Mr. Hulm, of the Devoy & Feuerborn Coal & Coke Co., says that conditions are about the same as last week, with little prospect for a betterment until the weather becomes colder.

The Donk Bros. Coal & Coke Co. say trade is about as usual and orders are coming in, but not in as great a number as should at this time of the year. They attribute it to weather conditions now existing.

The Barth-Rose Coal Co., the Berry-Bergs Coal Co., and other leading coal dealers, coincide in saying that a cold snap will make things more lively and will cause a rush in orders.



An Arizona Coal Field.

WASHINGTON, D. C., Oct. 13.—(Special Correspondence.)—The Deer Creek coal field of Arizona was studied during the season of 1903 by Marius R. Campbell, of the United States Geological Survey. The results of his investigations are now embodied in a paper contained in the Survey's recent bulletin (No. 225), entitled, "Contributions to Economic Geology, 1903." Although the quality of the Deer Creek coal is inferior to that of coals of many other fields, it has particular economic importance, as the field is situated in one of the most timberless and arid portions of the country, in the center of a great copper producing territory which is comparatively rich also in deposits of gold and silver. The great mining centers of Bisbee, Globe, Clifton and Morenci are the hope of this region. The local value of this coal is, therefore, considerably beyond that which is indicated by its chemical analysis.

Mr. Campbell discusses the general geology of the region and explains the geological structure of the Deer Creek coal field in particular. He finds that there are two important beds of coal that extend throughout the larger part of this basin. These beds are thin, ranging probably from twenty-four to thirty inches in thickness, but this is within the limits of a workable coal. The tonnage of the field, based upon an estimate of twenty-four inches of coal throughout a basin three by ten miles in extent, is about 60,000,000 tons. Probably fifty per cent of this may be available.

Description of the Coals Discovered.

The coal is fairly well disposed for mining, except where it is subject to local disturbances and where it has been cut by igneous dikes. These disturbances are usually apparent at the surface and may be avoided in locating commercial mines.

The coal is of two qualities. The first is a hard, block coal, which is adapted to transportation and commercial use and may also be manufactured into coke. The second grade is a soft, badly crushed coal, which carries a heavy percentage of ash. It is doubtful if it can be marketed for general purposes. It carries, however, a large percentage of volatile matter, and may be utilized in one of two ways. Either it may be manufactured into gas and the gas piped to the place of consumption, or it may be used to generate electricity in the field and the power carried then by wire to the place where it is needed. The first plan seems the better one, as the modern methods of manufacturing producer or water gas permit the utilization of the entire fuel value of the coal, an economy that would be impossible if the coal were employed in generating electricity.

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Sioux City and Rock Springs Coal Co.'s Property in Wyoming.

Last week in an interview with J. S. Wylie, of Davenport, Iowa, concerning the property of the Sioux City & Rock Springs Coal Mining Co., the statement was made in THE BLACK DIAMOND that the vein of coal uncovered in Wyoming was ten feet in thickness. This was an error, as the thickness of the vein is twenty feet, which was proved by actual tape measurement by Mr. Wylie. This company is pushing the development of its mammoth twenty-foot vein as rapidly as possible and is already erecting houses on the property for the use of the miners, who will be employed at the plant. The coal from this mine is said to be of superior quality and in analysis is the same as that found at Rock Springs, Wyo. It shows by analysis as follows: Fixed carbon, 53.21; ash, 1.07, both of which are indicative of its quality. The showing of the coal veins on this property is regarded as phenomenal. This mammoth vein, which is located on the main line of the Union Pacific railroad, covers 800 acres, and it is not expected that if mining operations are begun at once on a large scale the present generation will ever see the supply exhausted. The company has acquired all the valuable coal land in that field and will therefore have exclusive control of the output of this coal. One great advantage exists in the fact that the Union Pacific will aid the operating company in developing and marketing this product. This railroad has made a rule to the effect that it will give the preference to all coal mined on its main line in movement to points between the Missouri river and Utah. This is to foster the coal mining industry and indicates that the operating company will have a decided advantage which some of those farther east do not enjoy.

The Consolidated Fuel Co., of Fremont, Neb., is endeavoring to secure the agency for this "Mammoth Vein" coal to handle the output as soon as the production warrants it.

Western Coal and Coke Notes.

New Western Enterprises.

The York Coal Co., Columbus, Ohio, was recently incorporated by the following business men: C. K. Davis, E. B. Blair, J. M. McGillman, W. P. Rice and George R. Davis.

The Peerless Coal & Mining Co. was recently formed at Sullivan, Ind., with an authorized capital stock of \$50,000. The directors are: John S. Bays, S. Paul Poynter and F. F. Bays.

The Carney Coal Co.'s new mine near Sheridan, Wyo., will soon be ready for work and it is expected that the production of the company will reach 1,000 tons per day before the end of the year.

The Federal Coal Co. was recently incorporated at Marietta, Ohio, with an authorized capital of \$25,000, the incorporators being Sam H. Plumer, O. Brent Gard, W. S. Plumer, A. T. Williamson and B. A. Plumer.

The Columbus & Hocking Coal & Iron Co. will make a number of extensive improvements in the Hocking and Sunday Creek valleys and desires to bring its coal production up to the highest possible point.

The Rosebrook Coal Co. was incorporated recently at Oskaloosa, Iowa, with an authorized capital of \$10,000. The incorporators are C. N. Bloomfield, Albia, Iowa; N. A. Rosebrook and Dr. C. R. Hoffman, of Oskaloosa, Iowa.

The Claire Coal Co. was recently incorporated at Toledo, Ohio, with an authorized capital of \$30,000. R. M. Baker is president of the new company, which owns a mine near Middleport, on the Ohio river, that has a capacity of 400 tons daily.

Andrew Craig, of Ft. Dodge, Iowa, proprietor of the Craig & Pleasant Valley Coal Companies, has completed plans for the opening of a new shipping mine in the Des Moines field. The mine will be a large one, and when completed, its capacity will average about thirty cars a day.

A very promising coal mine was recently opened by J. W. Wilson in the vicinity of Stanley, N. D. The coal lies in a six-foot vein at the approach and ten feet in the bank and is only six feet below the surface. It is also said to be of an excellent quality.

General Western Coal and Coke Notes.

Silas Kelley, of Chicago, is the new manager of the New Bent Coal Co., Pana, Ill.

It is stated that the output of coal from Wyoming will be doubled during the next few months.

The strike of the coal miners in the southern district of Colorado shows no signs of being settled at an early date.

The Atchison Coal Mining Co., Atchison, Kan., is preparing to increase its capital stock to \$200,000, to develop the vein of coal which was recently opened at that point.

P. Burns & Co., of Alberta, Canada, have purchased a large tract of bituminous coal near Okotaks, Alta., comprising 16,000 acres, for which the sum paid was \$320,000.

Work is said to have been better in the Indiana coal fields during the past few days and so far there have been less serious labor troubles in the district than for some time.

The Rock Island railroad has surveyors in the field for a line up Four Mile Creek and it is believed the company has designs on the Douglas township coal lands, in Iowa.

An application recently made by J. P. McClelland, of Des Moines, Iowa, for the privilege of mining coal under the Des Moines river was rejected by the executive council of that state.

The International Coal & Coke Co., of Coleman, Alberta, is doing a rushing business at its colliery. The coal tippie is nearly completed and will have a capacity of 2,000 tons per day.

The Riverside Coal Co., of Saginaw, Mich., reports that it mined 465,100 gross tons of coal during the past year. The capital of this company is \$50,000, of which \$24,000 has been paid in.

It is said that the St. Paul railroad has purchased more than 50,000 acres of Illinois coal fields, with a view to developing a fuel supply which will meet the requirements of the entire St. Paul system.

The Owosso coal mine at Owosso, Mich., was recently sold at auction at Grand Rapids to satisfy claims aggregating \$5,662. It was purchased by Clark D. Smith, of Corunna, Mich., for \$805.

A very fine quality of coal has been discovered near Sumas, Wash. It is believed that this is an extension of a large vein discovered in Columbia valley, which is owned by the B. B. Improvement Co., of Bellingham.

The Atchison Coal Mining Co., Atchison, Kan., recently purchased ten additional acres of coal lands of J. W. Waggencer, at its shaft in that city, making sixteen acres of surface that it now owns. The price paid was \$2,000.

The New Bent Coal Co., of Decatur, Ill., is very actively engaged in making repairs at its north mine, preparing for the winter season. The mine is being equipped with modern machinery and will be lighted by electricity.

Letters of agreement were signed a few days ago at Zanesville, Ohio, providing a wage agreement for the mines in that district which have been closed on account of a strike since April first. Operations have been resumed.

The Seattle Electric Co. has resumed operations at its Renton mines with a force of non-union miners. The mines had been idle since June twenty-sixth on account of a disagreement of the operators and miners over the scale of wages.

Anthracite Coal Production During September.

The anthracite coal tonnage produced during September was the lowest for that month in several years, barring the strike year, 1902. The aggregate for the month was 3,967,600 tons, as compared with 4,654,444 tons for September, 1903. The total tonnage for the nine months ending with September was 42,173,768 tons, as compared with 47,096,293 tons for the corresponding period of 1903. The September tonnage was distributed among the various anthracite carriers as follows:

Roads.	1904.	1903.
Reading	733,838	897,981
Lehigh Valley	649,092	791,394
Jersey Central	552,740	579,725
Lackawanna	673,564	795,067
Delaware & Hudson	290,609	439,114
Pennsylvania	339,094	263,454
Eric	405,915	540,551
Ontario & Western	185,472	208,621
Delaware, Schuylkill & Susquehanna.....	137,276	138,547

Total	3,967,600	4,654,444
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The Pennsylvania was the only one of the carriers which increased its tonnage during September, the increase being 15,640 tons, while the greatest decrease was by the Reading, whose tonnage decreased 164,143 tons.

Tonnage Produced During the Past Nine Months.

The tonnage for the first nine months of the present year was distributed as follows:

Roads.	1904.	1903.
Reading	8,174,026	8,901,915
Lehigh Valley	6,870,073	7,858,692
Jersey Central	5,388,906	5,769,390
Lackawanna	6,802,813	7,554,872
Delaware & Hudson	4,002,638	4,639,735
Pennsylvania	3,524,929	3,602,649
Eric	4,318,429	5,293,125
Ontario & Western	1,950,805	2,126,362
Delaware, Schuylkill & Susquehanna....	1,141,149	1,339,553

Total	42,173,768	47,096,293
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The decrease of nearly 5,000,000 tons in the anthracite tonnage for the first nine months of the present calendar year from that of the corresponding period of 1903 is the result of the abnormal conditions following the great strike of 1902. After a suspension of six months' mining the entire country was practically bare of anthracite, and the great production which followed its ending was not only sufficient to supply the current needs of the country, but to replenish surplus supplies which in moderation are at all times desirable. The greatly reduced tonnage during the first nine months of the present year does not necessarily imply that the consumption is falling off, but rather that conditions have again reached the normal.



Prevailing Wagon Prices at Chicago.

	Dealers' Wagons
	Per ton.
Grate	\$6.50
Stove	6.75
Chestnut	6.75
Egg	6.75

BITUMINOUS.

ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg.....	3.50
Carterville stove, washed No. 1	3.75
Carterville nut, washed No. 2	3.75
Westville-Danville domestic lump	3.00
Danville lump	3.00
Staunton lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.

Brazil Block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.25
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00

OHIO COALS.

Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00

PENNSYLVANIA COALS.

Cannel lump	\$6.00
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

WEST VIRGINIA COALS.

Kanawha splint	\$4.25
Black Band	4.75

COKE—

Gas-House	\$5.00
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Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, Oct. 13.—(Special Correspondence.)—One of the most interesting strikes in the history of Cincinnati is now in progress. Upon the refusal of the coal dealers to grant an advance of ten cents a day to drivers of two-horse wagons and recognize the team drivers' union, the union drivers of the entire city struck last Thursday, and the action for a time seriously threatened to tie up the fuel supply of Cincinnati. Although many of the drivers of coal wagons are non-union men who were well satisfied with their wages, hours and work, and many of the union drivers were averse to striking, the officials of the drivers' union forced the strike upon the men. For several days there was much excitement attending the efforts of the coal men to run their teams with non-union drivers. Great crowds of strikers and their sympathizers as well as a large number of idle hoodlums, would follow the wagons of the non-union teamsters, jeering them, threatening them, throwing missiles at them, and a few times resorting to the use of firearms to frighten and intimidate those who were willing to work. The task of delivering coal became so great that the reserve fuel in many factories, office buildings and other places ran so low that the owners were greatly exorcised lest their plants would be compelled to shut down. The Cincinnati Traction Co., which hauls several hundred thousand residents of the city every day was compelled to lay a track five hundred feet long from one of its power houses to a coal yard and employ its own men to handle coal in order to keep up steam to run its engines. Several of the large office buildings had so little coal that they were compelled to close down, some of their elevators, and the situation became one of greatest intensity. In the meantime the coal companies were straining every effort to keep up with their deliveries, and after the first day or two kept gaining ground. The lawless acts of the strikers were quickly taken advantage of by the team owners to demand from the police department of the city ample protection for the men who were willing to work. Affidavits were secured showing to the superior court that the working non-union drivers had been threatened and their lives endangered by the strikers and their friends, whereupon the court issued a sweeping injunction restraining the strikers from interfering in any manner with the men who were working. As matters progressed, a new and sharp turn was taken by the strikers by inducing the union engineers and union firemen to join the union coal teamsters in a larger union which was called "The Steam Power Council." This organization, powerful at once, offered to use its influence to bring about a satisfactory agreement between the striking coal teamsters and their employers. The coal men refused to enter into any conference, claiming that there was nothing to arbitrate; that there was practically no financial differences between them and their men, and that the only contention was a recognition of the union by the coal men, and this they steadfastly refused to do. While they will not meet with, or in any manner have anything to do with the teamsters' union, they give their word that they will not discriminate against union drivers as such, but that they will continue to run their business as heretofore.

Police are Taking Prompt Action to Prevent Riots.

During the past two or three days the city police department has detailed large numbers of patrolmen to act in the coal districts, and to even accompany the coal haulers with their loads of coal to prevent strikers and hoodlums from following and jeering the drivers. This action has given the workers more confidence and every day now sees more and more men going to work. For a few days it was not uncommon to see a crowd of two hundred to three hundred persons following a coal wagon through the streets to its destination. Many of the followers were idle hoodlums, and the police, recognizing the danger of riots from such sources, have broken up the crowds. The restraining order of the court has also had a great quieting influence on the strikers, and unless some sharp action is taken by the union teamsters during the next day or two to induce other unions to help them in their fight, the battle will be lost to them. One of the facts that has greatly helped the coal men is that last spring when there were rumors of a teamsters' strike the coal men got together, discussed the situation, and voluntarily raised their men's wages. Now the men are not striking for better wages and shorter hours, but practically for the recognition of the union only, and the public sentiment is strongly with the coal men. The Employers' Association of Cincinnati has given great aid to the coal men in their fight.

Few Important Changes in Market Conditions.

Very little change is noticeable in this market from last week. The one thing of more importance than any other is the teamsters' strike, but aside from this interesting temporary disturbance the general market is in the very best possible condition. Compared with last year at this time, the market is immeasurably better. The demand for smokeless coal, which began over two months ago, is still increasing and the producers of this fuel are seriously considering raising the price still higher, as none of them is able to make prompt shipments and they are all, consequently, shipping out coal on old orders that were taken at much lower prices. One big company, which was compelled to refuse business this week at \$2.00 a ton for smokeless lump, made the interesting admission that it is now delivering coal at every price ending in a nickel from \$1.35 a ton to \$2.00 a ton, and that it was just as well satisfied at the time the orders were taken to sell at those prices as it is at the present price. A number of the coal men, however, are of the opinion that prices will be still higher and are refusing orders at present prices on the plea that they can not make prompt shipments.

The market for coal other than smokeless is in excellent condition with the exception that the car supply is growing more and more uncertain as the season advances. The Chesapeake & Ohio railroad still has a large number of cars tied up on the lines of the Cincinnati, Hamilton & Dayton railroad waiting for movement to the lakes, and this interferes materially with the first named road in continuing good service to its coal producers. The official record of the car supply in the Kanawha district for twenty-nine

days ending October tenth was 18.6 days' supply. This is regarded as very bad for this time of year. The car supply in the New River district is quite limited, as it is in the Fairmont region, but it is better on the line of the Norfolk & Western, which includes the Pocahontas and Thacker fields. The Louisville & Nashville, on account of the strike in southern Kentucky and Tennessee, is able to give its coal patrons all the cars they need.

Strike in Kentucky and Tennessee Brought to an End.

By the way, the miners' strike in Kentucky and Tennessee is slowly dying out, according to the best information received here. All the Cincinnati connections of the mines in that district are getting all the coal they need to keep their contracts going, and the agents here say it is only a matter of a few days until all the miners in the strike district will be at work. The strike was made against the wishes of the miners' officials and was generally ill-advised, so it is no wonder it is turning out a failure from the miners' standpoint.

The demand for nut and slack has been considerably better during the week, both from increased steam consumption and from the lighting up of a number of coke ovens in the New River district. Nut and slack is now apparently salable at from sixty-five to eighty-five cents a ton at the mines for New River and from fifty cents a ton and upward for Kanawha, where a week or more ago it could not be sold.

There are no changes in prices to amount to anything, either in the retail or wholesale market. New River and Pocahontas lump and egg are quoted at \$2.00 a ton at the mines; Kanawha, Thacker, Fairmont and Luhrig, \$1.40@1.50 a ton at the mines. River lump ranges from seven cents a bushel to eight cents a bushel, and four and a half to five cents a bushel for nut and slack afloat in barges.

Coke continues to improve, but very slowly. Prices are not uniform, some producers being more anxious to sell than others, and an average price is probably \$1.75 a ton for furnace and \$2.00 a ton for foundry at the ovens.

While the retail dealers of the city are just now going through the most strenuous experience of their lives in the matter of the teamsters' strike and have had all kinds of trouble in making their deliveries, they have done wonderfully well and have gained additional respect from their customers, whom they have tried so hard to keep supplied with coal. While a large number of big and little concerns had a narrow escape from shutting down on account of a lack of coal, probably not one concern was forced to shut down, which speaks volumes for the efforts of the coal men. The demand for coal for family use has been enormous during the week. Thousands of persons who had neglected up to this time to buy their coal were like the party who went to the bank for his money upon hearing that there was a run on the bank. Demanding his money, he said: "If I can get it, I don't want it; but if I can't get it, I must have it." Scarcely any attention has been paid to family orders during the week, the entire efforts of the coal men having been turned to the steam plants of the city to keep them going. Families can wait for coal this kind of weather. Prices are unchanged, being \$3.00 a ton for Pittsburg, Kanawha, Fairmont and Thacker; \$2.75 for Luhrig and Kentucky; \$3.75 for smokeless; \$7.50 for anthracite; \$1.60@2.00 for nut and slack, and nine and ten cents a bushel for gas coke delivered to consumers.

Cincinnati Personals and News Notes.

J. W. Tuohy, traffic manager of the Marmet-Halm Coal & Coke Co., is in Detroit on business.

T. F. Farwell, traffic manager of the New River Consolidated Coal & Coke Co., returned Tuesday from a few days' trip to St. Louis.

Stone, Brown & Co. have just landed a contract to supply the American Rolling Co., of Middletown, Ohio, with coal during the coming year. The contract calls for upward of 10,000 tons of coal.

James J. McDonald, formerly the efficient and popular assistant manager of sales for the Marmet Co., has been promoted with a substantial increase in salary, to the position of auditor of the company.

M. M. Greene, secretary and treasurer of the Luhrig Coal Co. is making a trip up through the state in the interest of his company and incidentally inspecting the company's retail plant at Chillicothe.

The receipts of rail coal at Cincinnati for the month of September, 1904, were 6,586 cars, and the shipments 3,700 cars, while the receipts for the same month last year were 4,123 cars and the shipments 2,835.

Charles J. Roth, formerly auditor of the Marmet Co., has associated himself with the management of the St. Nicholas Hotel. It is said that the Roths are still likely to get the Pike site for a million-dollar hotel.

Thomas Bolger, for many years in the employ of the Queen City Coal Co., has been selected to fill the position of assistant manager of sales for the Marmet Co. Mr. Bolger is well qualified for the important position.

The Louisville & Nashville railroad is pushing forward rapidly the work of increasing its terminals here. It is building a spur track off the L. & N. bridge and trestling down through the W. H. Brown coal elevator.

The Marmet-Halm Coal & Coke Co., of this city, has finished extensive repairs and improvements at its plant at North Bend, Ohio. Among other things it has trestled its yard so as to be able to yard between 40,000 and 50,000 tons of coal.

The death of Robert Ballard, a former well known Cincinnati coal man, in a bath tub in a Charleston (W. Va.) hotel two weeks ago, seems to be shrouded in considerable mystery. The insurance companies have had the body exhumed at St. Albans and the matter has caused a great deal of talk and feeling among Mr. Ballard's many friends. He is said to have carried a great deal of insurance.

Western General and Personal Notes.

The Pocahontas Collieries Co. has removed its offices from the Arcade building, Philadelphia, to the sixth floor, 30 Pine street, New York city.

Harlan P. Lillibridge, for many years a prominent coal man of Cleveland, Ohio, passed away a few days ago at the home of his brother in Detroit, Mich.

The Pittsburg Coal Co. recently declared its regular quarterly dividend of one and three-fourths per cent on its preferred stock, payable October twenty-fifth.

J. H. M. Claggett, resident manager of the Philadelphia & Reading Coal & Iron Co., Old Colony building, Chicago, has returned from a business trip to Philadelphia and the east.

The hearing in the case of William Hearst against the coal carrying roads, which was expected to occur in Chicago this week, will take place in New York on October twenty-fourth.

Coal operators in Indiana are experiencing a serious shortage of cars, due to the fact that there are such a large number of cars on track at Chicago and other points loaded with steam coals.

The coal dock facilities at Two Harbors, Minn., it is stated, are inadequate. Plans are under way for improving the present dock, and it is expected a new dock will also be constructed.

The Lorain Coal & Dock Co., Wheeling, W. Va., which owns a number of large mines in that vicinity, will shortly make improvements at its different collieries in Belmont county, which will largely increase its output.

The city of Duluth, Minn., has begun the construction of a new coal dock at Duluth on the line of the Duluth, Mesaba & Northern railroad. The structure will be completed, it is thought, by the middle of November.

C. H. Chisam, president of the Iowa and Nebraska Retail Coal Dealers' Association, Council Bluffs, Iowa, was in Chicago this week, accompanied by Mrs. Chisam. He spent several days in the city on business and pleasure.

J. Smith Talley, of the Coal Bluff Coal & Mining Co., Terre Haute, Ind., was in Chicago for a short time this week. Mr. Talley reports that the outlook for Indiana coals is improving and he regards the future as more encouraging.

Nearly one hundred and fifty miners are on strike at the New Summit mine in the Linton field, near Terre Haute, Ind., as the result of a dispute over the question whether or not a "Buddy" has the right to choose his own partner.

Sidney P. Hostler, president of the Hostler Coal & Coke Co., Ellsworth building, Chicago, and Ralph B. Whitsett, president of the R. B. Whitsett Coal & Mining Co., Ellsworth building, have returned from a business trip to their mine at Sullivan, Indiana.

It is stated that the colliery at Coleman, Manitoba, in the Crows Nest Pass, belonging to the International Coal & Coke Co., will shortly be producing 500 tons of coal a week. The coal resources of this company in Manitoba are estimated at 64,000,000 tons.

Alexander Cunningham, president of the Luhrig Coal Co., Cincinnati, is not worrying about car shortages or teamsters' strikes. He is at Hot Springs, Va., playing golf. Some of the best players of the country are there, and Mr. Cunningham is one of them.

J. G. Dudley, manager of the bituminous department for Boyd, Stickney & Co., 175 Dearborn street, Chicago, has returned from a business trip to St. Louis, where he incidentally spent a short time at the Louisiana Purchase Exposition, and looked after business interests.

J. M. White, of White, Kaufman & Co., retail dealers at Keota, Iowa, was in Chicago this week on a business trip and incidentally called upon several of his friends in the trade. Mr. White reports that business is of fair proportions and with colder weather will undoubtedly become very active.

M. J. McGarr has been appointed manager of the Hymera Coal Mining Co., at Indianapolis, Ind., with offices at 536-537 Newton Claypool building. Mr. McGarr was appointed to fill the vacancy caused by the death of F. L. Steen, formerly manager, who was accidentally killed in a railway accident some time ago.

The Lincoln-Springfield Coal Co. recently organized to handle the output of the Latham Coal Co., the Citizens Coal Co., and the Capitol Coal Co., all of Illinois, has opened offices at 277 Dearborn street, Chicago, and is now ready for business. The company has an output of 3,500 tons of coal per day and is already doing a very successful business.

The Smokeless Fuel Co., Ellsworth building, Chicago, has been appointed sole agent for the well known Black Cat splint coal mined in the Kanawha district of West Virginia. It is claimed this is one of the best coals mined in that field. It was formerly sold in the Chicago market, but the mine was closed for several years and only recently has been reopened.

R. W. Durham, vice-president and secretary of the Covey-Durham Coal Co., Plymouth building, accompanied by Mrs. Durham, has returned from several days spent at the Louisiana Purchase Exposition last week. He reports that the trip was a very pleasant one and that he considers it well worth taking, owing to the general excellence of the great fair.

R. E. Harris, secretary of the Iowa and Nebraska Retail Coal Dealers' Association, Omaha, Neb., was in Chicago during the week repairing several of his fences with the shipping companies. Mr. Harris reports that the association now has a membership of 1,010 and that the prospects for its

reaching a total of 1,500 members before the next annual convention are very flattering.

It is thought that the car shortage being experienced at Toledo, Ohio, will be seriously felt in the movement of domestic coal, unless conditions change materially within the next few weeks. The mines in adjacent fields are in only partial operation, which is resulting in a restricted output. This, coupled with the shortage of cars, it is feared, will result in a scarcity of domestic coal.

The Southern Coal Co. has resumed business in its former quarters on the seventh floor of the Plymouth building, Chicago, with H. R. Wallbaum as president. Mr. Wallbaum has associated with him several prominent coal men in Chicago and Illinois, and the company has materially increased its working capital. It will make a specialty of all descriptions of domestic bituminous coal to the country trade.

Ira E. Stevens, "the machinery man," Old Colony building, Chicago, has received notification from St. Louis that the Watt Mining Car Wheel Co. has received a gold medal at the Louisiana Purchase Exposition for its exhibit of mining cars and mining car wheels. This company has a very prominent exhibit in the mines and metallurgy building, on one of the main aisles, where it showed its different products to good advantage.

Worrell Clarkson, a well known Twin City shipper of coal, with offices in the Pioneer Press building at St. Paul, was in Chicago this week on a return trip from New York, Pittsburg, Cleveland and other eastern cities. He stopped over in Chicago several hours to renew his acquaintance with old friends in the shipping trade. He reports business in the northwest as showing an improvement and regards the outlook for winter as very encouraging.

Officials of the Pittsburg Coal Co., Pittsburg, Pa., recently gave a dinner to mine superintendents in that city, at which many valuable suggestions were made for bringing the company and its workers in closer touch. This company has organized an Employees' Association, the members of which are enabled to buy stock at the rate of \$1.00 per month a share. The last report of the association shows that over 1,000 employees had bought nearly 8,500 shares under this plan.

W. H. Trow, of Paul Wright & Co., Plymouth building, Chicago, this week called attention to the difference in the price of screenings in Chicago a year ago on September twenty-eighth, and on the corresponding date this year. "A year ago a buyer called at our office and wanted to know our price on screenings for delivery at Indianapolis," he said. "Our output was fairly well sold ahead and we did not care to book an order, but I named a price of \$1.00 per ton f. o. b. the mine. He said he would take twenty-five cars if they could be delivered within the next two weeks, and they were delivered and we received that figure for the entire order. On September twenty-eighth this year no one could sell screenings at any price and it was difficult to give them away. That just shows the difficulties encountered in the coal trade, doesn't it?"

The congestion of fine coals in Chicago has been relieved to a very slight extent during the week, but prices have not recovered materially and producers should not ship to this market unless they have the coal sold before it leaves the mine. Much of that still on track is being sold by the railroad companies to pay the freight charges, and until this has been completely cleaned up there is very little probability of any improvement in the price situation. The railroads are following a very conservative policy in handling the situation. They are placing individual embargoes against shippers who have more than their allotment of unsold coal on track and are preventing them from making further shipments until this is cleaned up. Shippers who have no unsold coal at the Chicago terminals are enabled to bring in a few cars to meet their current demand. It looks now as though the worst part of the congestion was over and doubtless the railroads will profit by their recent experience and will not permit a similar one to occur at this point. With colder weather the demand for the better grades of screenings ought to increase and this should have a tendency to improve matters as the season advances. The present market is very ragged and prices paid for screenings are still being made by the buyer and not by the seller.



State Demurrage Rules.

State Demurrage Rules is the title of a monograph by John B. Daish, president of the American Shippers' Association. It is a compilation of the State Demurrage Rules and a digest arranged in tabular form. There is no more important subject in the field of transportation than reciprocal demurrage, or delayage, as it is sometimes called. Some ten or fifteen states have statutes providing that the common carriers shall furnish adequate facilities, and an equally large number of states either by virtue of a statute or by virtue of authority given a state railroad commission. Provision is made for the supplying of cars within a definite length of time, for prompt placing, for notification, and in some instances for movement at a specified rate per day. The subject is one of deep interest and concern to the shipper, whether he be a dealer in commodities shipped in carloads or in package freight, for the rules apply generally to all classes.

Many matters of interest have been placed in this little volume, and every business man should carefully read it that he may know what is being done by the several states, and make a comparison with the conditions existing in his own territory. Grain Dealers' Journal, Chicago. Price, \$1.00.



Robert Holmes, of Lincoln, Ill., has recently assumed charge of the business of the Central Illinois Consolidated Coal companies, Chicago, and will also act as treasurer of the organization. The offices of the company are located in the Fisher building, Chicago.

A Leading Northwestern Coal Man.

One of the leading coal men at the head of the lakes is Charles P. White, vice-president and treasurer of the Pittsburg Coal Dock Co., with headquarters at Superior, Wis. Mr. White has been identified with the coal trade of the west almost continuously for the past twenty years, and was elected to the important position which he now holds with the formation of this corporation during the present summer.

Mr. White was born in 1864 and commenced his business career at the age of twenty years as a clerk in the coal department of the auditor's office of the Wheeling & Lake Erie Railroad at Toledo, Ohio. After two years spent with this rail line he went north to Superior, Wis., and entered the employ of the Lehigh Coal & Iron Co., in the dock office of the



CHARLES P. WHITE,

VICE-PRESIDENT AND TREASURER OF THE PITTSBURG COAL DOCK CO.

company at that point. He continued two years in this position, when he was made superintendent for the company and was given charge of all the company's property, including its dock and coke oven plant.

In the year 1893 Mr. White, after remaining as superintendent for the Lehigh Coal & Iron Co. till this time, was made assistant manager of the Youghioghenny & Lehigh Coal Co., which had been in existence about a year. Later when the sales office of the company was removed to St. Paul, he remained at the head of the lakes for this same company as general superintendent.

This company later acquired other dock properties in Duluth and Superior and Mr. White was placed in charge of all its properties with the title of general superintendent of docks.

The Pittsburg Coal Dock Co. was formed in the summer of 1904 and he was elected its vice-president and treasurer, a position of much responsibility, as this company operates five docks at the head of the lakes, comprising about one-third of the total coal dock capacity at Duluth and Superior, and an extensive dock at Gladstone, Mich.

Right of Appeal By Shippers.

Written by B. F. Sipp, Old Colony Building, Chicago.

There is too much timidity on the part of shippers in taking their troubles to the heads of traffic and operation on railway lines for adjustment when subordinate officials are unfair and do not satisfactorily handle matters for them. They are afraid they will hurt the "feelings," or, in going "over the heads" of the rank and file, engender bitterness in future business relations with the individual.

If you are right on your question (and you should be before taking up any one with the railway line with whom you are doing business) and do not get a clear and comprehensive reply from the official addressed, carry it up to the president of the line, if necessary. You will be respected for it. If there is a particle of discourtesy results from it, make a note of it and go through the channel you started to that same president, if necessary. I dare say it will not have to be done more than once.

It is the acceptance and abiding by the arbitrary decisions of some local official who bases those decisions on a literal construction of rules of his company that is the source of much evil and controversy. There must be rules, but they are capable of broad and equitable construction so intended by the maker of them. They will fit in one case, but not in general. It used to be a fixed rule in train operations on railway lines that a brakeman or flagman would have to go back thirty telegraph poles to flag a train when a stop was made on the main track for cause, to protect the rear end. These thirty telegraph poles were one mile. Under certain conditions and circumstances this was eminently proper, in others it was absurd; for example, if the train to be protected was on a tangent and clear view, with no grades and slow train following, it did not require the flagman to go back one mile. If, however, it was a case of stoppage on curved track and fast train, thirty telegraph poles would be little enough distance for the flagman to go back for protection. It was found trainmen would use their own judgment in the interpretation of the rule, so it was changed to simply: "Go back a safe distance to always protect the rear end."

Railroad Rules Are Elastic and Should Be So Administered.

Now, the point of illustration! With no shipper is it intended that the impossible shall be required by any railway line with an intelligent staff of officials. Their rules are elastic, should be so, and it is the interpretation of those rules by its employees with good judgment, sound horse sense, that will save no end of trouble. If they are not provided with good judgment, change the man. This will shortly clear the atmosphere of much of the complaint railways have to deal with and for which they are responsible. Some shippers expect everything in their selfish desire from the carrier. They are unreasonable. Is not the shipper, who handles one hundred cars of freight per day on some railway line, as against one who handles but ten, entitled to deference, not to the exclusion of the man who ships the ten cars, but *proportionately* in the distribution of cars for loading, we will say? He certainly is. On the basis of his loading on the line he is shipping he should have ten empty cars for every one the other shipper gets. As the man who ships ten cars daily increases his business, he should be increased in the car supply.

I consider that when a traffic manager, or general manager, or president, gets a complaint from a shipper, it ought not be sent back to his staff to reply to. The facts should be obtained and that shipper given an answer from him. Either of the above may say that he will soon be overrun if this is regularly done with complaints. If it is the case, there is something wrong with the head of the department who should in the first place have cared for the matter, and the quicker it is discovered the better for that railway company and that traffic manager, general manager, or president.

I can not agree but that a vast amount of friction on the part of shippers and railway lines lies in the treatment of each to the other, and the clear necessity of broad business policy on the part of both will but tend to lessen their troubles and get harmony out of chaos. The shipper has rights and privileges, so has the common carrier, and each must be respected. It can be done, but it must be on a business basis and each must have the proper consideration for the other.



E. C. Means, of the Low Moor Iron Co., Low Moor, Va., was a Cincinnati business visitor during the week. Mr. Means is well known here, coming here frequently and transacting a great deal of business with Cincinnati concerns. He keeps posted in the coal business by reading THE BLACK DIAMOND.

Chicago Men Interested in Proposed Coal Trade Club.

Much interest has been aroused on the part of the leading coal men of Chicago in the proposed coal trade club, which was described in THE BLACK DIAMOND recently. A large number of the principal factors in the trade have discussed the matter during the week, and the general sentiment seemed to be that it would be of benefit in bringing those in the trade closer together and in promoting sociability of a desirable character.

The Cleveland Coal Club, which was referred to at that time, was organized by the principal coal men in Cleveland, and has in addition a large non-resident membership list of coal men living outside, but who frequently visit that city. It is believed that if the Chicago Coal Club is organized it should be made comprehensive enough to embrace all of the leading operators who visit Chicago, thus affording them a place where they can be at home without the necessity of securing an office in Chicago, as well as giving them other conveniences which such visitors at present do not enjoy.

With a large resident and a non-resident membership list it is believed

that the support furnished the club would be sufficient to enable those interested in it to form an organization which would be one of the best in Chicago adapted to business purposes.

The next step in the proposed club plans will be to hold an informal meeting at which all those who are interested in any way will be asked to be present. In this way the sentiment of the coal trade can be crystallized, and if there are enough in favor of a practical plan of organization the preliminary work can be taken in hand. It is probable that such a meeting will be arranged for the latter part of October, and at that time an invitation to be present will be extended to the leading operating, shipping and retail companies in Chicago. During the week the sentiment of those seen concerning the proposed club was decidedly in favor of this plan. In view of the sentiments expressed already by some of the leading factors in the Chicago coal trade it is very evident that the club idea has many enthusiasts, and that there is need for such an organization.

"An Old Coal Dock Made New."

Invitations were accepted by between 600 and 700 coal men in the city of Chicago to attend the formal opening of the Division street coal dock of S. C. Schenck, agent of the coal department of the Delaware, Lackawanna & Western, 21 East Division street, on Tuesday, of last week. The invitations which were sent out were unique and attracted a large amount of favorable comment. They were printed on heavy vellum paper in antique type in red and black, and were headed "An Old Dock Made New." Attention was directed to the fact that the customers of the company have had to meet many difficulties during the past five years while the city has been building the Division street bridges, and during the past six months while the dock was being remodeled. That the dealers still obtained their coal supplies at the dock in the face of these difficulties was mentioned as a high tribute to the quality of Scranton coal.

The new Division street dock was visited throughout the day by a large number of dealers, who were well rewarded for being present. Coal, which had arrived all-rail from the east, was being unloaded while they were there, showing the facilities for handling and rescreening, and the steamer Ravenscraig was discharging her cargo of egg and stove coal. The cargo of this boat was as large as could be carried in navigating the north branch of the river. The two new Mead quick-acting hoists, which have been installed, were seen to the best possible advantage. They worked perfectly, having a capacity of about 300 tons of coal per hour, and aroused much interest on the part of the coal men. After the coal is elevated from the vessel by the hoists it is taken to the stock pile by means of cable haulage and is handled as rapidly as it is elevated. When coal is to be taken out of storage it is carried by three Harrison conveyors, each with a capacity of 100 tons an hour. All the machinery which has been installed is the most modern that could be purchased and on the opening day it worked to perfection.

That this dock is one of the most modern on the great lakes is shown by the fact that when the party of English engineers was recently in Chicago and was taking a trip up the north branch in a tug they asked A. V. Powell, the Chicago engineer, who was in the party, to stop while they made an investigation of the dock and its facilities for handling coal. When they were told that with two hoists it could discharge a cargo of 3,000 tons of coal in ten hours, they were amazed and spent several hours in a critical examination of the plant. One of these engineers is in charge of a coal dock property in England, located on one of the waterways in that country, and he said England could furnish nothing like this plant in facilities for the quick handling of coal.

The Division street dock of S. C. Schenck has been in commission for the past thirty years. During that period it has been remodeled six different times to bring it up to modern requirements. The last time it was remodeled was about seven years ago, when it was made thoroughly modern according to the ideas then in existence. Since then, however, more modern machinery has been perfected and it was necessary to make still further changes this year.

The dock has a capacity of 40,000 tons of coal for storage purposes, but owing to its location and the large business transacted over it handles several times that tonnage in the course of a year's business.



Huntingdon and Broad Top Coal Tonnage.

The Huntingdon & Broad Top Railroad & Coal Co. reports the following coal tonnage transported over its line for the week ending October eighth, the corresponding week last year, the year to date and the corresponding period in 1903:

	Broad Top.	Cumberland.	Total.
Week ending Oct. 8, 1904...	7,902	22,536	30,437
Corresponding week, 1903...	10,916	19,122	30,039
Total for year 1904.....	451,591	851,809	1,303,400
Corresp'd'g period, 1903.....	834,726	965,132	1,799,858



New York Central Coal and Coke Tonnage.

Coal and coke tonnage originating on the New York Central railroad in the Beech Creek region of Pennsylvania for the week ending October seventh, the year to that date and the corresponding period in 1903 was as follows:

Coal tonnage for week.....	148,524
Total for year 1904.....	5,482,365
Total for last year	5,796,664
Coke tonnage for week	503
Coke tonnage for year	19,997
Coke tonnage for last year	83,123



The Cincinnati Gas Coke, Coal & Mining Co., Cincinnati, recently issued a very neat and attractive little booklet of testimonials from its numerous patrons, entitled, "What Others Say." The booklet contains letters from some thirty or forty large manufacturers, who are enthusiastic in praising the merits of Cincinnati gas coke, and it is certainly a good advertisement for the company.



The O. K. Coal Co., Des Moines, Iowa, of which L. M. Mann and B. E. Mann are the principal stockholders, recently leased valuable coal lands north of the old shaft, and has installed machinery to the amount of \$10,000. The new mine will have a capacity of 500 or 700 tons a day, and it is stated that during the winter a force of 150 men will be employed.

Posting of Mine Rules at Bituminous Mines.

The Westville Coal Co., operating properties at Westville, Ill., has solved the problem of preparing and posting mine rules at its various operations which cover all the laws pertaining to the operation of mines in this state. It is the common practice of some operating companies to post excerpts from the mining laws at the shaft, but this company has adopted a little different policy. It assumes that the miners should have a full knowledge of the law, which of course is a correct position to take, and that the rules and regulations should be for the purpose of calling attention to such parts of the law as are oftenest violated. As posted, they are instructive and mandatory, placing the responsibility for failure to observe the law where it belongs. These rules are known among the miners as "The Ten Commandments," but they have been highly efficient in preventing accidents, loss of life and damage to the property. Believing they may be of value to other operating companies as a model, they are reproduced as follows:

"These rules are posted in accordance with the laws of the state of Illinois, and all employees in and about this mine are hereby charged with knowledge of the state laws and the contents of these rules.

I.

"All persons not employees on duty are hereby notified and required to keep away from the main and air shafts, buildings, machinery, tracks, cars, appurtenances and property of this company, and that this company will not be liable in any manner for any accident or injury received by any person or persons violating these rules.

II.

"No person not employed by this company to work in this mine, shall enter the same without a written permit signed by the superintendent. Any person or persons entering this mine with or without such permit, do so at their own risk and hazard, and this company shall not be liable for any injury or damage resulting to any such person or persons so entering this mine.

III.

"Any employee violating the mining laws of this state, or the rules of this company, does so at his own peril, and any injury resulting from any violation of said mining laws or the rules of this company shall relieve this company from any liability.

IV.

"All mine managers, fire bosses, mine examiners, engineers, and all employees now holding, or that may hereafter hold 'certificates of competency' from this state are hereby required to fully and promptly comply with the mining laws of this state, under penalty of the law and discharge from the service of the company.

V.

"No powder or other explosive shall be brought into this mine by any person or persons, except as specifically provided by the mining laws of this state.

VI.

"No powder or other explosive shall be stored in this mine by any person or persons in any other manner than as specifically provided by the mining laws of this state.

VII.

"No powder or other explosive shall be used by any person or persons in any other mode or manner than as specifically provided and prescribed by the mining laws of this state.

VIII.

"Any custom, mode, method or practice in the use or storing of powder or other explosives in this mine, contrary to that prescribed by the mining laws of this state, are hereby forbidden and prohibited.

IX.

"Each miner, upon entering his working place in this mine, shall properly and fully examine the same, and when dangerous conditions exist he shall perform no work therein until the same have been made secure and safe; and when props, caps and timbers are needed, he shall make demand on the mine manager for the same, and all work shall be suspended in such place until the props, caps and timbers so demanded have been delivered at the usual place by the company.

X.

"The rules or instructions made or issued by the superintendent, mine managers, or their representatives, from time to time, not inconsistent with the law, or the working agreement with the men as to 'wages and wage conditions' (and no such agreement shall contemplate any modification of or conflict with the express requirements of the law), shall be fully observed by all employees of this company. And any employees so failing or refusing to comply with these rules, or any other rule or order, issued for the purpose of preventing accidents or injury to life or property, shall be discharged. Any employee failing to observe and comply with the requirements of these rules or the law, does so at his own risk and peril. This company denies all liability, direct or implied, to any person or employee, for any injury or accident resulting from a failure or neglect to comply with the law of these rules."

These rules are observed to the letter and as they are absolutely founded upon the mining laws of the state, in requiring their observance, no controversy can arise with the miner's organization. It is needless to add that they cover every important point in relation to mine management.



The Stotesbury Development Co., was recently organized at Stotesbury, Kan., for the purpose of developing the coal in the vicinity of that place and north of Pittsburg, Kan. Stotesbury and Fort Scott capitalists are interested.

Reports from Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, Oct. 13.

The anthracite trade shows a marked improvement from the conditions which have prevailed for several weeks past and more new business is now coming forward. The demand, which is developing is more natural and is produced by the season's requirements. It ought, therefore, to be fairly stable. Weather conditions during the week have been anything but favorable to an increased demand, the temperature ranging well up to summer weather. This has had little influence on such trade as is governed entirely by current needs and is of a hand to mouth character. The line trade still continues to produce the larger volume of business, especially to up state and Canadian points, and most shippers seem to have enough orders from this class of trade to keep them busy, and also to employ the cars that are available for it. In several instances cars are reported short of present requirements, due, no doubt, to the increased demand and larger shipments to western points, delaying their return to the mines longer than usual.

Demand for Anthracite at Tidewater is Improving.

Conditions at tidewater ports are also slightly improved and deliveries to the east are increasing. The company's barges employed in the carrying trade, which have been running to bituminous coal ports during the dull period, are now being brought back in most cases and are again loaded with anthracite. One or two of the shippers report a shortage of coal for immediate needs, due to the recent curtailment of production at the collieries and the generally increased business, necessitating their getting some coal from other producers to relieve the pressure temporarily. The trade local to the shipping ports is good, considering the season of the year, and is taking a considerable proportion of the tonnage coming forward from the collieries, thereby often relieving the accumulations at tidewater points. Shipments eastward are somewhat better than they were and that market is likely to develop a decided improvement as the season advances.

The receipts of anthracite at Boston for September amounted to 151,510 tons, a decrease of 75,000 tons from the corresponding month of last year, but an increase of 13,000 tons over that of August this year. This rather indicates the better tone to the market and possible future improvements. The output at the collieries for the month of September showed a considerable reduction and is the smallest month in production since October, 1902, during which month work was partially resumed after the strike of that year. The total for September amounted to 3,967,600 tons, which is less by 686,844 tons than in September, 1903. It is likely that production from now on will be normal, as most operating companies have a better supply of orders to work upon and as these increase the mines will resume full time.

Steam Sizes of Anthracite are in Better Demand.

The steam sizes are in considerably better demand and on some of the orders are in short supply. This is helping the general situation materially, due to the freer movement of all coals and by releasing many of the loaded cars which have been tied up by them.

The Atlantic seaboard soft coal trade is fairly steady and the tonnage required, except in particular instances, keeps fully up to current production, though some producers claim they can not conveniently supply the demands. Car shortages are reported from some of the territory. These are not so bad on the Pennsylvania and Baltimore & Ohio railroads as on some of the other lines, which are suffering to some extent.

Ocean Freight Agreement Has Expired By Limitation.

On October first, the agreement of the Seaboard Carriers' Association came to an end by time limitation, and there being no renewal, a large number of vessels came on the market at the best rates of freight procurable. This forced rates down at all the lower ports from 90 cents to 60@65 cents to Boston and 50@55 cents to sound points, with reports of still lower rates probable. This break in freight rates is to be deplored, as it is believed they are below cost with the present wages prevailing and will doubtless bring about a more general tying up of vessels than under the association restrictions when an effort was made to uphold rates. It also will be likely to disorganize things greatly. There is no doubt but what the vessel association was justified in seeking to remedy some defects and favoritism at some of the loading ports, such as the preference given to steamers and some of the barges in loading, though it is not generally believed that the restrictions in charters attempted by the association were detrimental to the situation. Some producers are complaining of the cutting in on their business by the smaller sizes of anthracite, the plentiful supply of the latter at this time giving them in many cases the preference. The production of coal at the mines is showing a gradual increase, especially on some varieties, and this increase would be larger if it were not curtailed by the car supply.

Trade in the far east shows a fair demand, though some bins are reported as being very full and will have to be relieved by consumption before there is a heavy demand from those sources.

Trade along the sound manifests a decided improvement. The tonnage going there is up to its usual volume. This applies not only to the farther eastern ports, but to the nearby sound ports as well.

Demand for Bituminous Heavy From Shoal-water Ports.

Shoal water business along the sound is particularly active and is increasing in demand. Consumers who have failed to put in anything but sufficient tonnage to meet their current wants up to this time, are now more active in securing their winter stocks. New York harbor is quiet, though there is a fair tonnage going forward to it without much notice. Prices remain

unchanged at \$2.40@2.50 f. o. b. for the Clearfield grades. Very little demurrage coal is on the market to disturb it at this time. The all-rail trade shows an activity and briskness in the demand for coal which is comparatively better than in the other consuming territories.

Transportation from mines to tide has been somewhat irregular and a little slower than usual. The car supply is about sufficient for present needs on the Pennsylvania and Baltimore & Ohio railroads, but is being complained of by shippers on other roads.

In the coastwise vessel market vessels are in plentiful supply and rates are weak and declining. The current quotations from Philadelphia, which are as follows, also cover the rates from the further lower shipping ports: Boston, Salem, Portland and Bath, 60@65c; Lynn, Newburyport and Bangor, 70c; Portsmouth, 65@70c; sound ports, 50@55c; Saco, 80c and towage; Gardiner, 70c and towage. The rates from New York to points around the cape continue at 50c.



Buffalo and the Great Lakes Trade.

BUFFALO, N. Y., Oct. 13.—(Special Correspondence.)—The feature of the local coal markets, anthracite, bituminous and coke, is the fact that they all are steadily improving, slowly but surely. The colder weather has done its business and the shrine of Jack Frost is thick with the odor of incense. The drawback of the anthracite market continues to be the dull lake trade. The car supply is becoming more limited. Prices for bituminous coal and coke, despite the increasing demand, are not advancing.

Rail orders for anthracite are now coming in faster than for many months and the sales agents are doing considerable figuring to keep all of their customers satisfied. The jobbers in this section have put in their stocks for the winter, as a general rule, but they prefer to fill their orders now with coal direct from the cars and thus save an extra handling. They recognize the fact that, when winter comes, they will not get their coal as promptly as now and can not do that.

Reports from a Canadian dealer of prominence say that anthracite is now moving in large quantities in the Dominion and that there will be a good trade over there from now on until next spring. This marks the turning point in that trade for this fall.

The movement of anthracite on the lakes continues to be light, and there are no signs of an improvement. Some reports from Chicago say that coal is now moving more freely in the west and northwest, and if that is the case, the lake trade should improve, as that would relieve the congestion of coal on the docks at the upper lake ports. This has not begun to be felt here, however. Apparently the docks at the other end are full of coal and can not take any more than enough to take care of the daily shipments into the interior. There is, however, a belief that when burning weather comes, there will come a rush in the lake shipments, necessary to keep up the stocks at the other end.

Shipments of Anthracite for Week Are Lightest Yet.

Shipments of anthracite from this port for last week, from the Customs House records, amounted to only 78,190 tons, as compared with 89,650 tons for the previous week, which was considered small. There are a large number of vessels leaving this port light, showing the excess of vessel tonnage over coal shipments. The rates are down to about rock bottom now, and it does not seem likely that they will be lowered any further. It was expected that the increase in wages of the men employed on the boats on October first would cause the vessel owners to increase their rates, but the small amount of tonnage demanded for the shipments would not permit of any increases. The shipments for last week were distributed as follows:

	Tons.		Tons.
Chicago	39,000	Racine	2,600
Duluth	11,000	Gladstone	800
Milwaukee	11,000	Port Colburne	600
Superior	6,800	Menominee	590
Soo	3,000		
Toledo	2,800	Total	78,190

The shortage of box cars in which to transfer coal at this point is causing the sales agents of anthracite much trouble. The chief offender in that regard is the Grand Trunk. It covers many points not touched by other lines and therefore has the coal for those points. The shortage of equipment on that road is being keenly felt. Some of the Canadian buyers, who have been holding off all summer, may not get caught.

Shortage of Cars at Bituminous Mines is Reported.

The shortage of cars at the mines is the main feature of the bituminous market, so far as local dealers are concerned. Their customers are hounding them for coal and they are telegraphing the mines to ship the coal, but the reply always is that they can not get the cars in which to ship it. Some of the mine representatives report that their mines have been compelled to close down for short periods because of the lack of cars. There seems to be plenty of steel hoppers, but the limited number of people who can use them restricts their use. Many of the companies are figuring close to keep all of their customers going.

This is what many of the wholesalers have been wishing for for some time, in the hope that it would increase prices. But the latter has been a vain hope so far. The demand for bituminous coal is not what it should be and there is no decided shortage of coal in this market to put prices at a premium. The trade is expected to get better soon, as many of the consumers must soon begin to use coal for making steam. Should this be

combined with the car shortage there would certainly be an advance in prices.

There is a better demand for coke at present than there has been for some weeks, but this demand is by no means what it was hoped it would be or what it should be at this time of year. More furnaces are starting up all over this section, and that means more coke will be used. The prices quoted vary, but \$3.75 seems to be an average price here.

Many New Lake Carriers Being Ordered.

Contracts for several huge vessels of the 9,000 or 10,000-ton class have been let this fall to be built during the winter, and report says that several more are figuring on vessels of the same class. The last vessel contract was reported today. The American Shipbuilding Co. will build for Mrs. Anna Minch and Henry Steinbrenner, of Cleveland, a boat to cost \$330,000. She will be 500 feet over all, 480 feet keel and fifty-two feet beam. She will resemble the Wolvin, but will embody some improvements that experience has shown can well be made. G. A. Tomlinson, of Duluth, has ordered two boats 500 feet long, the Buffalo & Susquehanna Co. has ordered one of the same size, and several others are also caught with the fever.

James H. Milnes Jr., of the prominent firm of J. H. Milnes & Co., of Toronto, was in the city this week. He gives a favorable report of the coal trade in Canada, saying that there is now a bright outlook. F. W. Minton, Michigan traveling salesman, and W. A. Reed, Ohio traveling salesman for the Philadelphia & Reading Coal & Iron Co., were in the city this week for a conference with D. L. Tuttle, sales agent, and to talk over the situation in their respective territories. C. L. Denison, of C. G. Denison & Son, has gone on a hunting trip in Northern Canada.

New Form of Customs Invoice Now In Use.

Shippers of coal from the United States into Canada are being put to considerable inconvenience and are somewhat put out by the act of the Canadian customs authorities in changing the forms of customs invoice. This was changed only a short time ago and many of the shippers have their invoices printed with the old form, which was invalid on and after October first. The changing of the form will compel them to destroy their old invoices and get new ones or to get a rubber stamp to use on their old invoices. The new form of customs invoice is as follows:

The following certificate of value is prescribed for invoices of goods sold and exported to Canada, to be signed by the exporter or by a partner, official or employes of the exporter, having a knowledge of the facts certified to, and to be written, printed or stamped on the invoices, which must be in duplicate.

I, the undersigned, do certify as follows:

(1) That I am the (insert the word partner, manager, chief clerk or principal official, giving rank as the case may be) of the exporter of the goods in the within invoice mentioned or described;

(2) That the said invoice is in all respects correct and true;

(3) That the said invoice contains a true and full statement, showing the price actually paid or to be paid for the said goods, the actual quantity thereof, and all charges thereon;

(4) That the said invoice also exhibits the fair market value of the said goods at the time and place of their direct exportation into Canada and as when sold at the same time and place in like quantity and condition for home consumption, in the principal markets of the country, whence exported directly into Canada, without any discount or deduction for cash, or on account of any drawback or bounty, or on account of any royalty actually paid thereon or payable thereon, when sold for home consumption, but not payable when exported, or on account of the exportation thereof or for any special consideration whatever;

(5) That no different invoice of the goods mentioned in said invoice has been or will be furnished to any one; and

(6) That no arrangement or understanding affecting the purchase price of the said goods has been or will be made or entered into between the said exporter and the purchaser, or by any one on behalf of either of them, either by way of discount, rebate, salary, compensation, or in any manner whatsoever other than is shown in the said invoice. "Whereas, German goods are subject to surtax in Canada, I certify that none of the articles included in this invoice are the produce or manufacture of Germany, and that as the chief value of none of said articles was produced in Germany—save and except all articles opposite which the word 'Germany' is written on this invoice."

Dated at } (Signature)
this day of 19..... }

The old form was as follows:

This invoice is true and correct, and where there is a difference between any of the prices shown therein and the ordinary credit prices at which the same articles are now sold bonafide by the exporter in like quantity and condition at this place for consumption in this country, the latter prices are shown on the margin or elsewhere on such invoice.

Whereas German goods are subject to a surtax in Canada, I certify that none of the articles included in this invoice are the product or manufacture of Germany, and that the chief value of none of said articles was produced in Germany—save and except all articles opposite which the word "Germany" is written on this invoice.



Boston and the New England States.

BOSTON, MASS., Oct. 14.—(*Special Correspondence*).—The hard coal market continues to show increased strength and comparatively more orders are coming into the hands of shippers for immediate delivery. Receipts of anthracite coal at Boston for the month of September as quoted by the Chamber of Commerce were 151,510 tons, a decrease from the corresponding month of last year, but an advance of 13,000 tons over August, 1904, indicating a general picking up of the trade and this must develop more rapidly as colder weather approaches. At retail, business is fairly brisk, and as

dealers' stocks require replenishing to meet this demand shipments will increase in volume to this territory. Prices for delivery to householders were advanced last week on all sizes, except pea coal, twenty-five cents per ton, making the following schedule effective: Furnace, \$6.50; egg, \$6.75; stove and chestnut, \$7.00; pea, \$5.00; Franklin, \$8.25; Shamokin, \$7.25; soft coal, \$4.25 and \$4.50, according to quality. The advance is seemingly having no effect to retard buying and orders are being received quite freely for both present and future needs. The all-rail business is the more active at this time and considerable tonnage is going forward on it. If this class of trade should increase quickly due to weather conditions and which is not unlikely a shortage of cars for the transportation of it, is very apt to occur, as already there is a stringency in the supply for the more easterly line points. Competition for orders is fairly keen, shippers generally endeavoring to get more business than is offered. Some individual coal is being offered at slightly under schedule figures and at more favorable credits, which is securing a proportion of the business, though of a small character. Along the sound, for local consumption and reshipment inland, there is a good demand which promises even better things in the future.

Bituminous Coal Market Is Greatly Improved.

The bituminous coal market is decidedly better than it was a few weeks ago, yet it is not up to what was anticipated at that time and is rather discouraging the selling interests at its dilatory manner. No doubt more orders are coming in at present than was the case in September and a greater effort is being made to uphold prices, which is helping the situation, but there is not the snap to business that shippers like to see at this season when all lines of trade show an increased demand. The receipts of tonnage for the month of September amounted to 231,714 tons and is slightly in excess of the corresponding month in 1903. There is room for much larger tonnages, judging from the depleted coal piles in this territory, and offers a hope that this may be realized shortly. There is more business doing along the sound ports and in some cases the trade is quite active. A large amount of the coal received is being shipped all-rail to inland points where there is a more general desire to increase stocks for winter needs. The shoalwater ports are also taking more coal and are urging for prompt shipment, fearing that any protracted delays may leave them short of their regular supplies before ice makes. Prices show no change from recent quotations and less demurrage coal is on the market. New River and Pocahontas coal are obtaining \$2.40 f. o. b. the loading ports and the Clearfield grades \$2.75 to \$2.90 alongside. This slightly lower rate on the alongside price is due to the drop in ocean freights, the Carriers' Association having abandoned its effort in upholding the established figures and terms which prevailed during the summer. The rates now governing this business range down to 60c from the lower ports to Boston and 50c from New York harbor.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., Oct. 14.—(*Special Correspondence*).—The anthracite coal market maintains the improvement noted last week and continues to extend as fall conditions develop and affect consumers' needs. The car situation, which is inclined to be short with some of the transporting lines, is delaying shipments in some directions and has the tendency to strengthen the demand with the trade in need of present supplies and where regular deliveries are necessary at frequent periods. The larger proportion of the business is still on the line trade and the outlook for further improvement is very good and with colder weather there will likely be a demand for a considerable volume of tonnage. The movement of coal via water beyond the Delaware capes is slightly better than it has been for some time and the barge service of the companies is being put in shape and got together for larger shipments to that territory. A fair amount of business is coming forward from the open winter ports, while ice-making points show that stocks in many places are not in sufficient supply to carry them over the winter. At retail the demand is decidedly better and dealers have about all the orders they can conveniently take care of. The class of trade which usually buys only for immediate requirements is now in evidence and is likely to increase as the season advances. The production at the mines is on a larger scale than prevailed last month and as more orders come in the output will be increased, though the car situation may regulate this by a further shortage. The shipments from the mines during September amounted to 3,967,600 tons, a considerable reduction from previous months this year.

All Grades of Bituminous Coal in Greater Demand.

The bituminous coal trade shows an increased demand for all grades. Some producers find difficulty in arranging prompt deliveries for all requests and are working towards larger productions at the mines. There is some complaint by shippers at the limited number of cars available for prompt loading and the irregularity of transportation. The situation is not extreme with the Pennsylvania and Baltimore & Ohio roads, but threatens a greater stringency on account of the heavier tonnages now imposed on them, which may cause a greater shortage of cars and slower transportation. In the event of this occurring it would be unfortunate to the trade in this locality, which has been eagerly waiting for a better demand and has been sadly in need of it. The dissolution of the Vessel Association last week, resulting in an open market and the placing in service of many vessels that had been tied up for some time past, causing a cutting in freight rates to a low point where business coastwise is being induced by them. Rates from here as also to the further lower ports have fallen down to 60c to Boston and 50c to 55c to the sound. It is thought if this continues consumers will take advantage of the low rates by putting in some stocks at this time, which would greatly benefit the producing trade. The all-rail business is still the more active of the consuming territories and is taking a fair volume of coal, both on contract and for other purposes. Transportation is somewhat uncertain and in some cases cars are short of requirements. In the coastwise vessel market an abundant supply of bottoms is offering and rates are low. Boston, Salem, Portland and Bath is 60c; sound ports, 50c; Lynn and Newburyport, 70c; Portsmouth, 65@65c; Saco, 75c and towage; Gardiner, 70c and towage.

Eastern General and Personal Notes.

W. A. Kissam, with Borden & Lovell, New York city, was in Philadelphia last week on a business trip in the interest of the firm.

President Oscar Murray, of the Baltimore & Ohio railroad, returned during the week from Europe where he has been enjoying a rest.

The case of W. R. Hearst against the anthracite coal roads, which was set for hearing on the eleventh of October, at Chicago, by the interstate commerce commission, has been postponed to the twenty-fourth, at New York.

Boston retail prices on anthracite were advanced twenty-five cents a ton last week. This makes the present prices on furnace \$6.50; egg, \$6.75; stove and nut, \$7.00; Franklin, \$8.25; Shamokin, \$7.25; pea coal, \$5.00; soft coal, \$4.25@4.50.

Robert C. Hill, vice-president of Madeira, Hill & Co., who has been on a hunting trip to New Brunswick, Canada, since September fifteenth, returned on Tuesday of this week with a good supply of game. Mr. Hill was particularly successful on this trip, having secured among his trophies a moose, caribou, bear and deer.

P. B. Heilner, general sales agent of the Lehigh & Wilkesbarre Coal Co., spent several days of last week with W. J. Richards, general manager of the Philadelphia & Reading Coal & Iron Co., on an inspection tour of the company's mines in the Schuylkill and Shamokin districts. The trip was made in Mr. Richard's special car.

The Mine Board of Conciliation made an assessment last week of \$1,500 on the miners and operators to defray the expenses of the board. It costs on an average \$300 to take an appeal up from the Conciliation Board to the umpire and the appeal to Judge Gray on the check weighman dispute cost the board \$700. The operators pay half of the assessment and the miners the other half.

There is considerable sunken coal being offered in the New York market at present as a result of the disastrous storm several weeks ago, which caused such a severe loss to barges and small craft in this harbor. Some forty barges alone were sunk, besides many vessels. The Merritt Wrecking Co. has contracts to raise twenty-two boats and is offering the coal for what it will bring in the open market.

D. G. Thompson, traffic manager of the Beech Creek Coal & Coke Co., made a trip to the company's mines the first of the week on business matters. The coal trade of this company has considerably improved of late, and it is crowded at present with orders for shipments. The mines are being worked to as full a capacity as possible and the car supply will allow, the latter not having been very satisfactory the past few weeks.

J. H. Abbott, New York sales agent for the Delaware, Lackawanna & Western, returned from the Adirondack mountains last week, where he spent several days shooting, prior to returning with his family to their winter home. They had been enjoying a vacation in the mountains. Mr. Abbott is much devoted to hunting and generally meets with good success. He bagged one deer on this trip, though he had only a few days in which to secure this trophy of the hunt.

James E. Childs, general manager of the New York, Ontario & Western railroad, was elected vice-president and director of the company at the annual meeting held last week. Mr. Childs will also retain the position as general manager. He has been identified with the management of affairs of this road for fifteen years, giving much of his attention to the coal department. To his efforts, in a great measure, is due the success which has accompanied this branch of the business.

The Natalie Anthracite Coal Co. property, which has been operated for the past fifteen years by N. Taylor, up to November of last year, when it was closed down and has been idle since, was sold by the receiver on Wednesday, October fifth, at Pittsburg, to E. L. Mattern for \$480,000. This sale terminates a large financial transaction in which several Pittsburg banks and one New York bank were interested. It is understood the property, which is a valuable one, will resume operations shortly.

An echo of the Wechawken Wharf Co., which started out so auspiciously some six years ago in the coal business in New York, is brought to the attention of the trade by an advertised sale at public auction of a number of high-class books, by the assignee, which were sold at the Silo Art Galleries, 43 Liberty street, New York city, on Wednesday of this week. In the sale were also included pictures comprising etchings, photographs, water colors, etc., being some of the assets of the above company, which had an unsatisfactory ending.

The board of health of New York city last week amended the sanitary code as it affects the smoke nuisance. Recently, Supreme Court Justice Dickey decided that the old section reading that "no smoke of any kind shall be allowed to escape from any building," was ridiculous. The board has amended it to read that "no smoke shall be allowed to issue from any hotel, factory or other building to the detriment or annoyance of any person not engaged in making the smoke, nor shall it be allowed to enter buildings or public streets or avenues or to pollute the air therein."

United Mine Workers' circles were stirred the first of the week by a note of warning sounded by President Nicholls, of District No. 1, at a mass meeting of the union held at Scranton, Pa. He declared that the membership of the union is not as strong today as it was before the strike of 1902. The expiration of the life of the award of the Strike Commission is only eighteen months away, yet there are thousands of mine workers who declare they do not want any union or any agreement with the operators in 1906. They do it by refusing to join the union or by refusing to pay their dues. District President John Fahey, of the ninth district, followed with a long address, in which he said that the working man is his own worst enemy,

because he fails to take advantage of opportunities for advancement that he holds in his own hands.

The Earl of Fitzwilliam, according to a report from London, England, is about to take a trip to the South Pacific to prospect and develop the coal lands, which are said to be of great value, many of them being located on islands belonging to the United States. The Earl has purchased the steamship Harlech Castle, 4,000 tons, to make the trip. He is already extensively engaged in the coal trade and wants new fields to develop, believing that concessions in the South American states are easily obtained, and that when the Panama canal finally goes through all the islands and their trade on the Pacific side will be immensely increased in value.

Vice-President E. E. Loomis, of the Delaware, Lackawanna & Western railroad, who has been abroad for the past two months to enjoy a rest, returned on Tuesday of this week, via the steamship Kronprinz Wilhelm, from Bremen, accompanied by his wife. Mr. Loomis is looking remarkably well, having been greatly benefited by his trip. The tug, Lackawanna, belonging to the company, was secured by his business associates and friends, who went down the harbor early Tuesday morning and met the steamship on her way up, taking his party aboard the tug and extending him a hearty welcome on his return home. Breakfast was served on board the tug, which was greatly enjoyed by all present.

The progressive spirit animating the Pittsburg-Buffalo Co., of Pittsburg, Pa., is again illustrated in a handsomely leather bound and instructive volume, giving a history of the coal industry and the company's operations, which has just been issued, THE BLACK DIAMOND being the recipient of a special copy. The book, which is printed on a highly finished paper, is beautifully illustrated with maps and photographs of the company's mines, coal yards, sewer pipe plants, trestles, offices, etc. Photo-engravings of the officers of the company and complete sketches of their lives are among the interesting features of the book and demonstrate the success the company has made in the Pittsburg field where it is now the largest independent producer of coal.

The Boston Chamber of Commerce reports receipts of domestic anthracite and bituminous coal at Boston the past month and since January first, this year, compared with the same period the previous year as follows:

	—1904—		—1903—	
	Month. Tons.	Year. Tons.	Month. Tons.	Year. Tons.
Anthracite	151,510	1,545,350	226,699	1,712,686
Bituminous	231,714	1,898,289	224,252	1,745,913

Receipts of provincial soft coal for the year to October first have been 411,811 tons, as compared with 480,774 tons for the corresponding period in 1903.

A fire which started on the coal barge Tampa, lying at the foot of Conover street, Erie Basin, Brooklyn, last week, owned by Tracey Bros., No. 1 Broadway, New York city, caused the death of two men and the skipper, Capt. Allan Gartman, was dangerously burned. The cause of the fire is not known, but it is thought that a match carelessly dropped or sparks from the pipe of one of the men, who was playing cards at the time, set fire to hangings in the cabin. The blaze was first seen from the shore and an alarm sent in. When the firemen arrived Captain Gartman was found to be badly burned and unconscious, while the other two men were not found until the fire was extinguished, when they were discovered after their bodies had been burned to a crisp. The attending physicians have little hope for Captain Gartman's recovery.

The Seaboard Carriers' Association, which has been so active all summer in upholding ninety cent ocean freights from the lower ports, as well as terms of loading and discharging, has reduced its figures fifteen cents per ton. Indeed, the organization has apparently abandoned its efforts to maintain uniform rates, and in consequence they have dropped down to sixty-five cents to Boston and fifty-five cents to the sound from Norfolk and Newport News. Philadelphia is quoting seventy-five cents to Lynn and sixty-five cents to Boston, based on the best terms of loading and discharging. Vessels are in large supply at all ports and are seeking business at almost any figures available. The cause for this break in rates is thought to be due to the arbitrary terms of loading and discharging and the preference given to steamers at loading ports over sailing craft, causing the latter vessels much delay and making their business unprofitable to them. It is suggested that if this latter evil were remedied and sailing vessels given equal rights with steamers, the entire situation would soon rectify itself to the benefit and satisfaction of everybody.

The Flat Top Coal Co., which purchased 15,000 acres of coal land in Buchanan county, Virginia, two years ago, and which is controlled by Thomas Righter, of Righter & Marshall, has about completed the development of the mines and the construction of a railroad to the same. It will be ready to ship coal on November first. The mines will produce 5,000 tons a month as a starter and this will be increased as the property is developed and new openings are made. The present openings are to the No. 7 vein, which is from four and one-half to five feet thick and of a high steaming grade, comparing with the Tug River product, although it is slightly harder and more economical to mine by reason of the thicker veins and the fact that it can be reached by a drift. Considerable money has been spent in opening the property to enable the company to develop it on a large scale. A branch railroad has been built to connect with the Norfolk & Western at Richlands, Va., extending through Big Creek to the property. This tract carries four or five veins ranging in thickness from four to five feet, including the celebrated No. 3 Pocahontas seam, which is below the surface level. When fairly started the company will be in a splendid position to make large shipments and compete in tidewater and western markets.

The Modern Electric Plant of the Prudence Coal Co.

Illustrations and Article Printed by Permission from October Number of Electrical Mining.

The Prudence Coal Co., with mines at Prudence, W. Va., on a spur of the Loup creek branch of the Chesapeake & Ohio railroad, about two miles below Glen Jean, has attained in its three years of development a

daily capacity of 1,000 tons of coal. Coal rights to 1,300 acres of property are under lease, and drift openings are being rushed into the coal

is due to its popularity. Its construction lends itself admirably to convenience and attractiveness in the arrangement of the several departments of

dnce, upon the completion of which the offices at Sewell will be abandoned. The chief engineer of the company is A. E. Gibson. The superintendent is H. A. Moseley, whose many friends will possibly be able to recognize him in the accompanying illustration showing the two trips of the 15-ton Goodman Electric Motors. In this illustration also may be seen the mine foreman, W. S. Williamson, who stands along side the left-hand trip.

In one of the accompanying illustrations are shown the office and store building at the left, while at the right is a boarding house belonging to the company and operated under lease by outside interests. The similarity of the store building to others in that field is marked and

the store, as well as the offices in connection. Among the store appliances may be mentioned an electric elevator from the cellar to the top floor driven by a Goodman motor receiving its current from the power house.



GENERAL VIEW OF PRUDENCE MINING PLANT, SHOWING TIPIPLE AND POWER HOUSE.



GOODMAN 15-TON ELECTRIC LOCOMOTIVES WITH TRIPS FROM TWO MINES.

seams at various points such as to facilitate the rapid increase of output. The Sewell seam, worked here as elsewhere throughout the district, runs from four feet to seven feet in thickness and averages about five and a half feet.

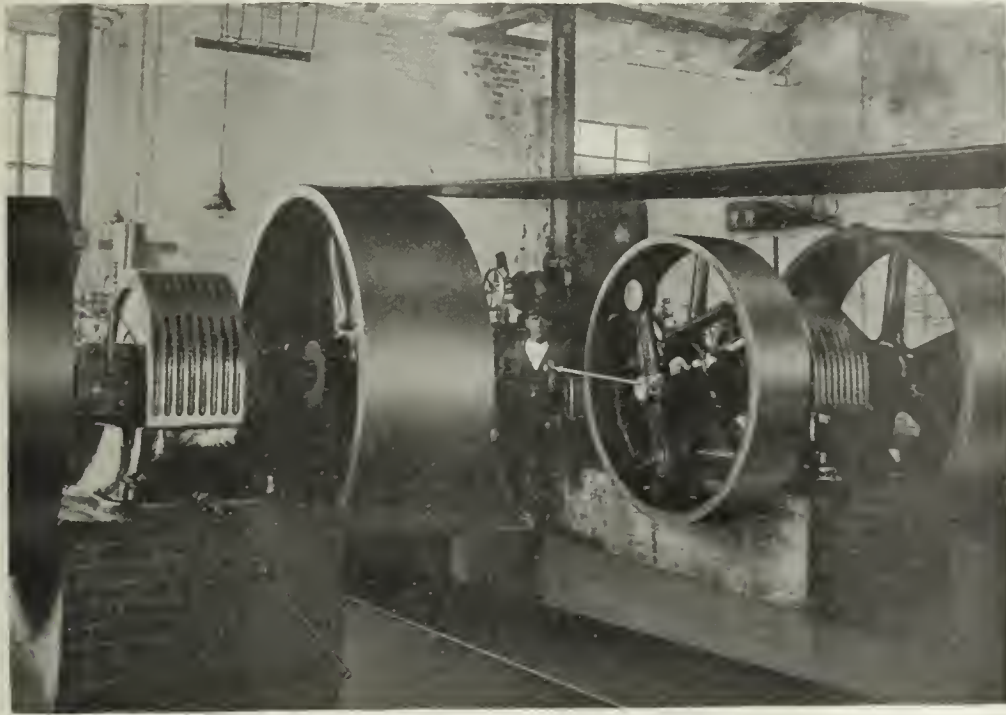
The coal taken from the Prudence mines is a very high grade of the well known New River smokeless fuel, whose reputation and standing are rapidly growing, as the production from the district increases and permits of wider distribution to new markets.

J. A. McGuffin is president of the company, and W. W. McGuffin is secretary and treasurer. The official headquarters of the company have been at Sewell, where these managing officers have resided. President McGuffin is now erecting at Prudence a very fine resi-



OFFICE AND STORE BUILDING AT THE LEFT; BOARDING HOUSE AT THE RIGHT AT PLANT OF PRUDENCE COAL CO.

Of the boarding house little need be said, since it is evident from the illustration that the building is one of unusual pretentiousness.



POWER HOUSE, SHOWING TWO 240- H. P. McEWEN ENGINES, PRUDENCE COAL CO.

From a point on the hillside, back of the boarding house and looking in a direction nearly opposite to the illustration recently described, is seen the general view of the plant showing the tippie and power house. At the right is the dump for bone. To the left of this is the tippie house, with four shipping tracks passing beneath it. Beyond the tippie is ample yard room for empties and below are extensive trackage facilities for loads. The grades are naturally downward (to the right) throughout the whole of the half mile distance to the junction with the Loup creek railroad branch at Harvey. In the rear of the tippie is a general utility building, which, together with the general arrangement of the tracks, etc., is best shown in the illustration described as "Noon Hour at the Tippie." The photograph from which this illustration was made was taken during the noon hour, when all hands were at leisure. Off to the left in the illustration, showing the tippie and power house, is the haulage motor house on the bank, while below at the railroad tracks is the power house.

Interior views of the engine-generator room are also presented in the two accompanying illustrations, the titles of which are self-explanatory. The two units are duplicates, each consisting of an 18x18-inch 240 horsepower McEwen engine, built by the Ridgway (Pa.) Dynamo & Engine Co. These run at 175 revolutions per minute and drive at 550 revolutions per minute two 150-kilowatt Goodman generators. They deliver direct current at 250 volts to the switchboard, which is shown in the illustration devoted to the generator. The belts driving the generators are twenty-four inches in width and were made by the Moloney-Bennet Belting Co., of Chicago.

The wide, single-panel switchboard was built by the Goodman Manufacturing Co., of Chicago, and is fitted with the necessary switches, measuring instruments, controlling devices, etc. The method by which the wiring is carried upward from the switchboard, thence across the engine room and out through the wall at the other side, is plainly shown in both of these illustrations. Conveniently placed back of the engines is an automatic starting box for a Goodman motor driving the mine ventilating fan.

Description of the Engine House Equipment.

The engine house equipment should not be passed over without comment upon the exceedingly satisfactory service which it has rendered during more than two years of its continuous operation. In all this time no expense whatever has been incurred by the engines, with the single exception of the replacing of a cross-head, accidentally broken, through no fault whatever of the engine itself. The engines, it has been found, are easily kept up and are in every way satisfactory in their operation and performance. The generators likewise have never caused a half-hour's delay of the mines through failure to deliver the necessary power. Taken as a whole,

therefore, the power plant has proved a most profitable investment and a most efficient element in the Prudence mining plant.

In the boiler room adjacent to the generator room are two horizontal tubular boilers, with feed pumps, heaters and other necessary auxiliaries. The boilers are 150 horsepower each, seventy-two inches in diameter and eighteen feet long. The gases from each are carried off by separate steel chimneys. G. P. Thornton is operating engineer in charge of the power plant.

As has already been indicated, the Prudence mines are all opened as drifts directly into the coal seam. Double entries are driven, with cross entries, from which rooms are turned. Ventilation is accomplished by means of fans electrically driven by Goodman motors, controlled from the power house, as already noted. The original Prudence drift mine, No. 266 upon the state records, taps conveniently the nearer portions of the property. The topography is such, however, that the seam is not continuous and must be worked from more than this one opening. One considerable portion of the coal lies beyond an intervening mountain, this mountain containing coal and lying within the Prudence property.

It was originally thought best to install a complete and separate plant at this distant point, to be reached by a railroad tunnel through the mountain. This tunnel was started according to the plans and was driven nearly through when it was decided to extend the mine haulage system to the more distant coal and bring the latter to the main tippie. The plan of carrying the mine railroad spur through the mountain, therefore, was abandoned and the tunnel has since been pushed forward with the idea simply of reaching the coal beyond with the regular haulage.

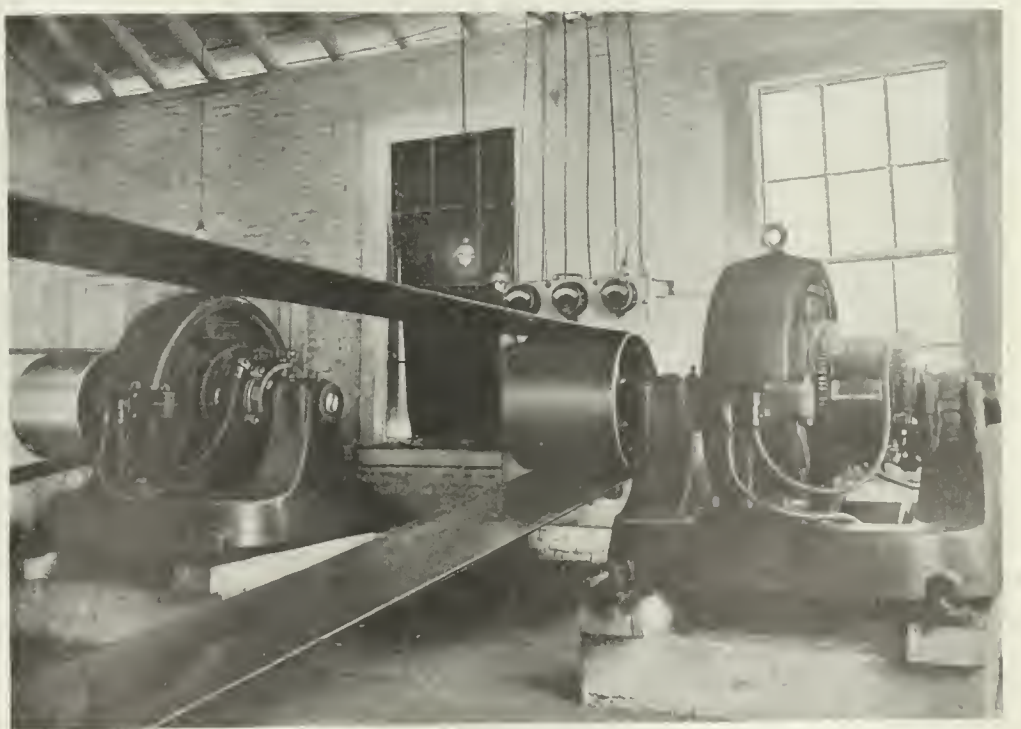
To get out the coal in this mountain, cross entries and rooms will be driven and worked off the main tunnel in the usual way.

As with nearly all the New River coals, the product at Prudence is very soft. This fact, in connection with the accompanying circumstances of bad roof and non-union operation, makes

possible a comparatively economical working by pick method. For entry driving, however, where speed is of importance, the value of machine work is appreciated and there are in operation at Prudence two Goodman electric chain breast machines. These are supplied with power trucks so that their transfer from place to place throughout the mine is accomplished with a minimum of delay and inconvenience. There is some excuse for the survival of pick mining at Prudence and similar mines, but in many another case where conditions are entirely favorable to machine mining, this older method still obtains with a persistence which seems inexcusable and hard to comprehend. The illustration shows one of the Goodman machines at Prudence mounted upon its power truck at the face in the main entry. It will be noted that wooden rails are used for temporary track, these serving every purpose so far as the Goodman truck is concerned. Permanent track of bonded rails can then be laid to follow the



GOODMAN ELECTRIC CHAIN COAL-CUTTING MACHINE ON POWER TRUCK AT PLANT OF PRUDENCE COAL CO.



GOODMAN 150-K. W. GENERATOR IN POWER HOUSE AT PRUDENCE, W. VA.

machine, as closely as desirable, along with the advance of the entry heading. The equipment of the haulage system includes two fifteen-ton Goodman,

Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York. A number of steamers have been chartered recently for coal to Cuban, West Indian and Mexican ports at rates recently quoted, and there are very few unchartered boats now in the market, available to load coal within the next thirty days. The future of the freight market depends largely upon whether owners will order additional boats in this direction seeking business, or whether they will close for business elsewhere.

It was rumored that a contract was placed for the transportation of 50,000 tons of coal to Tampico or to Vera Cruz at \$1.60, but we think this report is erroneous.

During the past three weeks sailing vessels have been offering very freely and at very attractive rates for coal to Cuban, West Indian and Mexican ports, and many of the shippers of small orders have taken sailing vessels to cover same, as they found it more advantageous than steam under present circumstances. A sailing vessel has been offered at the low rate of \$1.20 to Havana, and other sail tonnage offered at about proportionate rates for coal in other directions. There is no change in the freight situation in other directions.

We would quote freight rates by steamer as follows: \$1.30 to Havana or Matanzas; \$1.75@1.80 to Cardenas; \$1.50@1.55 to Cienfuegos; \$1.50 to Port of Spain; \$1.60 to St. Lucia; \$1.55 to St. Thomas; \$1.70@1.80 to Barbados; \$1.45@1.50 to Kingston; \$1.30 and port charges to Curacao; \$2.25 to Demerara; \$1.75@1.85 to Bermuda; \$1.40@1.45 to Tampico; \$1.40@1.45 to Vera Cruz; 9s@11s to a direct port in the Mediterranean, not east of the west coast of Italy, Spain excluded; 9s@9s 6d to Buenos Ayres; 11s to Santos; \$5.00@5.12½ to Manila.



MOTOR HOUSE SHOWING TWO GOODMAN 15-TON LOCOMOTIVES.

two-motor type electric locomotives. The track gauge is forty-four inches and all main haulage lines are laid with forty-pound rails.

With the tunnel through the mountain completed and development of the extreme portions of the property under way, the longest haul to the tippie will be about two miles, a large portion of this distance being out of doors. At the present time the average length of haul is somewhat more than 3,000 feet, at which average distance the present output of 1,000 tons can be hauled easily in six hours by one locomotive. There is consequently on hand at all times a spare locomotive, but as yet even the one in use is not kept busy. In one of the accompanying illustrations the two locomotives, Nos. 1 and 2, are shown at their respective entrances to the motor house. Both locomotives, with loaded trips, are shown in another illustration. The left-hand trip, hauled by motor No. 2, has been brought up from the tunnel through the mountain, the haulage track passing directly through the motor house, seen in the distance. The right-hand trip has come from the main drift opening, out of sight at the right of the picture.

This track from the main drift is on a curve of thirty-six degrees, with a grade of three and three-quarters per cent against the loads. In the illustration a long trip of loaded cars was stopped at this point, the placing of the camera being such as to include as much as possible of the whole trip. A few of the cars, however, still remain out of sight in the mine opening, seen in the distance at the right.

Either of the Goodman locomotives will haul thirty two-ton loaded cars out of the drift, up the grade, around this curve. A trip of twenty-five such cars can be started from rest on this curve by either of the locomotives. These statements give evidence of the high power of the Goodman fifteen-ton locomotives and must be conceded as warranting every bit of the very high regard with which these locomotives are held by the Prudence company and its operating force.

It is evident from this description that the plant of the Prudence Coal Co. is an example of the highest type of modern electrical mining equipment. Plainly, also, it is a Goodman installation throughout. The readiness with which those in responsible charge of the plant express their pride and satisfaction with the whole installation impresses the visitor as a most complimentary tribute to the Goodman Manufacturing Co., of Chicago, who built and furnished the machinery.

The contract for the installation was placed through L. H. Harrison, the Goodman representative in West Virginia, with headquarters in Charleston. Mr. Harrison managed to slip into the photograph from which the illustration is reproduced showing the motor house at Prudence, where his beaming countenance may possibly be recognizable to his numerous West Virginia friends.



HAULING THIRTY LOADS UP 3¾ PER CENT GRADE AROUND 36-DEGREE CURVE AT PLANT OF PRUDENCE COAL CO.

Cleveland and Pittsburg capitalists recently organized the Irondale Coal

A fire which occurred on Thursday night of last week in the engine room of the coal and lumber yard of Winant B. Wardell at the foot of Twenty-fifth street, South Brooklyn, N. Y., destroyed property worth \$100,000, calling into action the entire fighting force of this district and two fireboats. The fire was discovered by the watchman, but before the engines arrived the entire yard was in flames and the fire was beyond control for three hours, spreading to the adjoining plant of the Gowanns Wood Co., and to the vessels anchored in Tebo's basin. The plant was almost completely destroyed and the coal piles, consisting of about 5,000 tons, burned for several days, destroying their value. An echo of the fire goes back to the time of high prices in the spring of 1903, when 7,000 tons of coal were piled on Mr. Wardell's dock by one of the individual shippers, after the latter failed to sell it in the open market. The bulk of this coal, which has remained there since, was consumed by the fire last week.



NOON HOUR AT THE TIPPLE OF THE PRUDENCE COAL CO.

& Mining Co. at Toronto, Ohio, for the purpose of opening mining lands at Irondale.

Western Retail Notes.

E. L. Ford, Mazcappa, Minn., is erecting a new coal shed at his plant in that city.

The Chadron Coal & Feed Co. was recently incorporated at Chadron, Neb., by Charles M. Keith and L. Olson.

M. Kent & Co., of Vicksburg, Mich., will start a coal yard this fall and are building a coal shed near the depot.

John A. Thompson, of Lebanon, Ohio, is engaged in the coal business in that city with offices over the postoffice.

Indiana produced 11,000,000 tons of coal during the past year, the value of which aggregated \$10,000,000 at the mines.

Walter S. Snyder has embarked in the coal business at Carey, Ohio, having purchased the business of Brown Delaplane at that place.

The Crawfordsville, Iowa, elevator and coal business has been sold to Max DeLong, Allen DeLong and E. P. McFarland, of Waterloo, Iowa.

Limage Bros., Hanover, Ill., are building a new coal shed at North Hanover, Ill., where they will store coal until they can haul it to town.

The Gilchrist Lumber Co., Des Moines, Iowa, is putting in a new scale for weighing coal. A retail coal and feed business will also be established.

L. Chubb, of Bucyrus, Ohio, recently purchased the office building, bins, etc., of the Gormly Coal Co., of Bucyrus, and will carry on a coal business there.

Clyde Darragh has returned to Dayton, Ohio, and started in the coal business there with his brother, Ralph W. Darragh, under the firm name of Darragh Bros.

The coal firm of Goodman & Winkler, of Saginaw, Mich., was recently dissolved by mutual consent, Mr. Winkler having purchased Mr. Goodman's interest in the firm.

A. Silver, Belvidere, Ill., will shortly open his new coal yard at the corner of Main and Pleasant streets, that city, where he will be ready to fill all orders promptly.

The barge Ralson recently delivered a cargo of coal at G. A. Jones' property in Port Huron, Mich., for Joseph Miller, who will shortly embark in the coal business there.

Charles W. Mitchell, head of the big coal firm of Mitchell, Johnson & Co., Rockford, Ill., passed away very suddenly a few days ago while visiting friends in New Milford, Ill.

George E. Andrews, the coal dealer of 1428 East Franklin avenue, Minneapolis, Minn., has entirely rebuilt his offices in preparation for a very brisk demand for coal this coming winter.

John Gilbertson, of Cottonwood, Minn., recently sold a half interest in his coal and wood yard to P. L. Vinji and the firm will hereafter be known as Gilbertson & Vinji. They will handle a fine grade of wood and coal.

The Muggs & Dryden Co., of Fort Worth, Tex., was recently incorporated there with an authorized capital of \$15,000 for the purpose of dealing in coal and grain. The incorporators are: J. A. Mugg, J. A. Dryden and A. F. Crawley.

The Chicago, Burlington & Quincy railroad are soon to build new coal chutes in Aurora, Ill., for the reason that the present chutes, which were built something like sixteen years ago, are not high enough for the large engines now in use by the company.

A Chamber of Commerce committee of Cleveland, Ohio, is trying to guard against the incessant stealing of coal from cars in the different yards in that city, which has occasioned considerable loss both to coal dealers and large manufacturing concerns in the past.

The Bennett Bros. Coal Co., recently incorporated at Des Moines, Iowa, has just closed a lease for about 200 acres of coal lands belonging to P. M. Casey, of Des Moines, which tract has long been regarded as one of the most valuable coal properties in that district.

The Saginaw & Pere Marquette coal companies are improving the Wolverine mines at Saginaw, Mich., to the extent of about \$40,000. A new electric hauling plant is being installed in one of the mines and all the old machinery is being discarded for modern equipment.

A new coal mine is to be opened on the B. & M. railroad line east of Clearmont, Wyo., and coal is to be ready for shipment in time for the winter trade. The promoters of this project are Henry Keating and Hugh Meyers, of Omaha, Neb., and J. W. Smith, of Sioux City, Iowa.

Indications point to rich coal deposits on the farm of Ole Thompson, near Howard City, Mich. Mr. Thompson is a native of the Pennsylvania coal regions, and believes his find indicates the existence of a high grade of bituminous coal on his farm, which it is expected will be developed.

The capital stock of the Elk Valley Coal Co., Connellsville, Pa., has been increased from \$150,000 to \$600,000, and the par value of shares in the company will be increased from \$25 to \$100. The company will not commence development at its mines in Braxton and Clay counties, Pa., until spring.

The Oxford Local, the first one organized in the Lackawanna district, recently disbanded. The Oxford colliery was the only one in this district that worked ten hours a day and the fact that a union miner can not work more than nine hours a day was the reason assigned for the dissolution of the local.

The breaker at the Stockton, Pa., colliery of Coxie Bros. & Co., near Pottsville, Pa., was recently hauled down and the lumber shipped to other

collieries operated by this company. The coal mined at Stockton is shipped over the D. S. & S. railroad to Beaver Meadow, where it is run through the breaker at that place.

The Finn Coal Co., Carbondale, Pa., recently completed its breaker at its Carbondale colliery and has begun the preparation of coal for market, giving employment to several hundred men and boys. The breaker is said to have a capacity of 500 tons a day, but it is not expected that it will handle that quantity of coal at this time.

*Eastern Retail Notes.*

Coal dealers at Baltimore, Md., are anxiously awaiting a cold snap, as they say it would make the trade boom, although it is now about normal.

The coal yards of W. B. Wardell, Brooklyn, N. Y., were partially destroyed by fire recently, which started in the engine house. The loss is estimated at \$3,000.

Samuel Rudderow, a coal and lumber merchant of Riverton, N. J., recently filed a petition in bankruptcy at Trenton, N. J., his liabilities being \$40,142.72 and his assets \$8,550.

Coal dealers at Chatham and Madison, N. J., will shortly begin to charge ten cents extra for coal, which amount is to be rebated if the bill is paid within ten days from date of purchase.

J. D. Long, Centre Hill, Pa., after a retirement of several years, has again engaged in the coal trade and has fitted up his office with every convenience, and added some decided improvements.

J. Langdon & Co., of Elmira, N. Y., it is stated, will discontinue all traffic in anthracite coal the latter part of this year. The company will be dissolved and it is probable that all offices of the company will be closed.

News comes from Providence, R. I., that the harbor is showing a great deal of activity, a number of barges loaded with anthracite coal for the different large coal companies being noticed within the past few days.

The retail price of anthracite at Holyoke, Mass., recently advanced from \$7.00 to \$7.25 per ton for Lehigh, and from \$7.25 to \$7.50 for Lackawanna. Dealers there do not anticipate another advance in the prices during the winter.

The Harlem Central Coal Co. was recently incorporated in New York city with an authorized capital of \$30,000, the incorporators and directors for the first year being S. Krasnoff, Max Krasnoff, J. Cohen, all of New York city.

The Coal Exchange, an organization of Philadelphia, Pa., which succeeded in reforming the short weight methods in that city, recently made a trip through the mining regions of Pennsylvania and were very much pleased with conditions at the mines.

Fred D. Haynes' coal office in Clinton street, Whitesboro, N. Y., was recently burglarized. The thieves entered through a rear window and blew open the safe, but got nothing for their trouble except a couple of insurance policies. The safe was badly wrecked and can not be repaired.

The recent purchase of the Park Coal Co.'s plant at Providence, R. I., by the old established firm of John R. White & Son, will greatly enhance their facilities for increasing their well established trade. The property is well located, having considerable storage capacity and a large wharf tonnage with facilities to handle a good volume of coal.

M. W. Saxman, representing Pennsylvania Railroad interests, closed a coal deal involving 4,000 acres of coal land in the southern portion of Indiana county, Pa. The land is known as the McIntyre tract and lies in Young, Armstrong, Center, Black Lick and Conemaugh townships and includes the property of forty-one farmers. The price paid for the land is said to be \$40 an acre.

Police authorities of Ithaca, N. Y., are on the lookout for a clever swindler who has been operating among the coal dealers of Williamsport, N. Y., the past few days. It is claimed he has swindled several firms by entering a coal office and asking to have a ton of coal delivered to a certain number and tendering a check for several times the amount of the purchase, receiving the change and disappearing. Upon investigation it was found that the checks were worthless. Several firms paid the difference between the price of a ton of coal and \$17.00.

With the death of Captain Herbert Augustus Dean, purchasing agent of the Staples Coal Co., at Taunton, Mass., on Sunday, September twenty-fifth, from an attack of diabetes, the company and coal trade have lost another strong man, whose efforts had always been of great service and highly appreciated. He was born in 1841 at Berkley, Mass., and was the son of Deacon Thomas C. Dean and Sally Fox Dean. His early training was obtained at the Middleboro Academy, from which he was graduated in 1854, after which he spent several years on the farm before going to sea, where he obtained his title. His entrance into the coal trade was as a member of the firm of Staples & Phillips, afterward the Staples Coal Co., with which organization he was since its inception, fifteen years ago, to the time of his death. He was an able business man, interested in many affairs, aside from the coal business in Massachusetts and was greatly beloved by everybody. Captain Dean was a member of the Ionic Lodge, A. F. & A. M.; the Winthrop and Columbia clubs, of Taunton and Fall River and the Quequechan club of Fall River. He was also president of the Bristol Agricultural society. Captain Dean makes the fourth of the active members of the Staples Coal Co. to pass away within a period of less than two years, President Stickney, Lewis Williams and Herbert Staples being the other three. Funeral services were held from his late residence at Berkley, Mass., on Thursday, September twenty-ninth.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The D. P. McGovern Co. was recently organized at Elizabeth, N. J., with an authorized capital of \$15,000, to deal in coal and other commodities. The incorporators are: Daniel P. McGovern, B. J. Higgins, Elizabeth, N. J.

The Imperial Coal & Oil Company was recently incorporated at Washington, D. C., with an authorized capital of \$3,000,000. The incorporators are: G. H. Corey, Eugene Schooley, J. L. Cohencious, Virgil Comfort and C. B. Hall.

The Atlantic Coal Mining Co. was recently incorporated at New York, N. Y., with an authorized capital of \$50,000. The incorporators are: Samuel W. Kerr, Philadelphia, Pa.; Edward M. Keating, Bristol, Pa.; Albert G. Lamars, Philadelphia, Pa.

General Eastern Coal and Coke Notes.

The Natalie Coal Co., Pittsburg, Pa., was recently sold by the receiver to E. L. Mattern, for \$480,000.

A new breaker is being built at Andenried, Pa., to take the place of the one destroyed by fire last spring. It is being built by the Lehigh & Wilkes-barre Coal Co.

The breaker at the Scott shaft, near Mt. Carmel, Pa., is rapidly nearing completion. A solid concrete fan house is also in process of erection and will be finished soon.

The Somerset Coal Co. recently suffered a loss at its mine at Wilmot, Pa., by a fire which destroyed the wheel house and cables of that plant. The loss is about \$1,000.

Extensive improvements are under way at the Shoemaker mine near Johnstown, Pa., which, when completed, will considerably increase the output of this operation.

Operations will be resumed at the Trotter plant of the H. C. Frick Coke Co. in the Connellsville district within a short time and employment will be given to 500 men.

Several leading coal companies in the Pennsylvania district are preparing to enlarge their own car supply and will have individual cars built to meet their requirements.

The Scranton Coal Co., Scranton, Pa., will resume work at its colliery at Mt. Pleasant, Pa., after an idleness of several weeks, during which time much needed repairs were made.

The Colonial Coal & Coke Co., with mines located near Ligonier, Pa., will begin shipping coal in a short time, as the new railroad out to the mines is nearly ready for traffic.

The Fairmont Coal Co., Fairmont, W. Va., is shipping an enormous

amount of coal from its mines in that vicinity, the number of cars having amounted to 713 in a single week recently.

A breaker will shortly be erected on the coal tract now being developed by the Messrs. Phillips, near Pottsville, Pa. It is said that coal has been discovered on this tract in paying quantities.

The Gaylord Coal Co., Wheeling, W. Va., which owns and operates a mine at Gaylord, near Martins Ferry, W. Va., will shortly open another large mine in the vicinity of the one it now operates.

The Crystal Run Coal Co., Pottsville, Pa., is preparing to drive a tunnel from the Buck Mountain to the Seven Foot vein and will also erect a rock gangway at its colliery near Frackville, Pa.

The big trotter works of the H. C. Frick Coke Co., Connellsville, Pa., will shortly be ready for operation, and the 464 ovens, which have been idle for some months, will be refired and work resumed.

The Finn Coal Co.'s breaker on Belmont street, Scranton, Pa., is completed and work will shortly be resumed at this plant. This breaker was built to replace the one destroyed by fire last winter.

The Cumberland Basin Coal Co. and the Georges Creek Bald Knob Coal Co., of Mount Savage, Md., and Wellersburg, Pa., are shortly to be consolidated. Both companies are controlled by Baltimore capitalists.

Smith & Meyers, Shenandoah, Pa., have begun the erection of a washery for the purpose of preparing the Turkey Run coal banks for the market. Other banks in that vicinity are to be utilized in the same way.

The United States Steel Corporation will soon reopen its mines at Slippery Rock, near Sharon, Pa., after having been closed down since last January at which the miners struck on account of a reduction in wages.

Frank R. Lyon, who was for the past two years connected with the Somerset Coal Co., at Meyersdale, Pa., has gone to Frostburg, Md., where he will be made assistant general superintendent of the Consolidation Coal Co.

L. Edward Horn & Co., Phillipsburg, Pa., recently purchased the entire coal holdings of J. F. Scott a short distance from Phillipsburg, embracing 766 acres. This is a very valuable property and the coal will all be shipped over the New York Central road.

Dr. S. L. McCullough, of Carnegie, Pa., recently purchased the coal land belonging to the defunct State Bank of Pittsburg, for which the sum of \$135,000 was paid for the 16,000 acres. This tract lies along the Wabash railroad in Washington county, Pa.

Samuel N. Stettler, a former coal operator of Scranton, Pa., passed away recently, death resulting from a stroke of paralysis. Mr. Stettler amassed a fortune in the coal business and disposed of his interests to the Delaware, Lackawanna & Western Co.

The McIntire coal field, consisting of 3,879 acres in Young, Armstrong, Center, Blacklick and Conemaugh townships, near Indiana, Pa., was recently

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sold to M. W. Saxman, of Latrobe, Pa., at \$40 an acre. The Pennsylvania Railroad Company is said to be the real purchaser.

The Pittsburg-Buffalo Coal Co. has purchased a freight locomotive, which is being used to ship cars at the Hazel mine at Cannonsburg, Pa. The company owns railroad cars and with the extra engine is now able to load 100 cars a day at this mine, and it is said will increase its motive power.

In order to complete the plans for the establishment of a gigantic freight terminal in connection with their New York improvements for the handling of all classes of freight, the Pennsylvania railroad has purchased another large tract of water front at Bay Ridge, L. I. It extends from Sixty-third to Sixty-fifth street, from Second avenue to water front. It is proposed to put down eighteen tracks for the handling of freight to and from New England, as well as from Long Island. The railroad will abandon the use of lighters when the terminal is completed and carry the cars to and from their Jersey terminals on its own floats. Long Island freights will be sent by way of east New York and that intended for New England points will be delivered at Port Morris to the New York, New Haven & Hartford road.

The new ordinance for the suppression of the bituminous coal smoke nuisance, which has recently been enacted at Philadelphia, went into effect on October first. The chief of the bureau of boiler inspectors has detailed two boiler inspectors to begin smoke inspection duty. They are provided with brass test tubes resembling a "spy glass," having a peephole in one end while the other is half covered with smoked glass. When smoke is found of darker shade than permitted by law the party so violating will be notified to abate the nuisance. It also establishes certain nice distinctions according to a color scale and permits the emission of smoke under certain conditions which do not apply to other conditions. It also declares in section six that "the provisions of this ordinance shall not apply as to color of smoke between the hours of 4 a. m. and 7 a. m." What scale does apply between those hours we are not told. It is doubtful if an ordinance so complicated in establishing a basis upon "one thickness of gray glass of sufficient capacity to cut off sixty per cent of the light from a flame having a lighting power of sixteen candles" and get No. 1 grade from two thicknesses of such glass and No. 2 from thicknesses, will accomplish the results desired, and it seems as if the more intelligent way to make unlawful the evolution of smoke would be by the simpler method to enact and enforce with ordinary human intelligence an ordinance to make unlawful to create or maintain a smoke nuisance and in case of violation to become liable to a fine in such amount as the enacting body may deem sufficiently deterrent.

Southern Coal and Coke Notes.

New Southern Enterprises.

The Blount Mountain Coal Co. has been incorporated at Birmingham, Ala., with an authorized capital of \$50,000. The incorporators are: F. W. Hopkins, M. O. Hopkins, E. M. Spence, T. F. Wood, of Birmingham, and A. E. Partie, of Swansea, Ala.

The South & West Coal & Coke Co. was recently organized at Big Stone Gap, Va., capital \$5,000 to \$25,000. The incorporators of the new company are: R. B. Allover, president; B. A. Ayers, vice-president; W. H. Hyton, secretary and treasurer.

The Black Jack Oil, Gas & Coal Co., Oklahoma City, O. T., has recently been incorporated with an authorized capitalization of \$100,000. The incorporators of the new company are: William W. Mead and John S. Walther, Cleveland, Ohio; William H. Steadman, W. E. Phelps and W. M. Phelps, Choctaw City, O. T.

The Benton County Development Co., Bentonville, Ark., was recently incorporated at that point for the purpose of developing coal, zinc, lead and other minerals. The officers of the new company are: James W. Perrin, president; T. M. Wyatt, vice-president; J. T. Jackson, secretary; J. D. Covey, treasurer.

The Stafford Coal & Mining Co. has been incorporated at Piedmont, W. Va., with an authorized capital of \$25,000. The incorporators of the new company are: F. A. Husted, Cumberland, Md.; J. O. Hofford, G. T. Stafford, of Baltimore; R. L. Somerville, of Underwood, W. Va., and N. Allen Stockton, of Philadelphia, Pa.

The Barge Line Coal & Coke Co. has been organized at Birmingham, Ala., for the purpose of operating coal mines, selling coal and constructing barges and other vessels for the transportation of coal. The incorporators of the new company are: J. W. Miller, Green Pond, Tuscaloosa county; F. G. Moore, Ensley; J. W. and E. Vanderhuerk, Vance; T. H. Moore, of Tidewater.

General Southern Coal and Coke Notes.

Rush Hickman, of Ensley, Ala., has purchased a coal yard location at Twenty-eighth street, in that city, and will embark in the retail business.

The Empire State Coal, Oil & Iron Co., Houston, Tex., has passed into the hands of a receiver. The capital stock of this company was placed at \$5,000,000.

Operators at Little Rock, Ark., advanced the price of bituminous coal recently twenty-five cents per ton and other advances will be made later, it is stated.

The Louisville & Nashville railroad has made arrangements for the construction of 1,000 new coal cars, which will be built at the shops of the company.

The Great Western Coal & Coke Co. recently purchased a tract of land

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Luhrig Coal Washing
Plant operated in con-
nection with mine.

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near the Choctaw railway track, upon which a four-story wholesale house will shortly be built.

Coal is being shipped from the White county mines, near Sparta, Tenn., although regular runs are not yet being made on the extension of the N. C. & St. L. railway.

The Merrimac Coal Co., Corona, Ala., is making extensive improvements at its Corona mines, having completed arrangements for the construction of switch tracks, etc.

N. C. Chapman and other capitalists of St. Louis, Mo., have leased the mines of the Tennessee Lumber & Coal Co. at Ozone, Tenn., for a period of ten years.

The Empire State Oil, Coal & Iron Co., Houston, Tex., recently filed a petition in bankruptcy. George D. Neal, of Navasota, is president, and Ennis Cargill, of Houston, local agent.

It is stated that extensive coal deposits have been discovered in Cullman county, Ala., which will be developed at an early date, and which, it is said, will greatly increase the county's prosperity.

The coal shed which was begun some little time ago on the Milwaukee right of way, Northfield, Minn., by Reilly & Lathrop, was recently finished and is a great improvement to the warehouse district.

Work at the different mines in Alabama in the vicinity of Bessemer, is being resumed and all are reported to be in normal condition, and it is also stated that the output from these mines is about what it was before the strike.

The Birmingham Railway, Light & Power Co., Birmingham, Ala., will shortly place a spur track into the coal yard of A. H. Handy, of that city, for the purpose of delivering coal received from both the Louisville & Nashville and Southern railroads.

The Phoenix Coal Co., just south of Clarksburg, W. Va., has passed into the hands of the Douglass-Rouch Co., of which E. P. Douglass, of Pittsburgh, is president. The other officers of the company are: Vice-president, D. H. Lyon; secretary, John S. Boswell, Baltimore, Md., and treasurer, John S. Rouch, Somerset, Pa.

The Benton County Development Co., Bentonville, Ark., was recently incorporated at that point with an authorized capitalization of \$1,000,000, of which \$1,000 has been paid in. The officers and directors are as follows:

James W. Perrin, president; T. M. Wyatt, vice-president; J. T. Jackson, secretary; J. D. Covey, treasurer; W. D. Mauck and Fred A. Tucker.

Plans have been completed for the erection of two coaling stations at the Lake Borgne canal, New Orleans, La., one on the lower side by Pittsburgh capitalists and the other lining the river bank on the city side of the waterway. Both investments will cost something like \$400,000. It is said that contracts will be entered into with the United States government for the coaling of warships at this point.

The shaft of the Reading Coal & Iron Co., near Pottsville, Pa., has been completed and it is said will be the largest producer in the lower anthracite region. This company has also started work on two 1,100-foot shafts at Phoenix Park. This colliery is named in honor of John Veith, general managing superintendent for the Reading Co.

If a settlement of the Kentucky-Tennessee coal strike is not effected soon, the probabilities are that the price of coal at Chattanooga will be materially advanced owing to the scarcity of coal. Dealers there say that there is only about 5,000 tons in stock, which will be consumed in a short time.

The Bon Air Coal & Iron Co., of Sparta, Tenn., will convert the output of its Eastland, Tenn., mine into coke, over a hundred ovens being in process of construction.

The Kentucky Development Co. was recently organized at Owensboro, Ky., for the purpose of developing the resources of that state. The incorporators of the new company are: Edward W. Smith, James H. Parrish, B. H. Pointdexter, D. Steward Miller, A. L. Parrish, William F. Keates, W. Q. Adams, J. T. Griffith, H. K. Cole and H. C. Powers. The capitalization of the company is \$50,000, divided into five thousand shares of the par value of \$10 each.



Literary Notes.

In *Review of Reviews* for October, Baron Kentaro Kaneko gives the first complete and authoritative answer to the oft-repeated inquiry, "Are the Japanese Able to Finance a Long War?" Within the compass of a six-page article the baron makes a masterly presentation of Japan's actual and potential resources, and one that will go far to convince financiers and diplomats the world over of the essential soundness and prospective strength of Japanese finance. The same magazine has a realistic description by Dr. E. J. Dillon of "Russian Poverty and Business Distress as Intensified by the War." This paper was written in St. Petersburg in August, and represents the factual situation in the interior of Russia. It is interesting to note, in this connection that Dr. Dillon is not permitted to see his articles in print, their circulation in Russia being prohibited by the czar's government.

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215 Dearborn St., Chicago, Ill.

THE BLACK DIAMOND

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General Review of the Markets.

All that is necessary to place the coal trade of the country on a most active basis is seasonable weather. Thus far the fall has been mild and prevailing temperatures have been higher than under normal conditions, especially during the present month. Whenever there has been chilly weather, however, the market has been quick to respond with a fair volume of orders, showing that business was largely on a hand-to-mouth basis. While these conditions have been somewhat discouraging as long as they continued, nevertheless they presage a better market throughout the winter and sustain the statement frequently made in this column that there is not enough coal in retail storage or in household bins to meet all the requirements. In fact, they sustain a more radical opinion still, that the amount of coal bought during the summer and fall has been less in proportion to that which actually will be required this winter than in quite a number of years. Coal buyers, whether large consumers such as factories and railroads, or merely householders requiring a few tons of coal, have been extremely negligent this year in taking in their supplies. In the east it is reported that a very large proportion of the anthracite trade has not yet taken in any coal, while in the west it is probable that not over twenty to twenty-five per cent of the large bituminous consumers have accumulated any supply in advance of their requirements. This is one of the most direct consequences of the industrial depression which has existed throughout the year up to the present time, and it has been particularly influential in the coal trade, owing to by-gone conditions. Prices were unusually low during mid-summer, with the consequence which always follows a declining market: Buyers waited for them to go still lower.

There is every indication of a most active winter trade in coal in the present situation. During the week, although the weather in all parts of the United States has been unusually mild, coal dealers and shippers have noted an increasing demand for fuel, which shows plainly that even though it is at a rather late day coal consumers at last have taken the alarm and are beginning to take in stocks for future needs. Every week throughout the remainder of the year will doubtless see an increasing volume of business and it would not be surprising if there was some difficulty in some quarters when the weather becomes severe in securing sufficient quantities of coal to meet all requirements.

This statement is predicated upon the present transportation situation, which is far from being assuring to those who closely watch such matters. During the past week transportation conditions have grown rapidly worse out of practically every large mining field in the country. This tendency, coming at a time when physical impediments to the quick movement of trains are not a factor, shows a fact which has been pointed out in this column several times during the past few months, namely: Owing to the depression in business the efficiency of rail transportation has been impaired during the summer and fall. Railroads with lessened traffic, but with orders from the capitalists principally interested to keep up earnings at any cost, have stopped improvements of all kinds and have not made the repairs to their motive power and cars which were demanded by the constant service. Now that it is realized the volume of business the coming winter will be as heavy, if not heavier, than it was a year ago, it is too late to bring rail lines to the point of efficiency which the traffic in its volume and extent will require. There will continue to be a shortage of cars at many points, motive power will give out when too great a strain is placed upon it and when loaded too heavily, while terminals and main line trackage facilities on leading trunk lines will prove insufficient.

Car Situation at Present a Source of Worry.

The car situation in both the east and the west is a source of some worry on the part of the coal trade. In the east a shortage of cars is reported in the movement of coal to tide and the movement of coal from mines is not as prompt as it was owing to this cause. A week ago the shortage of cars was felt on some of the lesser roads, but since that time it is reported it has extended to the Pennsyl-

vania system and some of its allied lines. Other traffic is showing a large increase and this is doubtless the cause of the trouble, but nevertheless that does not help the situation from the standpoint of coal. On the Norfolk & Western, out of the Pocahontas region, western shipments have been nearly at a standstill during the week owing to a heavy congestion of traffic and the tying up of loaded cars at the mines. Both the Fairmont and Pittsburg districts are complaining seriously of a shortage of cars for lake shipments, and with the tonnage which has moved up the lakes thus far during the season, considerably less than it was a year ago, this is a serious feature. Some of the mines in both these fields are working on only part time at a period of the year when their entire production could be moved to good advantage. Out of the Kanawha and New River districts on the Chesapeake & Ohio railroad the situation is reported as slightly improved so far as car supply is concerned, but the number of available cars is not yet sufficient to take care of the available production, and many of the New River operators report they are unable to fill their orders, due to this cause.

In Ohio the congestion of fine coal has been relieved to a slight extent, but shipments are still delayed in some instances, especially in the matter of supplying box car equipment.

Most Critical Transportation Situation to be in Northwest.

One of the north and south lines in Indiana has resorted to embargoes throughout the week to relieve the congestion and most of the mines in that state have worked on only part time. Another north and south line in the west reports an accumulation of fine coal at Chicago which is likely to interfere with transportation later on unless prompt relief is provided. At the head of the lakes there is an increasing shortage of cars, which is a serious annoyance in loading to meet current orders. This condition will probably grow in seriousness until the close of lake navigation.

In the anthracite trade both the east and the west report a more active demand from shipping agents this week. The line trade in the east is taking the larger proportion of the coal, but there is also a good movement coastwise to shoalwater ports, in order to accumulate a supply before ice makes. Production at the collieries is again up to normal and there is disposition for all the fresh mined coal. Steam sizes of anthracite which are always a source of worry during the early part of the fall are in much better shape, and in one or two instances operating companies are apprehensive there may be a shortage before the close of the winter.

In the western movement of anthracite the tonnage going to dock points, lake and rail, is not yet up to the volume it should be for this season of the year. Movement out of Buffalo last week for all lake ports was less than 100,000 tons. There are only about six weeks more of navigation and at this rate the totals for the year must be considerably less than they were in 1903. In all probability an effort will be made the latter part of the season to forward a larger tonnage, but much will depend upon the condition of the docks and their ability to move coal that is already stored.

Bituminous markets in all parts of the country are showing improvement on the better grades of domestic and steam coal. Fine coals still show an accumulation in the west and are on a very weak basis as to price, due to the over-supply. They constitute the worst feature of the situation, but it is to be hoped that with the advancement of the season there will be a gradual improvement. The shortage of cars at the various points enumerated above is proving a restriction on production on nearly all descriptions of bituminous coal, but is felt most keenly on the domestic grades, which are in active request at this season of the year on orders calling for prompt shipment. Coastwise freights on bituminous coals moving to tidewater are badly demoralized, as they were last week, and the continuance of this demoralization is looked upon with some apprehension, as it is likely to retire some vessels now in service, making them unavailable when they are needed in the rush which always comes toward the latter part of the fall.

Reports from Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,

CHICAGO, Oct. 21.

Mild weather in the west during the week with the prospect of several weeks of Indian summer ahead has had a quieting influence on the coal trade in nearly all its branches. Orders have come in by fits and starts and a good day's business has been followed by one when there was little business doing. The railroad situation came to the front during the week with reference to bituminous coals, sustaining the opinion quite frequently expressed in this column that it would be difficult during the winter to get coal when it was wanted. The situation on several of the leading bituminous coal roads is sufficiently bad to seriously interfere with the production and to cause a large amount of uneasiness among producers of coal.

The Norfolk & Western railroad out of the smokeless region of West Virginia is said to be in very bad shape. There was a serious congestion on Monday of this week on the main line, amounting approximately to 1,700 or 1,800 cars at the mines. As the average daily shipments which can be handled to the west will not run over 450 or 500 cars normally, this means that many of the mines have already been tied up for lack of cars, and that the conditions are rapidly becoming acute. In all probability they will continue for several weeks under the most favorable operating conditions, but should there be frost and snow as may be expected at this season of the year before relief is obtained, it is difficult to tell when relief would be furnished. Coming at a time when there is a fairly wide demand for western shipment of smokeless coals this is causing no little hardship.

Car Shortage Is Interfering with Lake Movement.

In other eastern fields there are also complaints of a car shortage in the Fairmont, Pittsburg and New River districts, which is causing more or less annoyance. In the former two fields it is interfering with the lake movement, and for that reason may be a source of hardship before the winter is over. The total movement of bituminous coal through the Sault Ste. Marie canal this year is about 1,400,000 tons less than for the same period in 1903, or thirty per cent smaller. In all probability all dock points are short of coal in about the same proportion. Any pronounced shortage of cars which would interfere with moving coal up the great lakes the remainder of the season would probably reduce the total as compared with last year still more. The consumption in the northwest during the winter will depend upon the weather and business conditions. If there is a cold winter it is more than probable northwestern docks would be bare of supplies before spring opened, so that the present car shortage is far-reaching in its effects. The shortage of cars in the New River field is not quite as pronounced this week as it was last, but at the same time it is preventing producers from filling all their western orders, and is occasionally interfering with the operation of the mines.

In the Mississippi valley there has been a general embargo on one of the leading bituminous coal roads for four days this week, during which scarcely a mine in Indiana has operated. Most of the operators on this line of road have booked orders which they are anxious to fill and under the circumstances the situation is causing them serious loss. It is said it originated in an over-plus of screenings brought to Chicago without final disposition. If this is the case then the railroads are to blame and steps should be taken to bring them to a realizing sense of it as early as possible.

Screenings Said to be Again Increasing at Chicago.

The over-plus of screenings on another north and south line entering Chicago is also creating some apprehension, and unless steps are taken very promptly to prevent it there may be a repetition of the congestion experienced several weeks ago. The situation in fine coals in the Chicago market is the one that is causing all the trouble and until there is a wider consumption of this class of fuel there can be no permanent improvement.

In the extreme northwest, owing to the increasing movement of grain and merchandise, the car supply is also growing worse. This is especially true of the dock points like Duluth and Superior, at which it is reported there is a good run of orders for current deliveries, but delays are being experienced which are causing more or less trouble. Until the middle of December there will be a short car supply in that territory, and it is believed in many quarters that the present trouble is only the commencement of a bad situation later on. Grain movement will doubtless be heavy before the close of navigation and if the iron and steel industry continues to revive that will utilize many cars for transporting ore which otherwise could be employed in the coal service. On western lines out of Chicago there is little complaint of shortage of cars, but it is to be expected that this will commence within a short time. Usually throughout November and part of December Chicago shippers of coal have much difficulty in securing the prompt dispatch of coal westward, and this season seems to be no exception.

Statistical Position of Anthracite in the West.

The statistical position of anthracite in the west is a matter of some moment, and should result in dealers who have not already taken in stocks doing so before it is too late. Movement through the Sault Ste. Marie canal up to October first was 250,000 tons less than for the same period in 1903, or approximately twenty-five per cent. Total all-rail and lake movement to Chicago has been 440,000 tons less than a year ago, or about thirty per cent smaller. In all probability most other western points will show a similar reduction in tonnage, which indicates that the west has received from twenty to twenty-five per cent less anthracite than it did in 1903. While none of the shipping agents believes there will be any suffering as a consequence of the smaller tonnage moved westward this year thus far, there is every reason to believe that much difficulty will be experienced in getting shipments forward with prompt dispatch after cold weather com-

mences and the railroads are obliged to contend against the usual obstacles to quick movement of freight.

Chicago shipping agents report that demand has increased slightly during the week for anthracite, although the weather has been mild. Householders have reached a point where they realize that they must begin to burn coal shortly, and if they are unable to take in their winter's supply, nevertheless they are taking in a few tons to meet any emergency that may arise. This is more especially true in the country districts than in the larger cities, where wagon transportation is not so likely to be impeded by winter conditions. Chicago householders have dropped off somewhat in their demands during the week, but there are many consumers in the larger cities, who have not yet taken in their coal, and with the first cold weather there will doubtless be a rush of orders here and elsewhere.

The outlook is for an active business as soon as the season properly opens, but at present household fires are not a necessity and only consumers who are obliged to do so by reason of conditions that may interfere with their getting in coal later, are now giving much attention to the matter.

Shortage of Smokeless Coals in the West.

In bituminous coals the transportation situation, as outlined above, is the one of greatest importance. On the smokeless situation it is having a considerable influence at Chicago and elsewhere. Standard Pocahontas and New River coals are not arriving in sufficient quantities to meet the requirements of the trade, and the larger shipping companies are reported to have quite a number of unfilled orders for these coals, which they can not supply with coal, owing to the inability of railroads to get it forward. This applies to run of mine as well as to lump and egg. There is talk in some quarters, owing to this condition, of advancing prices November first, and it is possible the market would stand an advance of five or ten cents a ton on run of mine. Such an advance ought to come in order that those who bought coal in the summer would have a differential in their favor in the matter of profit as against dealers who do not buy until they are absolutely obliged to take coal in to meet the requirements of their customers. Lump and egg smokeless are still held on the basis of \$2.00 f. o. b. the mine for both New River and Pocahontas and rule very firm. More of this coal is being made owing to a resumption at the coke ovens, but the supply continues inadequate to meet the demand. All new business taken is practically on this basis, but there is still some old business on the books of most of the shipping companies at a lower range of prices.

Splint coal continues to be in active request and most of the western shipments are under call on orders taken before they reach this market. Prices hold to a steady basis at the previous range and there seems to be no likelihood of any further advance. They show a range of \$3.20 f. o. b. Chicago, or \$1.30 mine for Kanawha lump in open cars and ten cents additional for lump loaded in box cars. Other grades of lump are quoted at intermediate figures up to \$1.60@1.65 f. o. b. the mines for Winfrede lump.

Complaints are made of a short supply of cars in the Fairmont region and shipments are kept within restricted limits. Prices hold to about the same basis as formerly, namely eighty cents f. o. b. the mine for mine run, or \$2.70 f. o. b. Chicago and 90c@1.00 for three-quarter coal, or \$2.80@2.90 f. o. b. Chicago. Three and four inch domestic Fairmont lump are held \$1.40@1.50 f. o. b. the mine, or \$3.30@3.40 f. o. b. Chicago. Demand for this coal east of Chicago is fairly active.

Out of the Pittsburg district there is also a shortage of cars which is interfering with western all-rail shipments and creating a slightly firmer tone to the market. Youghiogheny three-quarter is quoted on the basis of \$1.00@1.10 f. o. b. the mine, or \$2.90@3.00 f. o. b. Chicago. Domestic lump coal from western Pennsylvania is quoted on the basis of \$1.40@1.50 f. o. b. the mine, or \$3.30@3.40 f. o. b. Chicago.

The Price Situation in Ohio Coals.

In Ohio coals there is some discussion as to the probability of an advance in Hocking November first, with sentiment seemingly opposed to the probability of any change in price. Owing to the competition in all-rail territory where this coal is sold, it is claimed Hocking operators are inclined to be satisfied with present prices, namely \$1.35 f. o. b. the mine, or \$3.00 f. o. b. Chicago. No. 8 Pittsburg is somewhat firmer, owing to the shortage of cars and is held at \$1.00 f. o. b. the mine for three-quarter, or \$2.65 f. o. b. Chicago. Jackson Hill coal holds steady at \$2.25 f. o. b. the mine in open cars and \$2.35 in box cars, or \$3.90@4.00 f. o. b. Chicago. Sedalia lump holds steady on the basis of \$2.25 f. o. b. the mines, or \$3.90 f. o. b. Chicago. Sedalia nut holds to a basis of \$1.75 f. o. b. the mines. Wellston is sold on the basis of \$2.00 f. o. b. the mines for standard lump. Four inch Hocking sold in Chicago territory is quoted at \$3.00@3.25 f. o. b. Chicago.

Western Domestic Coals are Apparently Firmer.

In western coals domestic grades of lump seem to be slightly firmer if anything than last week, owing to the difficulties of transportation and due to the fact that some of the producing companies have been obliged to close down owing to embargoes and have not been able to take care of orders in hand. Washed coals, including No. 2 nut are very firm and the market is well sustained. Carterville holds to the circular basis of \$1.75 f. o. b. the mine for lump and \$1.65 for egg in the movement to the country. Chicago prices are still under these figures. Brazil block is held at \$2.25 f. o. b. the mines for lump, or \$3.05 f. o. b. Chicago. Semiblock is quoted at \$1.80@2.00 f. o. b. the mine, or \$2.60@2.80 f. o. b. Chicago. Linton coal with good preparation in the domestic sizes is held at \$1.40@1.60 f. o. b. the mine, or \$2.20@2.40 f. o. b. Chicago. The better grades of Sullivan county No. 6 vein are on the same basis. Northern Illinois coals are unchanged, but hold steady. Springfield coal holds at \$1.30@1.40 for domestic

lump or \$2.05@2.15 on the Chicago f. o. b. basis. Lincoln coal is held at \$1.50@1.60 f. o. b. the mines, or \$2.25@2.35 f. o. b. Chicago. Du Quoin lump is held on the basis of \$2.10@2.20 f. o. b. Chicago.

In run of mine coals from the principal Illinois and Indiana districts the range of prices is about the same as last week on the basis of \$1.50@1.70 f. o. b. Chicago, according to quality. Steam coals with an inch and a quarter preparation rule at \$1.70@2.00 f. o. b. Chicago, according to quality and preparation. In the fine coal list the market holds to the same irregular basis as last week, with prices too indefinite to quote. It is reported the surplus in Chicago is increasing and if this is true the conditions will grow worse instead of better. Prices range, on freshly mined coal, from ten to fifteen cents on inch and a quarter screenings f. o. b. the mine, up to thirty-five and forty cents for three inch screenings.

In the coke trade there is a steady run of small orders in the west from foundries for the purpose of meeting current demand. This business in the aggregate is not large, but it is sufficient to keep the market on a steady basis. Seventy-two hour Connellsville coke rules at \$1.90@2.00 f. o. b. the mine, or \$6.55@6.65 f. o. b. Chicago. Southern foundry coke rules at \$4.15@4.25 f. o. b. Chicago. Gashouse coke holds firm at \$4.00 f. o. b. Chicago. Demand is reported as increasing.



The West Virginia Mining Field.

WHEELING, W. Va., Oct. 20.—(*Special Correspondence*).—The supply of cars is very unsatisfactory in both West Virginia and eastern Ohio this week. Mines are running half time where the supply is unsteady and running full time where the supply is ample. The cause for this shortage is ascribed to heavy freight shipments in other lines of trade, but it seems to be due to the improvement in business in western Pennsylvania and other sections. There are also more mines working in the West Virginia field than there were a month or so ago, and they help draw on the railroads for more cars. The resumption of coke ovens in the Connellsville regions has incidentally acted to the disadvantage of West Virginia coke plants in need of transportation.

Lake points continue to draw a large percentage of the shipments. The Fairmont Co.'s movement is very encouraging and promises to be an item of encouragement this winter. Shipments to tidewater are fair and shipments to the west promise to be strong until early in the winter.

At Fairmont the failure to receive as many cars as desired is causing rather sharp comment. This company uses a large number every day if they are available and the officials believe they are entitled to all the cars they need, but the condition is general and the railroad can not be blamed, since the drain on the car supply is stronger now in other sections than it has been since early spring.

All Territory is Suffering From Shortage of Cars.

Half time or possibly a little better is the rule in the adjacent Ohio mines and again is heard the complaint that full time would be made if cars were available. For two days within the past week the mines along the Wheeling & Lake Erie were idle because there was not an empty on hand. When cars put in an appearance the mines were worked until they were filled and another stop ensued until more cars arrived.

The M. A. Hanna Coal Co.'s mines at Adena and Long Run resumed a few days ago after being idle since July. They were waiting on orders and now seem to have a fair supply, but the mines are not working full time yet. Others that are doing equally well are those of the United States Coal Co., and the mines at Portland and Warren owned by Lewis Bros.

Full time is being made by the three mines of the Lorain Coal & Dock Co., employing 2,500 men, the two Troll mines, employing 600, and the two mines of the Youghiogheny & Ohio, employing 500.

Much New Development Work Is Being Done.

The Cleveland & Pittsburgh railroad has let the contract for a switch to the new mines to be opened by the Youghiogheny & Ohio Coal Co. These operations will be opened in a tract of 11,000 acres.

The Gaylord mine, just north of Martin's Ferry, has contracts that will keep it running steady for a year. Its coal is going to the lakes and its other contracts are for steel mills and furnaces.

New developments are in course of construction in West Virginia on the Norfolk & Western railroad, Guyandotte and Elk rivers and in Boone county. When completed they will employ several thousand men. Trade conditions seem to indicate that there are enough mines now to meet the demand and that a curtailment of production is necessary to force better prices, but the lands which are to be developed were sold during the boom and the investors must develop them to get returns.



Kansas City and the Missouri River Trade.

KANSAS CITY, Mo., Oct. 20.—(*Special Correspondence*).—Kansas City coal dealers and southwestern operators are still waiting for a drop in the temperature to inject some life into the dormant fuel market. The demand for steam coal was slightly improved this week, due, it is said, to the confidence of southern and western industries in the outcome of the election, and the assurance that the business balance of the country will not be disturbed. Usually, just prior to a national election, manufacturers are timid about acquiring large stocks of raw material, lest a change in the tariff should make their investment unprofitable, but this time they are ignoring that possibility and proceeding in the west as if the election were over. And the coal market is helped thereby, and it is an aid that is welcomed in this almost unprecedented season of dull trade.

Summer weather continues in the Missouri valley with the temperature in the eighties day after day. Hardly a home in Kansas City feels that a fire in the morning or evening is necessary and there are more empty coal

bins than previously at this season in many years. These bins will have to be filled later on, and so dealers are preparing for a tremendous rush of orders when the inevitable cold weather creates a demand from the householders for coal. Some are taking advantage of the summer prices which still prevail and are putting in their coal now, but the majority are waiting until they are compelled to buy. They will pay more for their coal then and may have to wait several days to have their orders filled. The day of the coal dealer is coming and it may be here within a week. It is proposed to advance bituminous and semi-anthracite coal twenty-five cents to \$1.00 a ton on November first, as should have been done on October first, but which the warm weather prevented.

Demand for Eastern Anthracite Has Been Dull.

There is very little demand for Pennsylvania anthracite—less even than last year, when the business was light—and the indications are that this year more than ever, Arkansas anthracite and semi-anthracite will take the place of the eastern coal which costs \$10.50 a ton retail in this market. Arkansas semi-anthracite is \$2.50 a ton retail and consumers say that at that price it is more economical than the Pennsylvania variety. It is used extensively for steam and domestic purposes. South McAlester, I. T., coal was advanced fifty cents a ton last week, but the raise had no effect on the Kansas City market. Most of this coal goes south and west.

In drilling for oil at Statesburg, Mo., this week, a development company struck a five-foot vein of bituminous coal at a depth of 234 feet. The oil company will probably now become a coal mining company.

The residents of Chelsea, near Muskogee, I. T., are raising a bonus to induce a company to develop the coal properties near that town.

The miners of District No. 14, with headquarters at Pittsburg, Kan., are preparing to open cooperative stores there and in other towns in the district. The miners voted recently in favor of starting the stores.

The strike of the miners of District No. 15 in southern Colorado, which has been on for a year, has practically ended. The miners' commissaries have been closed, the tents taken down and the strikers are looking for work. The union is sending the men to other fields.



The Twin City and Northwest Coal Market.

MINNEAPOLIS, Minn., Oct. 20.—(*Special Correspondence*).—"The coal market now depends entirely on the weather," says H. W. Rendell, representative of the North Western Fuel Co. "A while ago, at the time of the cold snap, there was a little spurt in sales, but the people seem in no hurry to get in their coal, because they know there is no scarcity and the weather is warm."

All Twin City agents report slow business still, slower than last year at this time. Line companies are in the same fix because their customers are not hurrying about taking in fuel. As the country yards are full of coal, the line companies in turn are not buying. They stocked up on the strength of what the crop would be and the elevators and coal yards they would maintain this season. They have received cold comfort, however, from their retail sales to date.

Meanwhile the companies are putting their windows in attractive shape to draw in trade. Minneapolis is famed for its show windows, and even the prosaic coal men are falling into line with the custom. The Pioneer Fuel Co. again comes to the front with the prize winner. In the center of the window is a fiery red sign glowing with the words, "Anthracite—None Better." Scattered through the window space are heaps of chestnut coal formed in the shape of coke ovens, also glowing with red like the firebox of a baseburner. It is very attractive and a work of art.

Since the advent of the Washburn Briquetting Co., the binding of lignite in various forms is becoming a fad in the northwest. The latest corporation is the American Briquetting & Machine Co. Minneapolis, with \$100,000 capital. The incorporators are: George A. Schmidt, F. E. Hobbs, F. J. Geist, E. F. Comstock, Conrad Berhofer and Max Simon.

Coal Discovered in the Vicinity of Minneapolis.

Coal has been found on the farm of Webster Bros. & Kieron near Savage, a few miles southwest of Minneapolis and St. Paul. The firm has offices in the Minnesota Loan and Trust building. Samples were struck thirty feet down by well drillers. They seemed to be from a bed of hard lignite. The vein where pierced was about a foot thick. The fuel burns in a heating stove with satisfactory results.

Health Commissioner Ohage of St. Paul is booming the sale of coke. He has begun a campaign against smoke belching chimneys, starting with the stacks of switch engines.

"The smoke nuisance, so far as locomotives are concerned, could be avoided at a very small expense to the railroad companies," he said recently. "All the companies need to do is to carry a small quantity of coke on each engine and issue an order to engineers and firemen that, when coming into the city and going out, coke shall be used instead of coal. This would do away with the smoke nuisance. I have made the suggestion to several companies, and the matter is now being investigated. I have no doubt but what this plan will be ultimately adopted."



Connellsville and Coke Production.

CONNELLSVILLE, PA., Oct. 20.—The *Courier*, reviewing the coke trade, says: There was a slight decrease in coke tonnage in the Connellsville region last week. The operators say it was due to a smaller demand for coke, merely the fluctuation of the market. The output in shipments was also less than during the previous week. A scarcity of water at some works throughout the district had something to do with this loss in production.

There is not likely to be any material gains in either production or output from the Connellsville region now until after the election in November. With more than 200,000 tons of coke going out of the district each week

times are more than ordinarily prosperous, especially in the year of a presidential election. One or two consumers the past week, it is said, have contracted for standard Connellsville foundry coke for delivery before July first, 1905, at \$1.95. Foundry coke is selling now at \$1.75 and \$1.80.

Detailed Report of the Operation and Output.

The detailed report of the operation and output of the Connellsville region for the week ending on Saturday, October 8, shows a total of 23,330 ovens, of which 18,403 were active and 4,927 were idle. The total estimated production was 218,003 tons, compared with 219,263 tons the previous week. All the changes reported were those by the Hecla Coke Co. At their three plants they blew out seventy-six ovens. There were other plants in the region idle during a portion of the week, owing to water famine. Some of these may be included in the idle list for this week. The slight loss in the estimated tonnage is credited to the short supply of water.

The shipments last week aggregated 10,169 cars. They were distributed to the following points:

To Pittsburgh	3,745 cars
To points west of Pittsburgh	5,039 cars
To points east of Connellsville	1,385 cars

The Pittsburgh shipments just about held their own while there was a considerable drop in those to western points. In fact, all of the loss was to consuming points west of Pittsburgh. There was a gain of about 100 cars in the eastern shipments. The foundries there are doing better than they have been for several weeks.

In the Lower Connellsville region there are 6,083 ovens, of which 5,049 were active and 1,034 were idle. The estimated tonnage was 62,087, compared with 61,178 the week before. This was a small increase in the tonnage of the previous week. In the active ovens there was a gain of about fifty ovens. Cyrilla, of the Rocks Coal & Coke Co., has thirty-five of the fifty ovens in blast after several months' idleness. Twenty additional ovens of the River-view Coal & Coke Co. are also making coke.

Pittsburg Coal and Coke Operations.

PITTSBURG, Pa., Oct. 20.—(*Special Correspondence*).—One of the worst car shortages in the history of the bituminous coal trade in the Pittsburg district held the attention of local operators and shippers for several days last week. About half the mines in this territory were idle, owing to the inability of shippers to secure adequate transportation facilities. The railroads managed to accumulate some cars over Sunday and at present the mines are running on much better time. The railroads are doing all in their power to relieve the situation, but appear unable to cope with conditions. There are many idle mines in this locality, due to the scarcity of gondolas and hoppers. The big railroads entering Pittsburg have promised the shippers improved transportation facilities and hopes are entertained that the change will come soon. The present shortage of cars is not caused by the unprecedented demand for coal, but for the substantial improvements in other branches of trade. This is particularly true of the iron and steel industry. Another reason for the shortage is that the railroads have not been keeping up their equipment. Heavy shipments of manufactured products will compel them to employ additional men. Hundreds of men were suspended by the railroads several months ago, owing to marked depression, but now these are being re-engaged.

Demand for Bituminous Coal in Northwest is Increasing.

The demand for bituminous coal at the northwest ports is evidently on the increase. Lake shippers are sending all the fuel to the ports that is possible under present conditions. Francis L. Robbins, president of the Pittsburg Coal Co., announced today that the coal shipments during the past five months have exceeded anything in the company's history. Notwithstanding this fact, it is not believed that the company's total shipments to the lakes this year will equal the record attained in 1903. Many handicaps were experienced earlier in the season which could hardly be overcome.

From southern towns come reports that the bins are being rapidly emptied. As evidence of the confidence that river shippers have in the southern market it is officially announced that the Fayette City mine of the Monogahela River Consolidated Coal & Coke Co. has resumed operation in full after an extended period of idleness. As yet there are very slight indications of a boat stage presenting itself in the local harbor, but this is apparently not influencing the enthusiasm of local river operators. It is said that within a short time there will be a general resumption of river mines. The trouble being experienced now exists in the fact that there is a scarcity of empty flats, boats and barges. Conservative estimates of the amount of fuel laden in vessels awaiting shipment to the south places it at 30,000,000 bushels. The next shipment is destined to prove the largest in the history of the trade, if present indications count for anything.

Wabash Officials in Pittsburg on Terminal Matter.

President Joseph Ramsey of the Wabash railroad arrived in Pittsburg Tuesday and will remain here until Friday evening. Important action with respect to terminals will probably be taken during his stay in the city. The contract for the new freight house will probably be let and plans will be evolved for the south side branch of the station. Mr. Ramsey would not discuss West Side Belt Line matters, but there is no doubt but what he will devote most of his time to the perfection of plans for the operation of the new terminals. President Ramsey was accompanied by J. W. Patterson, vice-president and chief engineer of the Wabash-Pittsburg Terminal; H. G. Clark, manager of the Western Maryland; Robert Blickensdoerfer, general manager of the Wheeling & Lake Erie; E. B. Pryor, assistant to Mr. Ramsey; E. D. Taylor, secretary to Mr. Ramsey, and several other traffic men.

John H. Jones, president of the Pittsburg-Buffalo Co., the largest independent producers in the Pittsburg district, said that the coal trade was improving steadily. All the mines of the company are operating to their full

capacity, and the indications are they will continue to do so indefinitely. The Canonsburg and Burgettstown mines, two of the most modern properties in the country, are running day and night.

A report gained credence in some circles that the H. C. Frick Coke Co. has blown out several coke ovens in the Connellsville district. Those who profess to be in close touch with the situation claim that the report is unfounded. It is said that the Frick Co. is purchasing coke from outside firms in order to supply the furnaces of the United States Steel Corporation with sufficient fuel. The reports from Connellsville show that the trade is gaining in strength. Several ovens of independent firms resumed during the week.

The St. Louis Coal Market.

ST. LOUIS, Mo., Oct. 20.—(*Special Correspondence*).—It is the same old story here as to coal conditions. The weather is mild and the demand for coal is light, especially for domestic purposes. As heretofore stated, the conditions will not change until the weather becomes more wintry. An abundance of coal is coming in, particularly that of a cheap grade, and it is being sold at a sacrifice in order to get rid of it. The St. Louis Terminal Association is getting all the coal received on this side of the river with little or no delay, much to the delight of coal dealers, who in past years have had to wait for several days at a time before coal could be brought to the west side of the river. This condition is the result of better terminal facilities, now furnished by the Terminal Association. Of course there are delays occasionally on account of the large passenger traffic now being carried, but that does not often happen. Prices of coal at East St. Louis are stationary. Mine run is quoted at \$1.15, shaker screen at \$1.40 and high grade at \$2.00@2.50.

Indian Territory Coal Likely to Invade St. Louis.

From private information received here, there is a likelihood that St. Louis, before many months will be able to get coal from the Indian Territory, over the Guthrie, Fairview & Western railroad. This road was incorporated less than a year ago with a capital of \$5,000,000. The line from Guthrie to Fairview, a distance of 150 miles, has been surveyed, and the actual construction will begin immediately after January first next. The permanent line has been established between Fairview and Kiel, and at Fairview connection is made with the Orient railroad, of which system the Guthrie, Fairview & Western will be a part after it is completed. No bonus was asked to build into Guthrie. The cost of the road's construction will be light, and the grades easy, the highest being 6-10 per cent, save in one place, where it is 8-10 per cent. The purpose of this road is to serve as an Orient outlet for Indian Territory coal.

Word has been received here that A. J. Williford and Alfred Griffin of Nokomis, Ill., Arthur Bolen and John L. Keister of Decatur, Ill., capitalists, are the promoters who will sink a coal mine at Nokomis, Ill. Coal leases have been secured on 5,500 acres of coal land and the shaft will be sunk at once. Ten dollars per acre is to be paid for coal rights. One hundred and twenty-five dollars per acre was paid to A. Morgan, a prominent farmer, for the land.

The Baldwin Coal Co. is the name of a new corporation recently formed here. The capital stock is \$5,000, one-half paid. The incorporators are: Alice A., Thomas and Charles H. Austin, ten shares each; Augustus Thomas, twenty-nine shares, and Elihu B. Thomas, one share.

Prospects are for More Activity with Cold Weather.

The Berry-Bergs Coal & Coke Co. report business good, but not as good as it will be when the weather becomes colder. Domestic trade is at a standstill.

The Donk Bros. Coal & Coke Co. say trade is satisfactory in spite of the unseasonable weather for the use of coal. This company is having a fair demand for domestic purposes from their regular customers, and expect a spurt when the weather conditions change.

The Devoy & Feuerborn Coal & Coke Co. says it has had no reason to complain recently. The company is doing a nice, steady business in coal.

The Eagle Valley Coal Co. of Queen City, Mo., has been incorporated with a capital stock of \$50,000, one-half paid. The incorporators are: Gottlieb Deirling, M. M. Rinehart, William Deirling and William A. Rinehart.

Death of James H. Deatherage of Chicago.

The coal trade of Chicago and the west will be shocked to learn of the sudden death of James H. Deatherage of the Ender Coal & Coke Co., Ellsworth building, Chicago, on Wednesday evening. During the day Mr. Deatherage attended to business as usual, and although he had been complaining for several days of having trouble with his head, it was not thought it was serious. Wednesday evening at eight o'clock he was suddenly taken seriously ill at his home at Wentworth avenue and Sixty-first street, and in less than two hours afterward had passed away. It is thought that death was a result of heart disease. The suddenness with which it came will be a distinct shock to all in the coal trade who knew him intimately, many of whom saw him Wednesday.

Mr. Deatherage was identified with the Chicago coal trade for about twelve years. He was formerly with the Consolidated Coal Co., O'Gara, King & Co., the Riverton Coal Co. and the Smokeless Fuel Co. Last spring when the Ender Coal & Coke Co. was organized to do a general jobbing business he was made secretary and general manager. Mr. Deatherage was very popular and had a wide circle of friends in the trade. The funeral will be held at the late residence Sunday afternoon.

The coal shaft at Edinburgh, Ill., which had been closed down for five years, recently resumed operations, being controlled by a Chicago company, which has plans under way for opening a new shaft at that point.

Western Coal and Coke Notes.

New Western Enterprises.

The Embry Coal Co. was recently incorporated at Pittsburg, Kan., with an authorized capital of \$30,000.

The Rosebrook Coal Co. was recently incorporated at Oskaloosa, Iowa, with an authorized capital of \$10,000.

The Eden coal mine of Sparta, Ill., was recently incorporated by Louis Krughoff, T. B. Needles and E. R. McGuire. The authorized capital of the company is \$20,000.

The Anchor Coal Co. of Sullivan, Ind., was recently incorporated at Indianapolis, with an authorized capital of \$5,000, the directors being A. D. Scott, Walter G. Scott and Lewis Henry.

The Danville Consumers' Coal Co. was recently incorporated at Danville, Ill., with an authorized capital of \$100,000. The incorporators are George T. Buckingham, Walter V. Dysart and James Johnson.

The American Iron & Coal Co. was recently formed at Toledo, Ohio, with an authorized capital of \$10,000. The incorporators are: Jos. Zeigler, Herman Parish, May Larnie, B. M. Green and others.

The Hennepin Coal Mining Co. was recently incorporated at Rock Island, Ill., for the purpose of doing a general coal and mining business. The incorporators are: Jack McCaffrey, Chas. W. Major and Henry S. McCaffrey. The company's capitalization is \$15,000.

The Flint Brick Co. of Des Moines, Iowa, recently leased a tract of valuable land near their present property and will sink a shaft there next spring. The company is rapidly pushing development work at its present mine and is getting out a large amount of coal.

Citizens of Chelsea, I. T., have taken steps for the development of the coal mines near that place, having contracted with a company which promises to maintain a monthly pay roll of \$25,000. The citizens are to subscribe \$2,500 toward this enterprise, nearly half of which has been secured.

One important object of the American Briquetting & Machinery Co., which was recently incorporated at St. Paul, Minn., will be to buy and manufacture machinery for compressing fuel into briquettes. Geo. A. Schmidt will be president, F. E. Hobbs, vice-president and F. J. Geist, secretary.

A coal company is about to be incorporated at Carlisle, Ind., with an authorized capital of \$150,000, to develop the coal measures lying under that territory. The directors of the new company are: Solomon Deeble, T. J. Deeble, and Wm. Evans, of Avoca, Pa.; Enoch Evans, E. C. Kelloch, John McGuffy and Thomas Thomas, of Pitston, Pa.

General Western Coal and Coke Notes.

The Knox Coal Co., Bicknell, Ind., has removed its offices to Indianapolis, Ind.

The Manhattan Coal Co., Cornell, Ill., has commenced mining coal and has three shifts of men at work.

The Michigan & Ohio Coal Co. of West Bay City, Mich., recently increased its capital stock from \$35,000 to \$60,000.

The Pacific Coast Co., Seattle, Wash., has recently inaugurated an eight-hour day and raised the wages of all laborers of its mines.

The United States Coal Co., Bay City, Mich., has completed the tippie at its colliery there and coal mining has begun in earnest.

About 100 tons of coal are being hoisted daily from the Minonk, Ill., coal mine. Fifty miners and twenty-five company men are at work.

The Yates City Coal Co., recently incorporated at Yates City, Ill., with an authorized capital of \$24,000, has increased its capital stock to \$80,000.

The Maplewood Coal Co., Canton, Ill., is making very rapid progress at its new mine between Norris and Farmington, Ill. The shaft will be a large one.

The Boone Coal & Mining Co., Boone, Iowa, will shortly increase its mining force at the Fraser mines to almost double the number of men it now employs.

Lewis V. Brown and John E. Jones, coal men of Jackson, Ohio, have recently secured options on 20,000 acres of coal lands in Canaan township, Athens county, Ohio.

The Lincoln Coal Co.'s mines at Lincoln, Ill., recently resumed operations after having been idle since last December, on account of a fire which occurred at that time.

The Carbon Coal Co., of LaSalle, Ill., has begun suit against the drainage canal commissioners for damages, claiming that the canal is the direct cause of their lands being flooded.

L. J. Mitchell, representing the Clover Leaf Coal Mining Co., Edwardsville, Ill., has purchased coal property at Coffeen, Ill., and preparations are being made to develop the mine.

Edward Heppert and Charles Streby, of Akron, Ohio, recently discovered a vein of excellent coal in the neighborhood of Greenburg, Ohio, and will shortly open a mine on the property.

Coal bearing lands have been discovered on the San Pedro railway, California, which contain a vein of coal forty-three feet in width and giving every indication of increasing with depth.

An agreement has been reached by the Montana operators and Mine Workers of America for District 22. There has been no change in the matter of wages, but other conditions have been improved.

Recent Books Pertaining to the Coal Industry.

The new edition of *The Story of American Coal*, by William Jasper Nicolls, published by the J. B. Lippincott Co., Washington Square, Philadelphia, comes at an opportune time and it is claimed for it that it is the only comprehensive work in its particular field, and the only comprehensible book which presents in accessible form the latest figures of coal production. It shows that the United States is now at the head of all coal producing nations of the world, which fact, according to Mr. Nicolls, is significant above all else of power. The present edition of the work has been revised from original sources and the special timeliness of the volume is emphasized by the recent national importance given to the subject of coal production in this country and in France by the active part taken by the presidents of both republics in the settlement of difficulties between the operators and miners. Everything connected with American coals, their origin, development, transportation and consumption is treated exhaustively in Mr. Nicholls' book, which, by its arrangement and by its style of presentation, comes easily within the grasp of the general reader. The book is in four parts, in one volume, neatly bound in board covers and very valuable to students of the value of fuel as well as to those interested in the history of coal. It can be obtained at all the leading book stores.

The Slav Invasion and the Mine Workers, by Frank Julian Warne, published by J. B. Lippincott Co., Philadelphia, \$1.00. This book refers to one of the most important of present day problems growing out of the industrial development of the country, which is presented by the rapid Slavonizing of the anthracite fields of Pennsylvania. Very able and comprehensive discussions of this problem in its economic, political and social aspects are presented by the book, some idea of the contents being designated by the title. Mr. Warne's book is a distinctly readable as well as scholarly presentation, for its author, besides being a trained student of economics and sociology, is an experienced newspaper man, and as such has learned the value of avoiding technical terminology and of presenting his thoughts in simple and vigorous language. Anthracite operators will probably disagree with him on many points, but nevertheless they will doubtless be interested in the facts which he sets forth, the difference of opinion which they will arrive at being founded upon his conclusions. In many respects, however, they will even agree with him on those points. The author's investigations as to facts appear to have been very carefully made and for this reason the book should find a place upon the shelves of those who are keen students of economic conditions.

Movement of Coal Through the Soo Canal.

Movement of coal through the Sault Ste. Marie canal continues to show a falling off as compared with last year. The total anthracite to October first, 1904, as compared with the same period in 1903, was 254,694 tons less. The falling off in bituminous shipments was 1,434,199 tons. A table showing movement for three years through the canal is as follows:

	Oct. 1, 1904.	Oct. 1, 1903.	Oct. 1, 1902.
Short Tons—			
Anthracite	636,459	893,153	114,188
Bituminous	3,208,389	4,642,588	3,455,608

Thus far during 1904 bituminous shipments of coal are 147,219 tons less than they were in 1902.

An Enterprising Coal Shipping Company.

The Sedalia Coal Co., with offices on the fifth floor of the Fisher building, Chicago, has met with remarkable success, although it has been in business only a comparatively short time. The company is the exclusive agent for a large number of producing companies which have the finest bituminous product sold in the west. The Sedalia Coal Co. includes among the coals which it handles Hisylvania Hocking, which is regarded as one of the best prepared coals in the market; Sedalia coal, which is produced at its own mine in Ohio, for which there is a demand greater than the mine can supply; Star A Jackson lump, mined in Ohio and having splendid preparation; Massillon, Winifrede splint, Crown Hill splint, Pocahontas, Kingwood Hocking, Falling Rock cannel, Pittsburg lump, Youghioghenny lump, gas-house coke and anthracite in all sizes. In addition the company is making a specialty of Glen Wilton chunks, mined in Sullivan county, Indiana, from the No. 6 vein. This coal has most excellent preparation and comes in five-inch lump and five-inch egg. The company controls this coal absolutely. In addition it has become sales agent for the J. Woolley Coal Co., which owns extensive operations in the Sullivan county field and mines the No. 6 vein. Another new product the company is introducing and one that promises to be received with favor in the domestic trade is "King Koal," mined on the Kanawha & Michigan railway in Ohio.

Those interested in the Sedalia Coal Co. are all young men of wide experience in the coal business and with decided ability. The officers of the corporation are as follows: President, George H. Farrand; vice-president, John Palmer; secretary and treasurer, Lee J. Ward. Messrs Farrand and Ward were formerly executive officers of the Federal Coal Co., and through their efforts largely built up the business of that company. Mr. Palmer, although a comparatively young man, has extensive mining interests in Ohio and is aggressive in his business methods. This company, with its excellent and complete lines of coal and officered as it is by competent business men, is destined to become one of the prominent factors in the Chicago coal trade.

The Wolverine Coal Mine, No. 3, Bay City, Mich., which has been undergoing extensive repairs, has resumed operations and is now employing nearly two hundred men. An electric haulage system is being installed in Wolverine mine No. 2 and will be ready to resume operations shortly.

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, Ohio, Oct. 20.—(Special Correspondence.)—The same roseate hue that has been dominant in this market for several weeks, is still the prevailing tone, and if anything is more brilliant. With the exception of an indifferent car supply, the general market is in the very best possible condition, with slight advances in prices, and a tendency toward further advances as the weather gets colder. The asking price of all standard grades of splint lump this week is \$1.50 flat at the mines. Some sales have already been made at this price, and it is only a few days until all the producers will be getting this figure. This price applies to Kanawha, Thacker, Fairmont and Luhrig.

Some of the New River and Pocahontas shippers and dealers have been naming \$2.25 as the price of smokeless lump at the mines, but as yet no sales have been made above \$2.00, and, as far as known, no sales have been made below \$2.00. The demand for smokeless lump is still very great, and although more and more coke ovens are being fired to take the surplus nut and slack, scarcely any of the selling companies are able to make reasonably prompt shipments of this grade of fuel.

Fine Coal Situation Is Being Relieved.

The fine coal proposition, which has been such a bugbear in this and other markets, for some time, is very much simplified this week. As nearly as could be learned, much of the surplus has been taken up here, and prices are again upon a reasonable basis. A large dealer who wished to buy twenty cars of nut and slack one morning this week said that he actually could not get that number, showing that there is not much of a glut in this market at this time. Prices on nut and slack are still far from being fancy, but sales can be made at these quotations, namely, forty to sixty cents for ordinary grades, and seventy-five cents for New River and Pocahontas at the mines. Smokeless people are quoting seventy-five flat as the price this week.

The general car supply for the various districts which find a market or a distributing center here is quite deficient, and is steadily growing worse from week to week. The New River district, which has been getting the worst of the car proposition for several weeks, reports cars more plentiful this week, but still far below the actual requirements of the trade of the district, while the Norfolk & Western, which has been giving pretty good service, has fallen down badly within the past week. The Fairmont district is complaining bitterly of the treatment they are getting at the hands of the Baltimore & Ohio railroad. The Louisville & Nashville has had plenty of cars because of the strike in the southern Kentucky and northern Tennessee fields, but the miners who have been on a strike are nearly all at work again, and the demand for cars will increase very rapidly from Monday of this week. New River shipments to tidewater have fallen off quite perceptibly lately, and this may account for the New River field getting more cars for shipment west.

Coke Market is Showing a Steady Improvement.

Coke is undoubtedly steadily improving. A number of the largest concerns on New River are now running all their coke ovens for the first time in many months. As there is no storage room at any of the mines to amount to anything, the producers must be selling their coke which they are making in larger quantities. Prices vary considerably, but the average market is \$1.75 for furnace, and \$2.00 for foundry at the ovens.

The river elevators are having their troubles not only with striking teamsters, but with low water. There is not an elevator landing in the city that can take in a fully loaded barge or coal boat at present on account of the low stage of the river. It is now necessary to lighten up every boat or barge before it can be placed at the elevator inclines, and this is not only tedious, but expensive. All the river elevators are fairly busy either with retail business or shipping by rail or both. The car supply for local use has been pretty good up to this time.

River lump wholesale is worth seven and one-half cents a bushel for Pittsburg; seven to eight cents a bushel for Kanawha lump, and four and one-half to five cents a bushel for nut and slack. Several of the largest concerns have been obliged to buy coal afloat during the week, and it would not be surprising if the price is boosted half a cent a bushel this week.

The retail market is in excellent condition. There are literally thousands of orders filed for family coal to be delivered at once. The teamsters' strike had much to do with this condition of affairs. The dealers are delivering family orders as rapidly as possible, but it will take some time to catch up. The prices current are: Pittsburg, Kanawha, Thacker and Fairmont, \$3.00 a ton delivered to the sidewalk; Luhrig, \$2.75; anthracite, \$7.50; Pocahontas and New River, \$3.25; gas coke, nine and ten cents a bushel, and nut and slack, \$1.60@2.00.

Coal Teamster's Strike is at an End.

The coal teamster's strike, which was one of the most interesting struggles between employers and employes in many years here, has been practically ended for a week or more, yet from newspaper reports, it is as far from settlement as ever, and there is a constant danger of a general sympathetic strike as an outcome of the teamster's strike. The union engineers, firemen, brewery workers, shoe workers, truck drivers and other union organizations have already agreed to come out on a strike in sympathy with the vanquished teamsters, and refuse to use coal or the resulting power from coal hauled by non-union teamsters. If this is accomplished, there is no telling where the matter will end, but many persons who are well posted in the matter say that the better class of union men will be slow to willfully bring upon the community such a catastrophe as a general sympathetic strike will cause in the city. In the meantime the coal men have practically secured all the non-union teamsters they need, and they are making all their coal deliveries regularly. The outcome of the matter will be watched with greatest interest here, as it will be far reaching in its effects, no matter which side wins.

A destructive fire visited the coal plant of W. H. Brown's Son, a branch of the Monongahela River Consolidated Coal & Coke Co., at the foot of Lawrence street, early Tuesday morning. The immense stables, with supplies and ten horses, the trestles, hoppers and coal houses were destroyed, entailing a loss of about \$60,000. Over twenty horses were rescued from the fire. A large amount of coal that had been elevated from the river and was in the hoppers, was destroyed. Manager J. P. Bauer, of W. H. Brown's Son, gives it as his opinion that the fire is the result of an incendiary, following the bitterness of the recent coal teamster's strike. The plant will be rebuilt at once, and patrons of the company will suffer no inconvenience as a result of the fire, as the elevator at the foot of Elm street, which belongs to the same company, will be used until the plant is rebuilt. Mr. Bauer has the sympathy of everybody in his loss, as he has been the faithful manager of the concern for many years.

Cincinnati News Notes and Personals.

Fred D. Buskirk, manager of the Rex Fuel Co., is reported seriously ill.

J. H. Brisco, cashier of the Chesapeake & Ohio Coal & Coke Co., has returned from the St. Louis fair.

Harry P. Jones, president of The Big Hill Coal Co., contemplates moving his family from Pittsburg to Cincinnati. He spends most of his time in Cincinnati.

C. J. Wittenberg of New York, president of the Chesapeake & Ohio Coal & Coke Co., was a Cincinnati business visitor during the week. He was well pleased with the business his company is doing here.

C. D. Martin is one of the youngest coal men in the city, but he knows so many persons who buy coal, and is such a good salesman that he is rapidly rising to the top. At present he has charge of sales for Geo. M. Halm & Co., and is doing a fine business.

Geo. M. Halm & Co. have just completed arrangements for taking the output of the Hickory Camp mine, located on Paint Creek, in the Kanawha district. The mine is producing about four hundred tons a day now, but increasing the amount steadily. The coal is said to be very pure.

Clifford M. Budd, formerly of Cincinnati, but of late with the A. R. Budd Coal Co., Pittsburg, is here looking after the affairs of his company, and getting ready to get married. On the twenty-sixth of this month he and Miss Mary Laffey will be married. Mr. Budd is a very popular young man, and he has the good wishes of many friends.

J. F. Bedell, formerly the general manager of the Kanawha Fuel Co., with headquarters in this city, but who is now engaged in the wholesale grocery business in Charleston, W. Va., was a visitor here Monday. Mr. Bedell was universally liked when he was in the coal business, and his many friends were glad to see him. He is said to be doing well.

The board of public safety of Cincinnati opened bids Monday for supplying the various police stations with about five hundred tons of coal during the coming winter. There were only two bids received, those of the Luhrig Coal Co., which proposed to furnish lump coal at \$2.80 a ton, and the Consolidated Coal & Mining Co., which bid \$2.70. The latter company will doubtless get the contract.

Castner, Curran & Bullitt, who sent out a circular letter to their customers and the trade in general that they could take no more orders for lump and egg coal after the middle of August, on account of being over-sold, or rather because the company was not making coke in large quantities, and could not, therefore, dispose of their nut and slack, sent out another circular Monday of this week stating to the trade that they are again in position to sell lump and egg and make prompt shipments.

A recent report of the Chesapeake & Ohio railroad reveals some very interesting figures. Of the entire revenue of the road, eighty per cent is derived from freight traffic. Of the freight tonnage, sixty-two per cent is the product of mines and twelve per cent lumber, which leaves only a small percentage for high class freight. It is essentially a bituminous coal road, and the average ton mile revenue is among the lowest in the world, being 4.70 mills for the present fiscal year. In 1900 it was 3.43 mills.



Huntington and Broad Top Coal Tonnage.

The Huntington & Broad Top Railroad & Coal Co. reports the following coal tonnage transported over its line for the week ending October fifteenth, the corresponding week last year, the year to date and the corresponding period in 1903:

	Broad Top.	Cumberland.	Total.
Week ending Oct. 15, 1904 ...	9,314	21,384	30,698
Corresponding week, 1903 ...	16,373	18,603	34,995
Total for year 1904.....	460,906	873,193	1,334,096
Corresp'd'g period, 1903	851,099	983,735	1,834,834



The Keystone Coal & Mining Co., Des Moines, Iowa, has leased from the Fagan estate 160 acres of coal lands adjoining its present property on the west, and will shortly commence development at that point.



Fifteen hundred miners went on strike at Massillon Coal Mining Co.'s mines, Massillon, Ohio, recently, demanding an advance of two cents on the ton over the scale agreed upon last April for machine mining.

Western General and Personal Notes.

C. K. Pittman, Old Colony building, Chicago, has returned from an eastern business trip.

W. J. Dillon of Mitchell Spalding & Co., Bedford building, Chicago, is in the west this week on a business trip.

James Bros., well known retail merchants at 5821 Halsted street, Chicago, are building a large and commodious brick office building at their retail yard.

C. A. Gent, president of the Chicago & Marion Coal Co., Marion, Ill., was in Chicago this week. Mr. Gent reports that his mine is working most of the time and that business is improving.

E. M. Platt, general western agent of the Lehigh Valley Coal Co., Western Union building, Chicago, returned the early part of the week from a trip to the Louisiana Purchase exposition at St. Louis.

F. Ardern, secretary of the Illinois Third Vein Coal Co., Bedford building, Chicago, spent the week-end with Mrs. Ardern at the mine of the company at Ladd, Ill., on a business and pleasure trip.

F. N. Pease, southwestern sales agent of Williams & Peters, Bedford building, Chicago, has returned from an eastern business trip during which he visited New York city and other eastern coal centers.

F. J. Posta of the Chicago & Wellston Coal Co., Twelfth and Clark streets, Chicago, is at the Louisiana Purchase exposition this week taking a brief vacation and at the same time enjoying the big fair.

W. F. Farnham, formerly sales agent for Coxe Bros. & Co., Inc., the Rookery, Chicago, with territory in Iowa, has engaged in the retail coal business at 132 Grand avenue, Milwaukee, where he has established a yard.

Samuel G. Stultz, a coal operator of Clinton, Ind., was married last week to Miss Tillie T. Nehf, a school teacher of that city. Mr. and Mrs. Stultz left on their wedding trip for St. Louis, where they will attend the exposition.

The Illinois Central railroad is putting a stop to "coal picking" and is employing special agents to keep a watch on those who are in the habit of visiting the railroad yards at Evansville, Ind., to prevent them from carrying coal away.

L. R. Rutter of Rutter & Co., Dearborn street, Chicago, has returned from a trip to the Louisiana Purchase exposition at St. Louis. Mr. Rutter pronounces the fair a decided success in every respect and was very much gratified with the great show.

Reports from Clinton, Ind., indicate that a novel strike may be called in that field. It is claimed the miners are hauled to and from the mines in cars which are not supplied with heat, and unless this is furnished during the cold weather they will go on strike.

H. H. Rhodes, coal traffic manager of the Chicago & Eastern Illinois, Evansville & Terre Haute and the Evansville & Indianapolis railroads, with headquarters in Chicago, is in St. Louis this week taking in the Louisiana Purchase exposition on his annual vacation.

Business is picking up considerably around the coal docks at Two Harbors, Minn. Several large steamers arrived recently with large cargoes of coal. The increased activity at this point indicates that the coal receipts will be heavy during the remainder of the season of navigation.

It is rumored that the Chicago, Burlington & Quincy railroad is about to purchase the Smoky Hollow coal mines, in the vicinity of Lucas, Iowa. The Smoky Hollow property was purchased from the Hocking company for \$550,000. John Z. Evans has given an option on the property, which expires November first.

W. L. Rambo, sales agent for Louis F. Drieske & Co., 146 Clybourne place, Chicago, with territory in Iowa and Minnesota, was in Chicago this week from a month's trip for the purpose of registering on Tuesday. Mr. Rambo reports that business is improving in western territory and the outlook is encouraging.

P. F. Murphy of Springfield, Ill., president of the Capitol City Coal Co., and T. F. Holmes, secretary of the Citizens Coal & Mining Co., Lincoln, Ill., were in Chicago this week on business in connection with the Lincoln-Springfield Coal Co., Fisher building, which markets the output of these properties, amounting to 3,500 tons daily.

Jewett, Bigelow & Brooks of Detroit and Chicago, have secured three additional mines in the Pocahontas region of West Virginia, which will give them thirteen in that field, the output of which they control at the present time. The output of these mines amounts to 4,000 tons of smokeless coal daily, the greater part of which is marketed in the west.

The Jewett, Bigelow & Brooks Co., suite 804 Fisher building, has leased a much larger suite of offices at 906 Fisher building and will move to the new location the early part of the coming week. About double the space will be occupied, which will provide a private office for F. L. Jewett, manager of the company, a reception room and more space for the accounting department.

The W. B. Stone Coal & Coke Co., Old Colony building, Chicago, has materially increased its office space on the tenth floor of the building, taking two additional suites of rooms. Officers of the corporation now have private offices, and the space allotted to the accounting department has been increased, affording much better facilities for the transaction of the growing business of the company.

A number of severe tests were recently made at the Joseph Goss foundry, Centerville, Iowa, to determine the extent of the wearing quality

and self oiling capacity of their Economy self oiling car wheels, which proved their superiority. The great number of self oiling mine car wheels on the market today seems to indicate that they are rapidly displacing old style wheels in modern mining plants.

The hearing of the appeal of the northern Illinois coal operators from the Appellate Court decision in which they were fined \$500 each, occurred before the Supreme Court of Illinois at Springfield on Monday of this week. The matter was taken under advisement by the court, and it is expected it will be some time before a decision is rendered. The coal operators were indicted in Cook county (Chicago) in the early part of 1903, and the matter has been dragging through the courts since that time.

Mrs. John Middleton, wife of John Middleton, one of the oldest coal dealers at Highland Park, Ill., died the early part of the week at an advanced age, the funeral having been held Wednesday of this week. Mrs. Middleton had been ill for several weeks. Mr. Middleton has been in the coal business at Highland Park for the past thirty years, if not longer, and will receive the sympathy of a wide circle of friends. About two months ago Mr. and Mrs. Middleton celebrated their sixtieth wedding anniversary at that point.

A party of Chicago coal men will leave next Tuesday night for the purpose of visiting the Glendora mine and other properties of the Crescent Coal & Mining Co., in Indiana. The party will be in charge of C. W. Gilmore, vice-president and in charge of the bituminous department of the Crescent Coal & Mining Co., and will include G. H. Conn of Coxe Bros. & Co., Inc., the Rookery; H. R. Molineaux and J. B. Peritonet of the Peabody Coal Co. The Clinton mines of the company will also be visited on the trip, which will probably require about a week.

George Lenth, a retail coal merchant of Elcatour, Iowa, was in Chicago the early part of the week on a business trip. Mr. Lenth has recently visited the exposition at St. Louis and was much pleased with the great fair. He had a rather interesting experience getting home, however. In returning to Elcatour he missed his train at St. Louis, and thereby missed the connecting train in Iowa. He arrived as near as the later train would carry him and determined he would be home Sunday morning to attend church. He drove twenty-two miles after four o'clock in the morning, reaching his destination in time for church service.

The Allis-Chalmers Co. is certainly to be congratulated upon its capturing three grand prizes at the Louisiana Purchase exposition. The five thousand horse power engine, familiarly known as the "Big Reliable," and the huge generator, built by this company's electrical department, attracted a great deal of interest and attention. These two machines supply the decorative lighting for the exposition buildings and grounds and have never failed in the most unexpected emergency, which goes to show that the grand prize awarded them was well deserved. It is evident that the Allis-Chalmers Co. is making good all its promises made when its interests were enlarged.

The W. B. Stone Coal & Coke Co., Old Colony building, Chicago, this week started the machinery in operation at its new dock at Milwaukee, testing it for the purpose of ascertaining if it were in working order. The test proved highly successful in every respect, and as soon as they arrive two cargoes of coal, which are on the way, will be unloaded on the dock. It is expected the first cargo of coal will arrive the latter part of the present week. Quick work has been made in constructing the dock and equipping it with machinery. The first work was done in the late spring and a large amount of grading had to be completed before any work could be done looking toward installing the machinery.

No settlement of the new wage scale for the hoisting engineers has been reached yet between the Illinois Coal Operators' Association and the Brotherhood of Hoisting Engineers. At a recent joint conference, held in St. Louis, the matter came up for consideration and the operators offered the hoisting engineers the same agreement as has prevailed the present year with a reduction of 5.55 per cent, similar to the reduction accepted by the miners last spring. This matter was taken under advisement by the Brotherhood, who refused to accept the proposed scale. Upon receipt of the refusal of the hoisting engineers to accept this proposition, the scale committee of the Illinois Operators' Association made the proposition to them that inasmuch as the wage scale was the only subject of difference it be referred to a board of arbitration. It is understood that the members of the Brotherhood are now voting on the proposition to arbitrate the wage scale. It is probable arbitration will be accepted by the engineers.

A meeting of representative shippers in Minneapolis and St. Paul was held last Saturday night in the rooms of the Commercial Club at St. Paul and was largely attended by some of the prominent business men of the Twin Cities. It is proposed to organize the Minnesota Shippers' Association, which will have for its purpose coöperation with the railroads in the matter of securing necessary reforms. B. F. Sipp, commissioner of the Coal Shippers' Association of Chicago, was present at the request of the St. Paul Board of Trade, which has taken the initiative in organizing the association, and was called upon to make the principal address. Mr. Sipp explained that he believed thoroughly in the spirit of coöperation between the rail lines and shipping companies and advocated working together on the part of these interests for the common good. He called attention to the fact that the leading railroad officials of the country were broad-minded and liberal in their views and were willing to meet shippers half-way in the matter of giving them facilities which would accrue to their advantage. Mr. Sipp's trip was for the purpose of aiding in forming the association. Practically all the larger shippers in the Twin Cities were present and it is expected that all in the state will be included. A committee of six was appointed, including representative business men, to report a plan of organization at a later meeting.

who are of medium ability. His first effort after selling them coal should be to so instruct them that they will be able to sell it in turn and thus be in market for more coal the next trip. The trouble with too many coal salesmen is that they look upon their occupation as merely temporary. They have their eyes fastened on a prospective jobbing business or they are casting out lines with the hope of landing a better position than the one they have at present. They do not build, in establishing themselves with their customers, upon a sufficiently solid foundation. Regarding their vocation as temporary, as we have said, they are anxious to hurry through with such an apprenticeship as quickly as possible and get to the next higher step.

Good salesmanship is the best remunerated of occupations where one man is employed by another. The man who is to engage in the jobbing business, whether in coal or cotton, should first make it a point to attain to the highest point of proficiency in salesmanship. How can he do this? First, he must have a thorough understanding of human nature. He must be able to meet a man face to face, size him up in an instant while he is engaging him in conversation, seek out his weak points and attack him there so that he will be able to accomplish his legitimate purpose of selling him goods. It has been said that a good salesman is the one who can sell goods when his customer does not want to buy. The foundation of such salesmanship must exist in the ability to size a man up and be able to understand how to reach his heart. No fixed rules can be laid down for this purpose. Nearly every man must be treated differently. Some must be engaged in conversation for a considerable length of time before business is broached if it is desired to meet with success. Others must be sold coal immediately and will scarcely give time for a social chat.

In addition to learning the proper treatment of customers, the salesman must have other strings to his bow. He must, first of all, be a good business man. His judgment of business conditions must be quick and safe. If an emergency occurs on the road which he must meet, he must face it promptly and handle it satisfactorily, so that his house or firm will feel as satisfied as they would if they had wired him explicit instructions how to act and he had followed them. He must not temporize with efforts to defraud or injure his employer, but must meet such exigencies with firmness and tact. He must bear in mind at all times that he is the agent of the house which he represents and has more license than other agents except those of his own class, because he can not secure advice and assistance when it is needed, but must depend upon his own initiative.

But the most important function of a good salesman should be to see that his customers employ and adopt the right methods in handling their business so they will meet with success, and his house will get the benefit of it. A salesman should not be too free with superfluous advice, but he should not hesitate when he sees that a merchant is incompetent along a certain line to advise him how to act; to call attention to mistakes that he is making. In other words, the successful salesman must not only furnish brains to himself, but he must in very many instances furnish them to his customers. And when he does this, if he acts wisely and intelligently, he gains their confidence to such an extent that he can control their business in spite of any competition that may come.

Among dealers who are incompetent or who are barely making a living the live coal salesman can be a power for good. He can instruct them as to the weak points in their business methods; he can suggest new ideas to them which will increase their business and at the same time will increase the tonnage of coal which he is selling them. In addition, he can increase the morale of the trade. He can by his efforts, united with those of other thoughtful salesmen, inculcate new ideas, secure the adoption of new methods, can instill the spirit of a greater degree of honesty, and in the end he will benefit personally from these efforts and this kind of work.

Long association on the part of the writer with salesmen engaged in representing various industries on the road has resulted in a wholesome respect for their ability and for their accomplishments. The trade newspapers and the traveling salesmen are the two great modernizing influences in the business world. They both operate much in the same manner, through securing a better business education for those in trade by spreading new ideas and securing the adoption of advanced business methods. The burden which we have placed on the traveling coal salesman is not one too great for him to bear. We know that his chief aim in life is to sell as many cars of coal as possible, but frequently he would sell more cars with less effort if he did not rush from office to office and town to town, but used his head more and his legs less. The burden placed on the traveling coal salesman in improving the personnel of the trade with which he is allied is not greater than that accepted by the dry goods, the grocery, the cigar, the pickle, the clothing salesmen and a score of others that might be mentioned. What is needed is for the coal salesman, or at least a part of the fraternity, to more fully appreciate the requirements of his position. And when he does this and acts upon his realization of it he will find that the jobbing business toward which he is trying to direct his energies will come all the quicker, and when it does come he will be all the more successful.

Robert R. Hammond Has Returned to Chicago.

Much gratification exists among coal operators located along the Chicago & Eastern Illinois railroad in Indiana and Illinois and among the coal shippers of Chicago, over the appointment of Robert R. Hammond to the position of second vice-president and general manager of all the 'Frisco lines east of the Mississippi river. This includes the management of the Chicago & Eastern Illinois, Evansville & Terre Haute and Evansville & Indianapolis railroads. Mr. Hammond was removed to St. Louis last spring, where his duties were increased, and while the coal trade was gratified at his promotion, his loss was seriously felt. Under his direction, prior to this promotion, the Chicago & Eastern Illinois was maintained at a high state of efficiency in all its departments. The coal trade shipping over that line received the attention which its importance warranted and felt that its interests were being taken care of as well as conditions would permit. It is natural, therefore, that the return of Mr. Hammond to Chicago with increased powers is regarded as of distinct benefit to western coal interests. He has practically full control of the road in his present position, and while it may require some little time to bring it back to its former efficiency it is felt that the service from now on will be as good as circumstances will possibly permit.

As a railroad man Mr. Hammond has already established for himself a place which should be a lasting inspiration to the bright, ambitious young men starting out in commercial life. He was born at Ottumwa, Iowa, February fourteenth, 1857, and when nineteen years of age entered the rail-



ROBERT R. HAMMOND,
SECOND VICE-PRESIDENT 'FRISCO SYSTEM.

way service as an agent and operator for the Burlington. Five years later, in 1881, he went with the Kansas City, Fort Scott & Memphis (now a part of the 'Frisco system) at Kansas City as an operator. He served this rail line in the following capacities: Operator, train dispatcher, chief train dispatcher, train master, division superintendent and general superintendent. The latter position he held when the road became a part of the 'Frisco system. In August of 1901 he was made superintendent of the maintenance of the latter line, which position he held a year, when he resigned to become assistant general manager of the Missouri, Kansas & Texas. In January of 1903 he resigned to become general manager of the Chicago & Eastern Illinois, which was at that time a property of the 'Frisco system. He went to St. Louis in April of the present year to become second vice-president of the 'Frisco system, having under his charge more than 5,000 miles of trackage. His return to Chicago is in the nature of a further promotion.

The best tribute to Mr. Hammond's ability as a railroad man was paid him this week by one of the leading coal shippers in Illinois, who said: "I am very much gratified to learn that Mr. Hammond will return, and that he will have more authority than ever before in the operation of the Chicago & Eastern Illinois railroad. He is one of the best railroad men in the country, not even excepting the east, and his management of the Chicago & Eastern Illinois was most satisfactory. He maintained the efficiency of the railroad at a high point and increased its motive power and cars to all the necessary requirements. Further than that, he is absolutely fair in the ministration of his duties. All shippers know that the best possible service will be accorded to them under his direction and that all interests will receive the attention which they merit. I am very much gratified to learn of his return to Chicago and think the whole coal trade ought to feel that it will be benefited."

Pockets of the Baltimore Storage & Distributing Co.

Attention frequently has been called in the columns of THE BLACK DIAMOND to the advantages to be derived from erecting and operating modern coal pockets in handling and selling coal, especially where the tonnage to be handled is large and the economies resulting from such a plant will more than pay interest on the investment. Probably one of the most economical and successful coal pocket plants in the country was erected last year for the Baltimore Coal Storage & Distributing Co., on Oak street, Baltimore, Md., by the Link-Belt Engineering Co., of Philadelphia. This company distributes a large tonnage of coal to retail dealers who make their own deliveries.

Under the old conditions coal was unloaded from cars into yards or small coal sheds at various retail plants, most of the latter being located in the down town section of the city. Deliveries were made from these individual yards to the residence section of the city, which is quite generally on higher ground. The deliveries were burdensome and expensive, owing to the long up-hill haul to the residence portion, and due to the expense of handling the coal, in unloading it from the cars into the retail sheds and then reloading it from the latter into wagons to make household deliveries.

The new pockets which have been built are of great service to the trade in eliminating some of these evils and in cheapening the cost of handling the coal to a marked extent. Practically all the coal which goes through the pockets is handled by machinery. It is unloaded direct from the car into a hopper under the track, where it is screened, if it is the bituminous product. It is then taken in conveyors and elevated to the

be very evident that the new coal plant fills a long felt want, and that coal is now handled by means of it at a less expense, with less trouble, and that consumers generally get a better product than when the old system was employed. The pocket is located adjacent to the residence district of Baltimore, thus doing away with a large part of the long up-hill haul which formerly proved expensive, and it has proved a great convenience to the retail dealers who are patrons of the company, not only in eliminat-

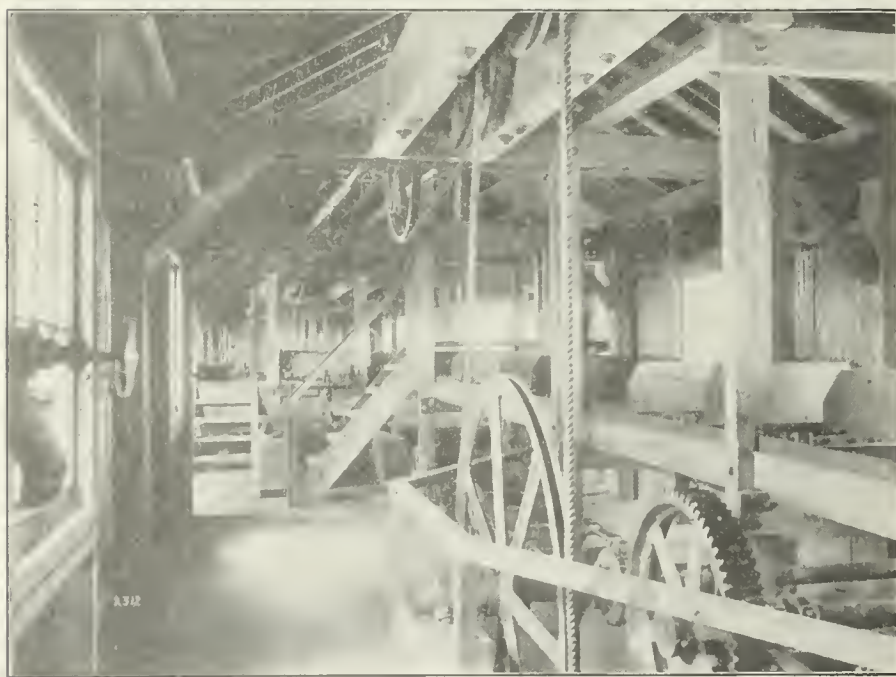
ing this expensive feature, but also in enabling them to deliver a larger number of loads of coal daily, due to the fact that a wagon can be loaded much quicker than under the old arrangement. These pockets were the first to be erected in Baltimore, and owing to that fact and also because of the further fact they are entirely modern, being operated by electricity, they have attracted a large amount of attention in the coal trade generally.

Nathaniel Taylor, of Baltimore, first conceived the idea of establishing a modern economical coal plant, with an idea of reducing the cost of handling to the local dealers to the minimum, facilitate them in their labors and to

give more prompt unloading to coal on track, thus doing away with car service and aiding the transportation companies in providing more prompt movement of coal cars at the Baltimore terminals. Mr. Taylor enlisted the aid of John K. Cowen, who was then president of the Baltimore & Ohio railroad, in the project. Mr. Cowen examined into the matter very carefully and soon became convinced that the needs of the retail trade demanded a coal plant of this character, and that, as stated by Mr. Taylor,



GENERAL VIEW OF POCKETS OF BALTIMORE COAL STORAGE & DISTRIBUTING CO. CAPACITY, 3,000 TONS.



OPERATION OF CONVEYORS AT PLANT OF BALTIMORE COAL STORAGE & DISTRIBUTING CO.



CHUTES TO WAGONS AT PLANT OF BALTIMORE COAL STORAGE & DISTRIBUTING CO.

top of the pocket, from which point it is conveyed into the different large bins. From the bins it is loaded by gravity through a chute into the wagons ready for delivery to householders. The chutes have a screen attached which enables the company to rescreen anthracite before it is loaded if this is desirable.

From this rough outline of the general plan of the pockets it must

it would be an advantage to the railroad companies to coöperate in bringing it about. He readily saw that it would aid in doing away with the troublesome demurrage problem and thus would bring greater economy to the railroads in handling their local coal business. Mr. Cowen coöperated thoroughly in establishing the plant and through his aid a good location for it was secured in the residence section of the city on the Balti-

more & Ohio railroad. Further than this the railroad furnishes all the electricity required to operate the entire plant, which eliminates all danger from fire, and provides a source of unlimited power which enables the company to operate its plant at all seasons of the year.

The plant has been in operation now nearly a year and during that

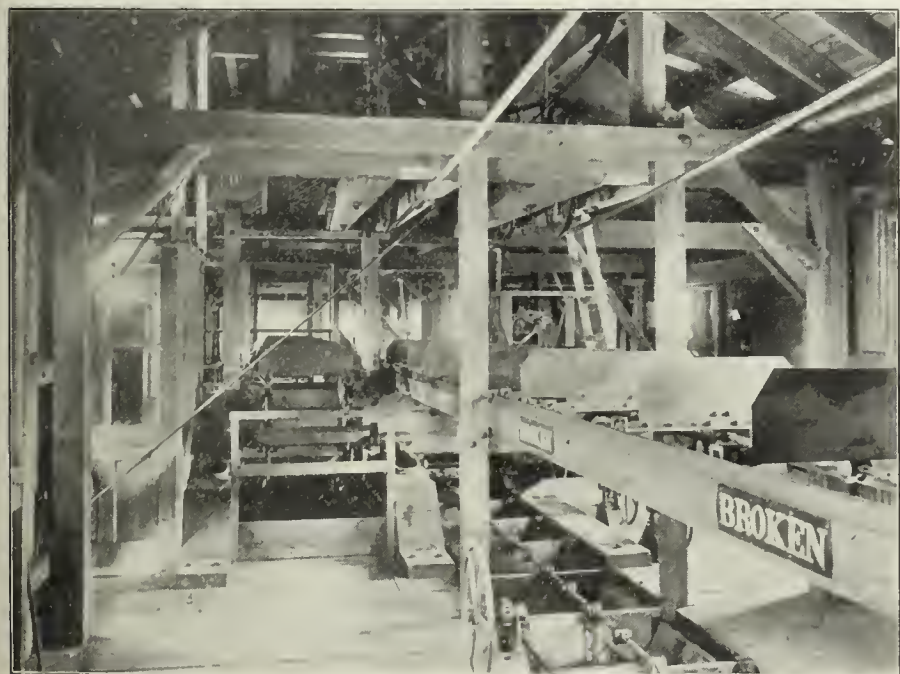


SCREENS AND CHUTES FOR LOADING WAGONS AT PLANT OF BALTIMORE COAL STORAGE AND DISTRIBUTING CO.

time has been entirely successful. It has been greatly appreciated by the retail trade of Baltimore, which in carting coal from the plant has derived a wider margin of profit than from the old system of shoveling into wagons, with an up-hill haul to follow later, requiring a larger number of horses for the delivery of each load and taking a greater length of time for the team and driver to make each delivery.

These storage pockets are devoted entirely to distribution in the wholesale trade and have a capacity of 3,000 tons of anthracite and bituminous coal.

Coal is dumped into any one of the four track hoppers, shown in the diagram, which are all provided with gates and chutes and the necessary



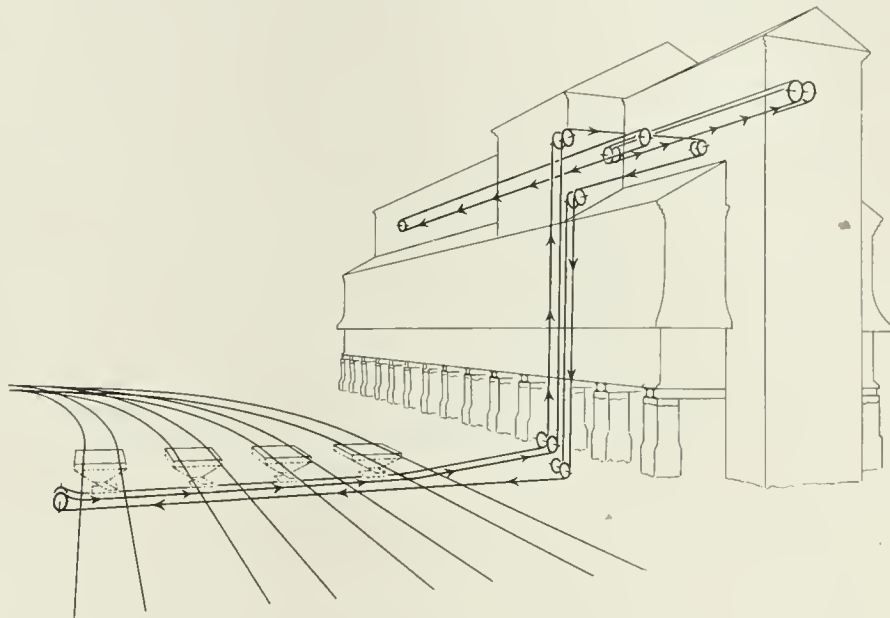
SORTING OF COALS TO POCKETS AT PLANT OF BALTIMORE COAL STORAGE AND DISTRIBUTING CO.

operating levers. One of the hoppers is fitted with grate bars for screening bituminous coal.

From the track hoppers coal is conveyed through a tunnel under the railroad tracks by a combined elevator and conveyor employing two strands of roller chain, with steel buckets attached at intervals of three feet. It is then elevated to a height of fifty-two feet and is discharged into either one of the two overhead monobar conveyors, or direct into the

bituminous coal bin adjoining the vertical portion of the elevator as shown in the diagram. Rollers are placed in the middle of the roller chain links instead of at the joints, thus transferring the wear incident to the horizontal run from the joints to the rollers of the chain. These rollers can be readily removed and replaced without dismantling the chain.

The overhead monobar conveyors which receive coal from the combined elevator and conveyor, are 150 feet with fifty feet centers and consists of No. 818 monobar chain with suspended flights attached at intervals. One of these conveyors is used for handling bituminous coal and is therefore made with two strands of chain. The other being employed for handling anthracite in which no large lumps occur is made with a single strand



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VIEW SHOWING TUNNEL UNDER RAILROAD TRACKS AND PLAN OF CONVEYING COAL—BALTIMORE COAL STORAGE AND DISTRIBUTING CO.

of chain. In both cases, however, the machines are of the suspended flight type, which prevents noise and reduces to the minimum wear and the amount of power required to operate.

The pocket is 200 feet long by thirty feet wide, inside dimensions, and is divided into thirteen bins, ten of which are for anthracite, and the remaining three for bituminous coal.

The anthracite bins are fitted with four gates and screening chutes each, and a wagon can be loaded directly from them at a point beneath the pocket as shown in the illustration accompanying. The bituminous bins are fitted with two gates and chutes each for feeding coal to carts and wagons, and the latter are loaded underneath the pocket in the same way as from the anthracite bins. The chutes for the bituminous bins are provided with special Link-Belt undercut gates. All the machinery in the entire plant is operated by electricity and rope transmission.



CONVEYORS TO POCKETS AT PLANT OF BALTIMORE COAL STORAGE AND DISTRIBUTING CO.

These pockets are the highest type of the modern coal handling plant and during the year they have been operated have met with marked success from the retail trade of Baltimore. They are becoming more popular from day to day and are looked upon as a decided benefit to the coal trade of that city in every important respect, and especially when considered with reference to direct economics arrived at and their general practical utility.

Reports from Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, Oct. 20.

There is a decidedly better tone in the anthracite trade which is helping the general situation, and all interests are being benefited by it. The demand at wholesale, while not active, is of fair proportions for this season of the year and promises large development as the weather gets colder. This prediction is based on the fact that the consuming trade at practically all points is already buying more coal than has been the case for several years past and will be in need of a larger supply to fill its winter requirements, owing to its bins not having been replenished to the same extent during the spring and summer months as has been customary heretofore. Indeed, this is evidenced on every hand by reports from dealers, who say their sales are now running ahead of last year fully twenty-five per cent and that a comparatively larger tonnage will yet be required to provide for the deferred business that has been usually done several months earlier. In many instances, too, dealers claim that their sales since the opening of the spring prices were not nearly as large as they were in former years, consumers evidently not being so desirous of stocking up, while the selling interests, on the other hand, were not urging sales in cases where credits were not of the best or accounts of the previous season still unsettled. This reduced the amount of tonnage handled up to this time by the retailers from sixty to seventy-five per cent of what was sold during the corresponding period of last year.

Reasons Why Winter Demand for Anthracite Will Be Active.

This insures to the future trade considerable activity in order to supply the shortage and it is thought this activity should continue for at least two months, while it may be extended beyond that time if transportation and car service are not of the best. Already the car question is in the minds of some shippers, who are short of a sufficient supply to meet present needs, and others fear like conditions as the trade improves, when more unfavorable weather is likely to interfere. There is little, if any, delay in disposing of the product as it arrives from the mines. Outside of possibly egg coal in a few cases, there is enough demand to take all the coal that is being produced. The line trade is more active, furnishing a large amount of the business now received. While it is not of great volume, it covers a large territory and is regular in its requirements. The west and Canadian points are also developing demand rapidly and the car question is likely to be an important factor in supplying this trade before many weeks, as already shortages for this purpose are being reported. The restrictions at the mines during the past two months are having an effect upon the small sizes of coal, which are much firmer and are becoming more active from day to day as the demand for them increases for steam purposes.

Market on Steam Sizes of Anthracite Is Improving.

None of the producers is suffering from accumulations of these coals, while some are feeling the restriction and are not as well supplied on all sizes as they would like to be, both for present and future needs. The low ocean freights, it is thought, are inducing some business from the east, though this trade is not as forward as the other territories.

The Atlantic seaboard soft coal trade shows a fairly good demand, while some producers say their business is increasing to an extent where they are not able to get enough cars to take care of it. This is true upon the Pennsylvania railroad, which was not affected up to the last week or ten days. This certainly shows an improvement over the previous conditions and it is thought that there is a pretty general participation in such improvement.

Season for Shipment to Shoal-Water Ports Nearly Ended.

It is getting rather late in the season now for shipments to the farther Maine ports and another week or two will see captains of schooners hesitating to go to some of them on account of the question of ice. There is little doubt but what consumers are taking coal more freely by reason of the lower coastwise freight rates now prevailing and are stocking up to complete their storage tonnage. This will also be the general policy as the season advances toward the winter months, gradually working to the near-by ports and later including the shoalwater ports which are naturally affected by ice. The seaboard coastwise freight market continues in a demoralized condition, charters having been made as low as sixty cents from the lower ports to Portsmouth. These freights are, it is believed, below cost and a continuation of them will result in vessels accepting cargoes at these rates only to get home. On making their destination they will go to home ports and tie up, thus producing a scarcity of coastwise craft at an increasing ratio until freight rates return to a more normal basis.

Bituminous Trade in Far East Shows Improvement.

Trade in the far east shows an improvement in demand, in that ice ports are increasing their requirements and the larger consumers in that territory are taking on coal to get the benefit of the lower ocean freights. With some of these there has been a disposition to force the vessel rates down, but there is little leeway for such action at this time and it is more likely to bring about a reaction to a firmer rate all the quicker.

The sound continues to show the improvement that has prevailed in the last week or two, but there is a tendency apparent to move a large proportion of the tonnage usually fed from the sound ports onto the through all-rail shipments. A persistence in this policy by the New York, New Haven & Hartford railroad to induce this trade by competitive rates will in time cut down a large proportion of the tonnage going from the New York shipping ports to the feeding ports along the sound. This will, no doubt, also affect the small large lines in that trade very unfavorably and is, to a certain extent, to be deplored.

Trade in New York harbor remains quiet, though about the usual local business is being transacted and regular shipments are coming forward. Little is heard of demurrage coal at this time, though the railroads are watching this very closely and insisting on charges for violations of car service regulations being paid. Prices show no change, though they are said to be slightly firmer. The all-rail market is quite good, especially in New England territory, and everybody seems to have all the orders they can fill with the present car supply.

Transportation From the Mines Is Irregular.

Transportation from mines to tide is irregular and somewhat slow. The car situation is not satisfactory as to supply and is not likely to improve, owing to the demand from the west, which is increasing. In the coastwise vessel market, vessels are in plentiful supply and rates low and demoralized. Philadelphia quotes current rates of freight as follows: Boston, Salem and Portland, 60c; Portsmouth, 60@65c; sound ports, 50c; Lynn and Newburyport, 75c. The further lower ports are on about the same basis, while New York rates are 50@55c to points around the cape.



Buffalo and the Great Lakes Trade.

BUFFALO, N. Y., Oct. 20.—(Special Correspondence.)—When the coal men talk about the weather, it is not as inconsequential as when others indulge in such conversation, as it is shop talk for dealers in black diamonds. The weather may be said to occupy much of the attention of the coal men at this time of the year. It continues very mild, so that consumers are not yet thinking much about winter and coal to be consumed during that season. The anthracite trade is dull, except for rail orders, which hang on on account of lack of cars in which to make shipments. The bituminous men are talking more favorably this week than for some time, and the tide in their business seems actually to be coming in now. Coke orders also are taking up more space on the order books, indicating a better demand. Bituminous prices are strengthening.

The mild weather of the past week has not helped the trade. Consumers are not putting in their coal as they would if the thermometer showed lower temperature. Few coal wagons are seen as yet on the streets. The rail shipments, while generally not as good as a year ago, are rushing. There is much trouble getting cars for filling western orders and this is preventing the prompt filling of orders from the middle west. Canada is a keen sufferer in that way, as the roads which reach that territory are generally more short of equipment than other lines. In some quarters it is believed that some of the Canadian jobbers will be caught without any coal, when winter sets in. They have bought little coal this summer and now the supply they can get is limited. Should a sudden cold snap come on, it seems certain that even more trouble would be experienced in getting coal into the Dominion. The fruit and produce traffic of this section is taking a large number of cars now, as is also the grain movement.

Lake Shipments of Anthracite Continue Light.

The lake shipments of anthracite from this port continue to be light, although they show an improvement over those for the previous week. The figures for that week, below 80,000 tons, were the lightest shipments in many weeks, and improvement which last week shows, was to be expected. The reports from the docks at the upper lake ports indicate that they are practically filled with coal now, and that only enough will be sent up the lakes to supply the current demand and to piece out the stock piles. This shows that shipments for the remainder of the season will not be heavy. Shipments for last week were distributed as follows:

Chicago	32,200 tons	Toledo	1,850 tons
Milwaukee	22,400 tons	Houghton	1,500 tons
Superior	19,700 tons	Ft. William	1,000 tons
Duluth	13,200 tons	Bay City	750 tons
Manitowoc	5,000 tons		

Total 97,600 tons

More generally among the members of the bituminous trade is the opinion prevailing that the demand is better than it was. Men who have been rather pessimistic on the trade conditions up to this time are now talking and feeling better. It is thought here that consumers, especially those who use considerable coal during the winter, are putting in stocks and preparing for cold weather conditions of coal delivery. This is taking more coal. Conditions along the Mohawk valley are encouraging, as the factories will soon switch from water to steam power and require more coal. Orders from that section show that supplies are being purchased. As to whether prices are better or not seems to be a mooted question. Some of the sales agents have increased prices, and they report that they have not had any difficulty in getting them. There is a tendency to boost prices, but it has not been very productive of material results as yet. Mine run seems to be commanding 85@90 cents at mines, a slight increase over the former price.

In considering this subject of prices and the prospects of an advance, it is worthy of note that consumers and operators are both willing to close business at present prices, for six months; and quite a number of contracts have been closed up. The shippers feel that there is now an overproduction of coal, and that prices will not get much better, until some of the new operations are closed down; consumers feel that prices are certainly not going any lower and that they will tend to go higher in the winter, when the usual trouble will be experienced in getting shipments through.

There is still much trouble in getting gondola cars at the mines. Reports to the sales agents indicate that the shortage now is about the worst it has

been this fall. One company which has its own cars and is rarely short, reports that they are not being returned to them promptly and that they are experiencing some delays. Many of the mines seem to be several days behind in their orders. This car shortage, if anything, will allow the companies to raise their prices.

Coke Market Shows a Decided Improvement.

A decided improvement in the coke market is noticeable this week. The apple and other fruit crops are very heavy and many evaporators in this vicinity have started up. As they all use coke, this business has materially increased the demand. No better prices are being quoted, as the betterment has not lasted long enough as yet. General demand for coke also seems to be better.

During the past ten days the Buffalo, Rochester & Pittsburg railroad has been increasing its motive power and rolling stock in order to take care of the increased business that is being handled. Since the extension of the line into Indiana county, Pennsylvania, the coal traffic has materially increased and the lumber traffic is heavier. Last week the road received from the Brooks Works of the American Locomotive Co. at Dunkirk, ten new freight engines. The engines are among the heaviest ever built and were designed especially to haul coal trains over the heavy grades of the middle division of that road. They are simple engines and have four drivers on each side. Besides the engines, the road also received 500 new coal and coal and lumber cars. The coal cars are of the large steel hopper variety, with a capacity of 100,000 pounds. The hopper floors start almost from the top of the sides and extend to near the middle, thus leaving no place from which the coal has to be shoveled. The other cars are intended for either coal or lumber. They are a wooden car, with short sides.

John Ball, who has been in the hospital for some time, is now reported as improving rapidly, after submitting to a second operation.

Grant H. Jones, general sales agent of the Shawmut Coal & Coke Co., has returned from a vacation trip to the World's Fair, which he says he much enjoyed.

Among the visitors calling on local coal men during the week were H. E. Northrup, secretary of the James J. Child Coal Co. of Troy; Charles H. Kimball of Muskegon, Mich., and J. H. Frank and Traveling Agent Crosby of Frank Frank of Woodstock, Ont.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., Oct. 21.—(*Special Correspondence.*)—Despite irregularities in weather conditions during the week the anthracite market continues to develop more business, is stronger and becoming more of a seasonable character in its demand than is general when unfavorable weather prevails. Orders are coming in with greater regularity and dealers are urging shipments, indicating that the needs of the trade are genuine and that stocks are not in large supply for the season, which will undoubtedly call for increased tonnage as the winter approaches. The production at the mines is of slightly larger proportions and this will now likely continue and increase as the market requires. There is no surplus of coal accumulating and shippers have just about enough to keep them going. For the special grades and on one or two sizes of the free burning variety, there is a strong demand and some slight shortages are reported, which, however, does not interfere to any extent, as the arrival of coal from the mines is quite regular, permitting the filling of all orders without great delay. In some directions there is a shortage of available cars for present use and while it is expected this will improve as loaded cars will be released and return to the mines, yet any marked activity in the trade might prevent this by the greater demand. It is thought that some business is being induced in the far east by the lower ocean freights prevailing and that dealers having room for another cargo or two are calling for shipments to replenish same. The demand for the steam grades are also improved and no one anticipates any further depression on them now that they are in demand for heating purposes.

The bituminous market is maintaining the improvement of a week ago and more coal is now going forward to all territories. It is not likely, however, that this condition may be interfered with by a greater shortage in the car supply, which is even now delaying shipments in some instances and growing complaints are heard in regard to it. While the Pennsylvania railroad is still giving a fair car service, it can give no promises as to the future, and it is rather anticipated a greater shortage will be caused by the heavy demand now being made upon them from the west and Pittsburg field, which greatly delays the cars in getting back to the distributing yards. The feature in the trade is still the demoralized condition of coastwise freights, which has prevailed for two weeks and is thought to be developing some business from that territory that would otherwise have been deferred until later in the season. Most of the tonnage to the east continues to go from the Virginia cape ports, which are equally favored by low rates and are making charters down to sixty cents to Boston. The movement of coal all-rail to the New England territory is much better and is taking a large amount of coal from the mines which is gratifying to the producing interests, enabling them to increase the mine production somewhat. In the coastwise vessel market there is a good supply of all kinds of vessels and rates are badly demoralized. Quotations from here to Boston, Salem and Portland range down to 60c; sound ports, 50c; Lynn & Newburyport, 75c; Portsmouth, 60@65c.



Baltimore Coal Conditions.

BALTIMORE, MD., Oct. 20.—(*Special Correspondence.*)—Of the greatest interest in coal circles was the announcement this week that the Union Trust Co., which owed its temporary suspension to its heavy investments in the Crane's Nest Coal Co. and the South & Western Railway Co., had sold its holdings in the property to the Clinchfield Corporation, composed of Baltimore and Philadelphia capitalists, who intend to commence the immediate development of the 120,000 acres of coal lands that are gained by the purchase. The Trust Co. is now fully rehabilitated and is relieved of an asset that was

considered out of proportion to its financial strength to develop to a paying basis. The directory of the Clinchfield Corporation includes: Messrs. James Clarke, president of the Drovers' & Mechanics' National Bank, of this city, who has been elected president of the corporation; Miles White Jr. and J. Southgate Lemon, both of Baltimore; George L. Carter, of Bristol, Tenn., and Archer A. Pelegar, of Virginia. The board will be enlarged by the election of two or three Philadelphia capitalists in the near future.

The Clinchfield Corporation has a capital stock of \$2,300,000, but no bond issue. The lands lie in Wise and Dickinson counties, Virginia. The South & Western railway operates sixty-nine miles of railroad and has graded extensions amounting to sixty-five miles. It is planned to extend the line to make connections with two of the southern trunk lines. At present the outlet from the coal fields is via the Norfolk & Western.

Some of the best known mining engineers in the country have declared the Clinchfield tract as being of enormous value.

Improvement is Noted in Coastwise Movement of Coal.

That there is a great improvement in the coastwise shipment of coal is apparent. The number of charters is increasing rapidly as compared with the previous six months. Up to September, Baltimore shipped in 1904 but 1,529,220 tons, and it is expected that the last quarter will bring the total up to at least two millions and a quarter.

Ocean coal rates are quoted this week as follows: Bath, Maine, 85c; Portland and Boston, 80c; Providence, 75c; Jacksonville, 90c; Galveston, \$1.25; Savannah, 75c; Port Royal, S. C., \$1.00; Charleston, 90c; Wilmington, 85c; Velasco, Tex., \$1.50; Tampico, Mex., \$1.40; Vera Cruz, \$1.40; Key West, \$1.80.

The charters for the last two weeks are as follows:

Schooner Sallie C. Marvil, to Savannah, 75c.
Schooner Thomas F. Pollard, to Cardenas, \$2.00.
Schooner John R. Penrose, to Cardenas, \$2.00.
Schooner Dorothy Palmer, to Portland, private terms.
Schooner George Taulane Jr., to Beaufort, S. C., private terms.
Schooner Henry O. Barrett, to Boston, private terms.
Bark Boyston, to Havana, private terms.
Schooner J. R. Teel, to Port Jhos, private terms.
Schooner Malcolm B. Seavey, to Port Tampa, private terms.
Schooner Francis M., to Boston, 85c.
Schooner Joel F. Sheppard, to Savannah, 75c.
British steamer Holmlea, to Havana, private terms.
Schooner Edward F. Briry, to Portland or Boston, 75c.
Schooner The Josephine, to Savannah, private terms.
Schooner Van Lear Black, to Savannah, private terms.
Schooner Elizabeth Palmer, to Boston, private terms.
Schooner Benjamin F. Packard, to California, private terms.

There is a great revival of the coal carrying business of the Baltimore & Ohio railroad and the twenty engineers recently laid off by reason of the lack of tonnage from the Maryland coal fields have been reinstated and new men are fast being engaged. Undoubtedly the road is enjoying now the best coal business it has had for several years.



Boston and the New England States.

BOSTON, MASS., Oct. 21.—(*Special Correspondence.*)—The anthracite coal market is considerably firmer than it was and is resulting in quite a number of orders. The cooler weather of a week ago extending up to the first of this week had the effect of stimulating the demand at retail materially, and this is just commencing to be felt in the wholesale market by a better supply of orders for prompt shipments. It is thought that the fall trade is now well under way and will continue to improve as the season advances. The majority of orders come from the inland points, which in cases are seemingly in actual need for supplies to furnish present wants. The trade farther east and upstate business is also good and promises to develop a large tonnage as colder weather makes it necessary. The sound and shoalwater ports are not yet filled up to their capacity and are taking in a quiet way additional cargoes and this will no doubt be continued in the latter ports until ice makes. Shipments to and from the sound ports inland by rail are thought to be somewhat reduced from former years, a larger proportion of it being influenced by the all-rail route from the mines by reason of the competitive rates and better facilities in handling the coal at delivery points. Stocks are not considered heavy at either wholesale or retail, while consumers on the average are carrying less coal in their bins than they did a year ago, all of which must augur for more activity and a greatly increased tonnage as the needs become more pressing. In the local retail market there is more activity and dealers are fairly busy. Prices are unchanged from the advance of a week ago and well upheld.

In the bituminous market things are slightly better. Consumers' orders are increasing in volume and number as their needs demand, due to the advanced season and the improvement in business generally. The better grades are moving off quite freely and show no accumulation of any moment. The extremely low ocean freights may be partially responsible for this, shippers believing that the sale of coal will be possible where the advantage of the reduced rate is allowed, it ranging from twenty to thirty cents per ton. It is not seen how these low coastwise freight rates can remain for any length of time, as the very fact of their being below cost, must bring about a reaction to better figures shortly. Already many of the vessels are tying up as they reach their destinations and will remain idle until the market gets back to a more normal basis. Along the sound trade is quite active and taking a fair amount of coal on old contracts as well as new business. Prices on Georges Creek coal hold firmly at \$2.75 Philadelphia, \$2.68 Baltimore, and \$3.05 New York harbor. Pocahontas and New River is quoted at \$2.40 f. o. b. the loading ports and the Clearfield grades at \$2.10@2.30 Philadelphia and \$2.40@2.60 New York. The tone of the water freight market is weak. Rates are quoted from the lower ports to Boston at 60c, while New York rates range from 50@55c.

Eastern General and Personal Notes.

George W. Moore, of 29 Broadway, New York city, returned to his office the first of the week from Wilkesbarre, Pa., where he spent several days on business.

Charles Berg, general sales agent of the Commercial Coal Mining Co., of Philadelphia, was in New York last week on a business trip in the interest of the company.

J. Barnes, New York sales agent for Alfred Tucker & Co., returned on Wednesday of this week from abroad, where he has been spending a month's vacation, enjoying a well earned rest.

John D. Heissenbuttel, one of the oldest men in the coal trade in New York city, returned to his office the first of the week, after being confined to his home for five days with a severe cold.

President James Kerr, of the Beech Creek Coal & Coke Co., who has been abroad for a month, sailed on the steamship Baltic from Liverpool on Wednesday, October nineteenth, for home and is due to arrive about Tuesday next.

J. A. Renahan, vice-president and general manager of the Smokeless Fuel Co., sailed from England on Thursday, October thirteenth, after being abroad for three weeks, and is due to arrive at New York on Friday of this week.

Five hundred miners at Morrisdale, Pa., in the Clearfield region, who went on strike several weeks ago, because the company required them to push their cars, have again returned to work, the grievance having been amicably adjusted.

The contract for supplying coal to the United States transports plying to the Philippines, for the year ending June thirtieth, 1905, has been awarded to the Mitsui Busankaisha for Muki coal, at \$3.00 per ton, deliveries to be made at Nagasaki, Japan.

The Pocahontas Collieries Co., which controls extensive soft coal operations in the Pocahontas field, West Virginia, formerly located in the Arcade building at Philadelphia, has removed its offices to the sixth floor at No. 30 Pine street, New York city.

All of the Delaware Lackawanna & Western Co.'s anthracite collieries in the Lackawanna and Wyoming regions are again working full time, following the recent restrictions. The Auchincloss and Bellevue mines, which had been closed for some time, have also resumed.

Charles E. Lester, manager for W. C. Mason & Co. at New York, spent several days last week at the company's mines in Pennsylvania endeavoring to secure a larger production. He found the output, however, well up to the capacity of the mines, but cars for loading are somewhat short of requirements.

A. D. Hammann, with Righter & Marshall, who has been on a three weeks' trip to Michigan and Ohio, visiting the coal trade in that territory with a view to developing a larger demand for the company's celebrated Lincoln smithing coal, returned to New York the first of the week greatly pleased with the results obtained.

H. W. Henry, assistant general coal agent of the New York Central railroad, returned to his official duties last week after spending several weeks in Vermont on a hunting trip, visiting his old home and enjoying a brief rest. Mr. Henry had a very successful trip and feels justly proud of his success in securing many fine specimens of game.

M. Brook Jacobs, formerly with the United Coal Co. at New York city, has gone into business on his own account under the name of the Monarch Coal & Coke Co. and has opened an office at No. 42 Broadway, New York. He is also eastern agent for the Manufacturers' Fuel Co., of Chicago, in the handling of its coke and Maryland smokeless coal.

F. H. Wigton, general manager of the Morrisdale Coal Co., is at present in Europe enjoying a vacation and incidentally looking after the company's interests there. Mr. Wigton's company is very ably represented in that market and does a considerable steamship business. He sailed for abroad the last week in September and expects to return about the end of the present month.

Jeremiah L. Atherton, outside superintendent, and for the past forty years identified with the Delaware & Hudson Co., has tendered his resignation to Superintendent C. C. Rose, of the coal department, to take effect on November first. Mr. Atherton will be succeeded by E. G. Warriner, who has been connected with the Delaware, Lackawanna & Western railroad for several years in the capacity of mine engineer.

Retail coal men of Reading and other points in eastern Pennsylvania to the number of about two hundred met at Reading, Pa., on Friday of last week and organized the Pennsylvania Retail Merchants' Association. W. T. Snyder, of Reading, was elected president and C. Frank Williamson, of Media, treasurer. The purpose of the organization is to secure better conditions in the retail trade and to discuss jointly all matters of interest arising in the hope of improving and facilitating this business along several lines.

The Lehigh Valley railroad last week sold \$15,000,000 of the general consolidated mortgage four per cent bonds to Drexel & Co. and Edward B. Smith & Co., banking houses of Philadelphia. These bonds are the first of the \$150,000,000 issue which was authorized in 1903. The money realized will be used to retire between \$8,000,000 and \$10,000,000 of the collateral trust five per cents, which can be withdrawn at 107½, and to retire \$2,000,000 of coal pledge notes, which can be withdrawn at 102½. The balance will be placed in the treasury of the company for future needs. President Thomas, of the company, and several general officers left after the above announcement

on their annual inspection of that road by special train, meeting Vice-President Voorhees and General Superintendent Dice, of the Reading, at South Bethlehem, Pa., who accompanied them over that section of the two roads operated jointly.

Extensive improvements on the Pennsylvania Railroad are to be made in Philadelphia, to become effective in the next few months, for an increase of freight facilities, and yard room will also provide for the handling of coal in larger quantities. At Greenwich new yards will be laid out and the yards and tracks at Hamburg Junction will be extended so that there will be no congestion of coal trains. The conditions here last winter showed that the facilities were inadequate and it is intended to have the yards enlarged by the time business begins to increase so as to avoid any congestion this winter.

C. J. Wittenberg, of New York, president of the Chesapeake & Ohio Coal & Coke Co., left on a business trip to the west last week and will spend several days at the company's office in Cincinnati, Ohio. He will also visit the St. Louis fair before his return home, reaching New York the present week. The company reports considerable activity in the western market, which exceeds the present restricted tonnage going forward, brought about by the shortage of available cars on the Chesapeake & Ohio railroad, unfortunately delaying this business now that it has revived after a long period of dullness.

In pursuance of an order of the court, dated October third, Frederick E. Anderson, as assignee for the benefit of the creditors of the Weehawken Wharf Co., formerly in business at the foot of West Thirty-eighth street, New York city, will sell at public auction at the court house in Hackensack, Bergen county, N. J., Wednesday, the twenty-sixth of October, eleven tracts of land of various dimensions located in Bergen county. These are the same premises conveyed by Joseph Greason to F. E. Anderson, as assignee for the benefit of the creditors of the Weehawken Wharf Co., by deed of December tenth, 1903.

John H. Meyer, of Meyer, Denker & Hoerig, New York city, returned last Thursday from Chicago, Ill., where he spent a week selecting horses for service in their coal business. Mr. Meyer bought forty-nine of the best stock obtainable and had them shipped on to New York, where they will be used by the firm to make up the loss of horses during the past year and to increase their facilities for the coming winter's business. Aside from the fact that these horses can be bought for less money in the west than is asked for them in the east, there is also better supply and selections can be made with greater satisfaction to fill specific wants.

An appraisalment of the estate of Joseph Stickney, which was filed last week, shows it to be valued at \$3,448,629. The total real estate holdings are \$667,884, including the property at 874 Fifth avenue, New York city, valued at \$450,000. The personal estate is \$2,310,136, which includes the testator's investments in the firm of Stickney & Conyngham, together with a special account with that firm of \$110,545. Mr. Stickney's will disposes of \$876,000, which includes \$25,000 bequeathed to various charities. The widow will receive the house in Fifth avenue and the residuary estate, amounting to \$257,629. The executors will bring an action in court to test the validity of the act taxing real estate which passes to next of kin.

Trial was begun at Philadelphia last week of a suit brought by the International Coal Mining Co. against the Pennsylvania railroad to recover \$22,898 damages for alleged discrimination in shipping rates. The International Co. is seeking to recover the sum asked as rebates upon 150,000 tons of coal shipped during 1899 and 1900, which it alleges was allowed to other shippers over this line and ranges in amount from twenty to thirty-five cents per ton. The suit is being very keenly fought on both sides, and, judging from the important witnesses that have been called upon to testify, the case will likely develop much interest to the trade and will establish its rights to ship under certain conditions and rates not considered in effect.

Relief has now been assured to the Philadelphia public schools, which have not had their regular coal supplies stored this year on account of a dispute between the board of education and the city finance committee, the latter neglecting to provide a fund for this purpose. The coal companies supplying this business for several years past voluntarily sent about 15,000 tons to various schools in order to keep them open, pending an appropriation by the council to pay the bills, though several schools were obliged to close down the past few days for lack of coal. Resolutions requesting appropriations for fuel and a schedule of requirements have now been submitted to the finance committee and it is expected that within a few days every school will have a full supply of coal to last it through the winter.

The breaking loose from their moorings alongside the pier at east eighty-first street, one morning last week, during a severe rain and wind storm, of three barges heavy-laden with coal, which drifted out in the East River southward, caused considerable excitement when it was told the police that many women and children in addition to the crews were on board. The harbor police reported that their boats were out of commission and when the navy yard was appealed to, there was no steam up on any of the vessels. Then the army headquarters on Governor's Island was beseeched to save the people and barges, but there, too, available craft was all out of commission. Next a wrecking company was notified and later all the ferry lines in the harbor, with the result that all day tugs, ferryboats and everything that was available in steam and sailing craft kept a lookout for the missing barges. Later it was reported that they, with many people aboard, had drifted down through the Narrows, past the Hook, to the open sea. In the evening the police found that all three barges had been picked up by a Lehigh Valley tug within twenty minutes after they broke loose. It also developed that the craft had drifted only two miles from where they started and one had sunk nearby after the only man aboard it had been taken off.

How to Advertise the Retail Coal Business Properly.

I am in receipt of a letter from W. M. Sanford, of the Sanford & Zartman Lumber Co., dealers in lumber and coal at retail at Freeport, Ill., part of which I am going to reproduce here. Mr. Sanford says: "I am sending you today some of our advertisements. I want to know what you think of the way of setting up, the location of our office; there was so much to crowd into a small space that it was something of a problem to know just how to do it. In the advertisement 'We make it part of our

business,' the printer made a great blunder in setting it up, and as we did not have a proof it went to press the way you see it.

"We are changing our advertisements every day, for we feel we must use valuable space, for all it is worth. I use all available means for suggestions. If I see a catch phrase anywhere I use it and work up an advertisement out of it. If one is on the lookout all the time for suggestions, it is not hard to write new coal advertisements every day. Just a word or a phrase suggests a line of thought that will make a heading

and by expanding upon the thought or idea the advertisement is then written. The other two coal advertisements in the paper sent you are good ones, but they get changed on an average of every ten days."

In this letter there are several ideas that will furnish food for thought to the intelligent advertiser who is endeavoring to get his money's worth out of his publicity investment. The matter of changing the advertisement frequently is one which I have been endeavoring to emphasize in this department. It is the only way to obtain the best results. If it is attended to systematically as outlined by Mr. Sanford, it is not a hardship, and in all probability will not require more than from fifteen to thirty minutes a day to write the new advertisement.

The intelligent advertiser should be constantly on the lookout for catch phrases, as Mr. Sanford says he is, and when he gets one which he thinks will appeal to his possible customers, if his memory is poor, he should jot it down for future use. To further systematize the writing of advertisements it is a good idea to have a box or compartment in one's desk where these catch phrases can be filed away from time to time for future use. A catch phrase which may be practical at one season of the year may not be at another, but if it is kept in reserve in this manner, there is always a surplus of material to draw on. A man writing advertisements may not feel in the mood for doing his best work every day in the year. If he is rushed with business or when he is worried by other matters, this material comes in very timely and saves him a lot of trouble.

With reference to the blunder in the advertisement of which Mr. Sanford speaks, I can not see that it is a serious one, but nevertheless in matters of this kind there should be a distinct understanding with the publisher of the newspaper that a proof must be furnished before

to run errands and it is a very easy matter to send a proof to a local advertiser. Whether there is an agreement of this kind or not, every publisher ought to do it. It is to his interest to follow this plan, and it is also to his interest to prevent any mistakes from occurring and any misunderstanding arising between him and his advertisers. Most publishers follow this policy whether there is any agreement on that point or not. If they do not, the intelligent advertiser should insist upon it in his own case.

Now with reference to the advertisements. The general typographical composition on the part of the printer is good. These advertisements occupy a space 4½ inches square in the upper left hand corner of the front page of each of the newspapers. The location is the best from the standpoint of possible results to be obtained in any daily or weekly newspaper. Generally a newspaper places its most important reading matter on the first page and that is the place where the reader looks first and to which he devotes the most attention.

Sometimes the inside pages are neglected. For this reason it is evident that a larger proportion of the readers will see these advertisements than would if they were in any other position.

There is one thing in these advertisements which is worthy of comment. This is the name plate of the Sanford & Zartman Lumber Co., which evidently is an electrotpe especially provided by the company for its advertising purposes. This is of advantage to the advertiser because it is distinctive and gives him an individuality which immediately stamps the advertisement as belonging to this company. It shows conclusively that the advertiser is taking some pains with his advertisements; that he is giving much thought to them, and at a glance tells the reader who is advertising. In the signature to these ads the name of the town where this company is located is given, together with its 'phone number and the location of its office. This make it very complete and can not be criticised. The reading matter of the advertisement is meaty and forceful and must certainly appeal to any reader and be convincing as to the salient abilities of this company to supply coal which meets the demands of the consumer whatever they may be. By way of variety, as compared with the advertisements set in type, the plate advertising Cross Creek Lehigh coal is a welcome change. I know it costs a little more to get up an advertisement of this character and have a plate made, but I believe that the additional cost is more than made up by the greater results. I

would not suggest that an advertiser should have a plate made for each advertisement, because the expense would probably be too heavy, but a change now and then from type to a zinc plate gives variety and relieves the monotony which comes from sameness of general style. I do not think of any adverse criticism than can be made from a scrutiny of the four advertisements which are reproduced. I am convinced that the Sanford & Zartman Lumber Co. is thoroughly conversant with the general proposition of making its advertisements pay direct results.

Hurry up!
Get that

CROSS CREEK LEHIGH

HARD COAL

Everybody wants a GOOD THING and that is what this is

Sanford & Zartman Lbr. Co.

Exchange Street
Near Browster House

FUEL VALUES.

Are hard for the consumer to ascertain. It requires experience and acquaintance with the different coals mined to know fuel values. We have years of experience and a knowledge of fuel values. We will sell nothing but the best, giving a dollar's worth for every dollar spent with us. Talking about fuel values, our

**OLD RELIABLE
NEW KENTUCKY LUMP**

is a stand-by. This is coal all the way through. The price is right. There is little waste in clinkers or ash. If you want a soft coal that will wear well, give us a trial order. This coal has helped to build our business. We believe you will like it if you want a coal that will stand the test.

**Sanford & Zartman
LUMBER CO.**

Main office 60 Exchange St. Phone 7, both lines. Branch office, 115 Mechanic St. Phone 42, new line. Freeport, Ill.

**We Make It
Part of Our Business**

to know how to satisfy every customer individually, for we realize that what pleases one won't please another. Some will burn nothing but wood, while others will have only soft coal for the kitchen range. For the heating stoves and furnaces the majority use hard coal. There are many grades and kinds of these various fuels. If you will tell us your fuel wants we will do our best to furnish you the fuel best adapted for your individual need. Our knowledge of fuel values is at your service. Command us.

**Sanford & Zartman
LUMBER CO.**

Main office 60 Exchange St. Phone 7, both lines. Branch office, 115 Mechanic St. Phone 42, new line. Freeport, Ill.

WANTED!

New customers to share with our old ones in the satisfaction of burning the best quality of fuel that comes to Freeport.

HARD COAL.

There are many different kinds, but ours stands at the top for preparation, heat value and general excellence. A trial order solicited.

**Sanford & Zartman
LUMBER CO.**

Main office 60 Exchange St. Phone 7, both lines. Branch office, 115 Mechanic St. Phone 42, new line. Freeport, Ill.

the advertisement goes to press or it will not be paid for. In this manner the advertiser can guard against mistakes and the publisher can avoid the responsibility for them. In most newspaper offices a boy is employed

Talks in the Field of the Retail Dealer.

Written for The Black Diamond.

My attention has been attracted to several schemes which have been operated with good effect recently in connection with the coal trade in different parts of the country.

The prime object of all these plans has been to increase the business of the dealer originating them.

One of the most novel has come from New York state, and I think it can be commended both from the standpoint of business aggressiveness as well from the standpoint of philanthropy.

An enterprising company in one of the inland towns determined to make a donation to the leading hospitals and institutions of its town of twenty, fifteen and ten tons of coal in three distinct lots.

A voting scheme was originated which was somewhat as follows: Every citizen of the town or city was enabled to cast a vote for the institution which in his opinion was most worthy of the three separate donations. Three votes were permitted for each person. The first one was to determine the institution which should receive twenty tons of coal; the second the one which should receive fifteen tons of coal, and the third the donation of ten tons of coal.

If I am not mistaken the donation was anthracite, showing that the coal company was going into philanthropy on a large scale. My information is inaccurate as to whether voters were required to purchase coal before they were permitted to vote, but judging from the number of votes cast I am rather inclined to think there was no such restriction placed on the voting.

Votes Recorded Numbered Several Thousand.

Evidently the coal company desired to attract as many people as possible to its office and adopted this plan of doing so. Judging by the votes, which numbered several thousand for each one of the institutions, it succeeded in its purpose.

Such a scheme as this ought certainly to be good advertising. After it is thoroughly launched anyone who had any interest in any of the institutions under consideration would tell all his friends about it and within a short time such advertising would spread through the community until there was no one but knew about it.

If the contest waged fast and furious, as it evidently did in this instance, then the advertising benefit would be all the greater.

The votes in this contest were confined to public institutions, such as hospitals, homes for old people, homes for orphans, and everything of a paternal and philanthropic nature.

To increase the interest while the contest lasts it is only necessary to publish at the close of each day or several times a week a result of the vote up to that time. Owing to its very character, newspapers at most points would be glad to publish such results free of charge, but if they were not so inclined the coal company could accomplish much the same thing by pasting a bulletin in its window at the close of each day, giving the result, something as follows:

Institution—	Votes.
St. John's Hospital	1,327
Old Ladies' Home	1,323
Orphans' Home	1,119
Old Soldiers' Home	997

Such a bulletin as this would attract all who had voted to the office, whenever it was possible, to see how the matter stood, and in very many instances it is probable that there would be telephone calls to ascertain the result.

How the Vote Should Be Recorded.

The vote should be recorded in a large book which is subdivided into the names of the different institutions which are being voted for. Under each heading record the name and address of the one who voted for the institution and in this way a record of all the votes can be kept and the persons voting, and how they voted. As each name is recorded it should be numbered so that the last name always shows the total number of votes cast for that institution.

This method of keeping track of the votes is simple and accurate. It also prevents any discrepancy in the final vote, which is likely to result if the tally is kept in any other way. In some instances numbered tickets are also issued to voters containing the number of their name on the books of the coal company and the institute name on the ticket as a safeguard against mistakes.

There may be some objection to this scheme on the part of dealers located in the smaller cities and towns due to the fact they do not feel as if they could afford to donate thirty-five tons of coal outright to several institutions.

Where the trade will not warrant it the number can be reduced to ten, eight and five tons, or even less. Most charitable institutions are very glad to receive even a load of coal free, and the appreciation of the public in such instances is generally sufficient to make it worth while to conduct such a voting contest.

The contest should last a month. It ought to begin on the first day of the month and close on the last. As is usual in such voting contests, the first week there will be only a slight interest, but as the vote grows it will increase.

Modification of this Plan for Smaller Towns.

In the smaller towns a modification of this plan can be adopted by proposing to supply a six-ton lot of coal to the most worthy church and a three-ton lot to the one receiving the second largest number of votes. The only trouble with this plan is that the church with the largest membership, which does not always need such help, will be the one that will usually be benefited.

A similar contest can be held with reference to public schools of a city, if there are more than two, permitting not only the parents but the children to vote on the schools which should be so favored.

As a means of attracting attention to the retail coal business this scheme is practical and not any more expensive than some others that have been adopted in the past. Its greatest practicability will come in connection with the introduction of a new coal into a community, however, for this coal can be offered as the one which will be donated. In the west the grates of most philanthropic institutions are such that bituminous coal can be burned and where this is true a new coal, if it has any merits, can be successfully introduced.

Some of my old-time friends may object to this scheme on the ground that if they donate the coal they will lose the sale of just that tonnage to the institution. I quite agree with them that they will during the present season, but next year or later in the winter, when the fuel supply of the institution needs replenishing, they are most likely to get the contract if they can furnish coal at anything like a competitive price.

Most philanthropic institutions find it difficult to make both ends meet and a little help of this character goes a long way. It establishes the coal man in the eyes of the community as a public benefactor and the loss he sustains by giving away the coal in this instance will be more than made up by the new business he will gain and the advertising which it will give him and his business.

How a Boston Coal Company Is Advertising Itself.

Boston has come forward with a scheme which is attracting some attention to a certain coal company in that city.

The Boston *Herald* offered a prize of five tons of coal to the reader of that paper who successfully solves first a proverb contest which it held. The Boston Coal Co. is the donor of the coal in the contest and as a consequence is receiving a large amount of advertising in *The Herald*, for which it would otherwise be obliged to pay a good price and which would not be nearly as effective. In all probability the donation, which amounted to about thirty-five dollars, has been paid for with several hundred dollars worth of "pure reading" matter, which has been of great benefit to this company. One article which recently appeared was as follows:

"The time is not far distant when the five tons of coal offered by *The Herald* as one of the prizes in the proverb contest will be a seasonable commodity, and the fortunate contestant who becomes its owner will have a good start toward his winter's supply.

"This coal has been purchased by *The Herald* from the Boston Coal Co., 101 Milk street, one of the leading coal dealers in Boston, and is the best quality mined, and may be the furnace or stove size, at the option of the party gaining this particular prize.

"The Boston Coal Co. is among the largest dealers in Boston in its line and have extensive wharves at 278 Albany street.

"The company has offices in New York, Baltimore and Syracuse, and conducts a business of large volume, handling the best quality of anthracite and bituminous coal, making a specialty of Lehigh Valley coal, which has a reputation among the coal trade as being of high quality. Also Georges Creek, Pocahontas and New River coal.

"The company does both a wholesale and retail business—its wholesale department supplying many large consumers among manufacturing corporations and business houses, and its retail department supplying the needs of numerous households in Boston and suburbs.

"Mr. M. H. Klous is manager of the Boston establishment.

"Upon its being determined who is entitled to this generous supply of coal, *The Herald* will give an order on the Boston Coal Co. for the amount."

I call attention to this for the reason that when the hat is being passed now and then in the community the coal dealer can obtain distinct benefits by climbing on the band wagon and contributing a ton of coal or several tons to help the thing along.

A Difference Between Charity and Business.

mixed. That if there is charity it should not be coupled with any proposition which involves advertising the merchant.

I do not look upon any such proposition of this character as charity. I regard it purely as business. Charity is where a donation is made without the hope of getting anything in return, but is done for the public good. Business is where a donation is made for the results that it will bring. Quite frequently to aid a worthy object with this in view benefits not only the worthy object, but it benefits the merchant who has sense and business acumen sufficient to take advantage of the opportunity.

I do not believe that a donation of a ton of coal should be made indiscriminately to every one who solicits it, or that it ought to be made always with the expectation that the next day will bring dollars and cents in direct return. Frequently it requires some time to get it all back and a profit on the investment. Like all other business propositions, it ought to be studied carefully and conscientiously before it is made.

As for direct charity, which is meant as such, I do not believe it ought to be advertised in any way. The good old Scriptural admonition is good enough when it comes to that, about not letting your right hand know what your left hand doeth.

THE YARD MANAGER.

The Westbourne Coal Co., of Knoxville, Tenn., recently increased its capital stock from \$50,000 to \$65,000.

Western Retail Notes.

B. F. Hedlund, Dayton, Iowa, has secured a position as manager of a coal yard at Fort Dodge, Iowa.

Becker Bros., Dubuque, Iowa, coal and wood dealers, will shortly open up a branch yard at Waterloo, Iowa.

The Dower Lumber Co., Henning, Minn., has recently built a coal shed on the southwest spur track at that point.

The Duluth Elevator Co., Duluth, Minn., has made all preparations to handle coal this winter at Hazelton, N. D.

S. A. Ault, Lorain, Ohio, has recently been appointed manager of the Lorain & Elyria Coal & Ice Co. at that point.

The B. F. DeWalt Coal Co., Wolcottville, Ind., has erected large coal sheds adjoining the Wabash tracks at that point.

C. H. Pratt, Cropsey, Ill., has recently purchased the coal business of Mr. Compton at that place, and will take full charge.

T. L. Hammond, Milford, Ind., has sold his coal business to Noah Miller, of that city, who will conduct it in the future.

Nels Mikkelsen, of Estevan, Canada, recently made a visit to New London, Minn., in the interest of the Estevan Coal & Brick Co.

The Crystal Ice & Coal Co., of Newark, Ohio, recently built a new scale and opened up a new office on South Second street, Newark.

The contract for supplying the schools of Boone, Iowa, with coal this winter has been awarded to W. H. Hunter, who will furnish it at \$1.70 per ton.

I. T. Spangler, of Walnut, Iowa, is erecting a coal shed just west of his elevator at that point, where he will handle all kinds of coal for the retail trade.

Charles Swecker, of Hartwick, Iowa, has purchased the lumber, coal and salt business of Hans Reif, of that place, but will not take possession until spring.

Metz & Fritz, of Miranda, S. D., are building a coal shed at that point, after which they will get in a supply of coal sufficient to meet the demand this winter.

The Imperial Coal Co., Omaha, Neb., was recently incorporated with an authorized capital of \$10,000. The incorporators are T. F. Swift and M. S. Brown.

M. Kent & Co. of Vicksburg, Mich., have erected new coal sheds near the depot and Vicksburg is congratulating itself upon having another coal firm.

A. Silver, of Belvidere, Ill., has recently opened up a new cash coal yard at Main and Pleasant streets, that city, where he is ready to fill all orders at short notice.

The coal dealers of Decatur, Ill., have raised the price of lump coal at that place to \$2.50 per ton. The teamsters have also raised the price of hauling coal there.

Wilson, Jacobson & Hastings, successors to Armstrong & Hastings, Grinnell, Iowa, carry a large stock of hard and soft coal and are doing an extensive fuel business.

It is stated that Cleveland (Ohio) manufacturers will unite this winter with the coal dealers in making strenuous efforts to thoroughly stamp out the theft of coal from cars.

T. B. Collicott, Lake City, Iowa, recently sold his coal business at that place to R. F. Brooks and Amos Hollister, who have made a number of improvements on the property.

The Lead-Deadwood Gas, Light & Fuel Co., of Deadwood, S. D., went into bankruptcy recently and it is stated that claims aggregating something like \$50,000 have been filed.

The Dawson Coal Co. was recently incorporated at Quincy, Ill., with an authorized capital of \$2,500. The incorporators are: George D. Roth, John L. Pipe and J. W. Hammerschmidt.

Lump coal is offered at Des Moines, Iowa, at \$3.00 per ton. The dealers, however, have announced their intention to maintain their prices despite this \$3.00 rate made by some of the retail firms.

The stockholders of the Arcola (Ill.) Grain, Coal & Telephone Co. recently held a meeting for the purpose of electing directors for the coming year. H. O. Snyder and Joseph Coombe were re-elected.

Olson & Holen, of Argyle, Minn., are erecting a new coal shed at that place, which it is said is being built on wheels so that it can be moved to the Soo tracks, when the switch is built next summer.

The Lampert Lumber Co., of New Richland, Minn., is building a new coal shed at its yards at that point, which, when completed, will be about sixteen feet wide by eighty-eight feet long and ten feet high.

Bids for furnishing coal for the library building at Mankato, Minn., were recently opened and the contract awarded to Neil Cook, who will furnish fifty tons of Big Muddy coal at \$4.00 per ton, delivered.

The Baldwin Coal Co. was recently organized at St. Louis, Mo., with an authorized capitalization of \$5,000. The incorporators are: Augustus Thomas, Alice A. Thomas, Elihu B. Thomas and Charles H. Austin.

The coal firm of B. T. Railsback Sons was recently incorporated at Hopedale, Ill., with an authorized capital of \$10,000, for the purpose of

dealing in coal. The incorporators are: M. M. Railsback, R. J. Railsback, and L. W. Railsback.

Spokely Bros., of Neilsville, Minn., recently purchased the burnt coal from the large elevator fire at Climax, Minn., and will store it until they can find a market for it. The amount paid was \$7,000 and they expect to realize quite a profit on it.

The price of coal at Decatur, Ill., is now \$2.50 a single ton and \$2.35 delivered in five ton lots for bituminous. This is the price of screened lump and the arrangement was made with the teamsters to deliver five ton lots of coal at thirty-five cents the ton.

Coal dealers at Warren, Ohio, were swindled recently by a well dressed young man who ordered a load of coal at several yards, tendering checks, which were immediately cashed, the price of the coal being deducted. The checks were afterward found to be forgeries.

James Cleary, of St. Paul, Minn., a pioneer of that state, passed away recently at his home in St. Paul after a brief illness from pneumonia. Mr. Cleary came to St. Paul in 1866 and engaged in the coal business, with which he was connected up to the time of his death, and conducted an office at 91 West Third street for a number of years.

The coal contract for supplying the city heating plants, and the dredge and fire stations of Council Bluffs, Iowa, was divided, and one contract went to Alderman Gilbert, who will furnish coal to the dredge and fire stations at \$3.65 per ton in carload lots. The other contract was awarded to the Council Bluffs Coal & Ice Co., which will supply the city heating plant with mine run at \$3.46 per ton.

Arthur S. Ainsworth, of the S. P. Bennett Fuel Co., Grand Rapids, Mich., has proposed a new system for the handling of coal, which will probably be adopted by the dealers there another year. The dealers, instead of carrying a large supply of coal in their yards, will only take orders for immediate delivery during the summer and the coal will be delivered directly from the cars, thus saving them the extra expense of handling and storing.

*Eastern Retail Notes.*

A meeting of the coal dealers in a number of towns in western Vermont, was recently held at the Berwick House, St. Albans, Vt., at which matters of mutual interest were discussed.

The Butnam & Cressey Co., Lynn, Mass., was recently organized with an authorized capital of \$15,000. The officers of the new company are: President William H. Butnam; treasurer, J. Harris Cressey.

The Herkimer Coal & Fuel Co. was recently incorporated at Herkimer, N. Y., with an authorized capital of \$10,000. The incorporators are: William H. Link, Bertha H. Link and Percy F. Coleman, of Herkimer.

The John H. Rhodabeck Coal Co. was recently incorporated in East Orange, N. J., with an authorized capital of \$3,000. The incorporators of the new company are: John M. Rhodabeck, Thomas F. Carr, John E. Connelly, all of East Orange.

A fire was recently discovered in Rice's Coal & Wood Yard, at Utica, N. Y., which threatened the coal sheds for a time, but was finally extinguished without a great amount of loss. The fire was confined to a pile of hard wood.

George C. Paddock, of the coal firm of Paddock & McFadden, Massena, N. Y., was recently married to Miss Mary Lucia Miller of that city. Mr. and Mrs. Paddock will reside in Massena after a short wedding trip to New York and vicinity.

Coal dealers of Clyde, N. Y., have been called to account for selling coal too cheaply the last few weeks and have been given to understand by representatives of the big coal companies that they would have to sell at uniform prices from now on.

The New York & Long Island Coal Co. was recently incorporated at Richmond Hill, N. Y., with an authorized capital of \$10,000 for the purpose of dealing in fuel. The incorporators are: Florence M. Cochrane, Joseph W. Goodwin, Richmond Hill, N. Y., and H. G. Kosch, of New York city.

The New York Central railroad on Saturday, October tenth, handled 1,734 eastbound freight cars out of Dewitt, N. Y., of which number fully one thousand carried coal. It is stated that the amount of coal will steadily increase until the middle of the winter. Nearly all the coal handled by this railroad is bituminous.

Coal dealers of Harrisburg, Reading, Norristown and Pottstown, Pa., recently held a meeting at Reading, Pa., for the object of discussing the trade outlook and also to devise some plan for protecting themselves against persons who have obtained credit from them and abused it. Another meeting is to be held in a short time.

The Northampton Co-operative Coal Co., Northampton, Mass., was recently dissolved, after the shareholders had held a meeting at which plans were discussed for placing the company on a firmer basis, which plans did not meet with general approval. The company has met with no serious troubles, but has not found the advantages from a co-operative concern so great as it anticipated.

News comes from Providence, R. I., that a fire is burning in a 1,200-ton pile of coal at the Pomeroy yard of the Eastern Coal Co. at that place. The big pile of coal will have to be shoveled away, as the fire is at its base.

The John Bowman Hardware & Coal Co., London, Ont., has been placed in the hands of a receiver. It is said that the liabilities are something like \$100,000 and the assets about \$75,000.

Eastern Coal and Coke Notes.**New Eastern Enterprises.**

The Buck Ridge Coal Co., Mt. Carmel, Pa., is making improvements at its workings near Brady, Pa.

The Coal Run Coal Co. of Osceola, Pa., was recently formed with an authorized capital of \$15,000. S. L. Meloy, 1314 State St., Harrisburg, Pa., is treasurer of the company.

The Pennsylvania Fuel Co. was recently incorporated at Washington, D. C., with an authorized capital of \$225,000, the incorporators being: Peter Reinhalter, A. W. Reinhalter, E. H. Bond and others.

The Stafford Coal Mining Co. of Piedmont, W. Va., was recently incorporated with an authorized capital of \$25,000, the incorporators being: F. A. Housed, Cumberland, Md.; J. O. Hofford, G. T. Stafford, Baltimore; R. L. Somerville, Underwood, W. Va., and N. Allen Stockton, Philadelphia, Pa.

The Colfax County Coal & Coke Co. of New York city, was recently organized with an authorized capital of \$30,000, to deal in and mine coal and manufacture coke. The incorporators and directors of the new company are: F. E. Jennison, A. B. Banker and C. McFarland of New York city.

The Standard Coke & Steam Coal Co. was recently incorporated at Pittsburg, Pa., with an authorized capital of \$150,000, for the purpose of operating a field of 1,500 acres of coal lands in the vicinity of Wheeling Junction, W. Va. The following officers and directors were elected: Walter Kennedy, president; Max W. Kurniker, secretary; W. W. Giffin, treasurer; Alex H. King, H. Fred Mercer and J. C. Boyer, directors. The company expects to begin mining by January first.

General Eastern Coal and Coke Notes.

D. A. Duncan, of Claremont, Minn., recently erected a new coal shed near the elevator at that place, preparatory to handling the winter trade.

The Pittsburg Coal Co. recently purchased over four hundred acres of very valuable coal land in Amwell township, Washington, Pa., for a consideration said to be \$41,900.

The Fayette City mine of the Monongahela River Consolidated Coal & Coke Co., Pittsburg, Pa., recently resumed operations, after a somewhat extended period of idleness. Over 300 men have been given employment and the demand for coal at southern ports is very good.

The Orchard City Coal Co., Burlington, Iowa, recently purchased the office formerly occupied by the Phillips Coal & Lime Co. and moved the same to its coal yards on the corner of Fourth and Division streets, where it is being used as an addition to the company's present office.

Soft coal is selling for \$6.25 per ton at Garretson, S. D., and hard

coal is bringing \$9.25. Dealers rather expect that the price will go lower, but are advising their patrons to lay in a supply, as the market is so unsteady that the price might be advanced instead of lowered.

W. E. Goodman, an old coal man of Saginaw, Mich., who recently sold his interest in the firm of Goodman & Winkler, that city, has again embarked in the coal business, with offices at 114 South Jefferson avenue, Saginaw, where he will do a general wholesale and retail business.

J. H. Long, of Springfield, Ohio, has announced that one of the worst coal famines ever known in that part of the country will be experienced this winter. The shortage will be due to the lack of railroad facilities for handling the coal which is being mined, coal cars being very scarce.

Coal dealers of Grand Rapids, Mich., are confident that coal has reached the highest price that will be asked this winter. The ten cent advance has been made the first of each month since April. The maximum price, which was reached September first, is \$8.25, with five per cent off for cash.

The William Connell Coal Co., Scranton, Pa., is completing the work of concreting the sides of its national shaft, near that city. This shaft is one of the oldest in the valley, and of late the water has been washing away the shafting from the sides, which would in a short time have resulted in much damage.

A. E. Black, of the firm of Black & Toomey, Oskaloosa, Iowa, recently sold his interest in the business to his partner, Patrick Toomey, who will assume full charge of the business and will still retain his office at 323 High avenue west, Oskaloosa. Mr. Black has also sold his coal mine to his brother, George F. Black.

The dwelling house occupied by the stable boss at Hungry Hill Coal Mine, Barton, Allegheny county, Md., was recently destroyed by fire, said to be the work of incendiaries. The wire cable used on the incline plane was cut at about the same time. The mines are the property of Gorman & Bro. of Baltimore.

The Union Trust Co. of Baltimore, Md., has sold its interests in the big coal and railroad project, connected with the Crane's Nest Coal Co. and the South & Western railway, the development of which it undertook in Virginia a few years ago. The Union Trust Co., besides having a large financial interest in this project, was the syndicate manager for the capitalists associated with the company in this enterprise.

The Baltimore & Ohio railroad, Georges Creek branch, has been the scene of great activity the past few days. A number of engineers, who had laid off on account of general depression in business, have been ordered back to work, and it is stated that without a doubt the Baltimore & Ohio road is enjoying the best coal business it has known for a number of months. Business has greatly improved at the mines and the Georges Creek region.

The estate of the late Joseph Stickney of New York has been appraised at \$3,448,629 in real and personal property. He was a member of the firm of Stickney & Conyham, coal merchants at No. 1 Broadway, New York,

Delaware, Lackawanna & Western Railroad Co.**MINES AND CARRIES TO MARKET****SCRANTON COAL****S. C. SCHENCK, Agt.****Shipments "All Rail," and from yards and docks at Chicago and Toledo.****Soft Coal Department: BLACK BAND**
Mined in West Virginia.

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and his interest in the business amounted to \$2,420,681, including his running account. The will contained specific bequests of about \$876,000, of which \$25,000 went to charity. The balance of the property was willed to Mrs. Stickney.

The Fink Coal & Coke Co., Uniontown, Pa., recently held an important meeting, at which the following directors were elected: Dr. H. S. Bute, C. L. V. Bute, N. A. Rist, J. C. Moore, Robt. McBurney, J. D. Frisbee, B. P. Patterson, S. W. Dunn and David Junk. The officers elected are: H. S. Bute, president; N. A. Rist, vice-president; Robt. McBurney, secretary, and John M. Core, treasurer. The company owns 10,000 acres of excellent coal lands.

The Scranton Coal Co., Scranton, Pa., is about to resume work on its big shaft in the north end of the city, after a suspension of fifteen days. The new shaft is located on the Carter estate and will take the place of a mine in Dutch Gap, which has been declared unsafe. It is said that it will take at least two years to complete the work and that when it is completed, it will be not only the deepest, but the most modern and best equipped shaft in the state.

John Serena, a pioneer coal operator of the Monogahela valley, died recently at his home in Seventh avenue, McKeesport, Pa., after a short illness, as a result of appendicitis. Mr. Serena came to McKeesport in 1849, accompanied by his widowed mother, and secured work in the mines, and by attending strictly to his duties, pushed himself forward until in 1878, he went into business for himself, as president of the Serena Coal Co. This business is still carried on and is conducted by his son, J. Elmer Serena.

The Connellsville Central railroad, in the lower Connellsville coke region of Pennsylvania, will shortly be absorbed by the Pennsylvania railroad and will be opened for traffic within a short time. The grades are such that heavy trains, even with one engine, are possible. The new line reaches all the coke plants by an easy grade. The tonnage and capacity will be doubled as a result of the improvement. The lower Connellsville field will be virtually covered with railroads, when this new branch of the Pennsylvania is in operation.

W. L. Barton of Scranton, Pa., recently purchased the Simpson-Hollenbeck washery, located on the Williams tract in Fell township, Pa., and has put a number of men to work tearing it down, intending to remove the washery to his new place on the east side, where a tunnel is being driven. This is the same vein of coal which Mr. Barton has been working for the past two years. He will also build a new breaker on his newly acquired tract and expects to ship a large amount of coal besides looking after the local trade of Scranton.

Southern Coal and Coke Notes.

New Southern Enterprises.

The W. F. Hailey Coal Co. was recently incorporated at South McAlester, I. T., with a paid up capital of \$25,000. The directors are: W. E. Hailey, W. P. Hailey and J. T. Lockard.

The Consolidated Anthracite Coal Co., Spadra, Ark., is erecting a breaker which will be one of the largest in the south, having a capacity of 100,000 tons of coal per year. It is expected that this mammoth breaker will be finished by the first of December.

The Blount Mountain Coal Co. has been incorporated at Birmingham, Ala., with an authorized capital of \$40,000, for the purpose of opening extensive mines in Blount County, Alabama. The incorporators are: F. W. Hopkins, president, and F. I. Wood, general manager.

The Barge Line Coal Co. was recently formed at Birmingham, Ala., with an authorized capital of \$25,000, to mine coal, and construct and operate barges. The incorporators are: J. W. Miller, of Green Pond, Ala.; F. G. Moore, Ensley, Ala.; J. W. and F. Vanderhuerk, of Vance, Ala.

The Black Jack Oil, Gas & Coal Co. has been incorporated at Oklahoma City, Okla., with an authorized capital of \$1,000,000 to develop oil, gas and coal lands. The incorporators are: Wm. W. Mead, John S. Walthen, Cleveland, Okla.; Wm. H. Stedman, W. E. and W. W. Phelps, of Choctaw, Okla.

The Monogahela Consolidated Coal & Coke Co., at New Orleans, La., will shortly install a floating dock plant at that point costing about \$40,000, by which 100 tons of coal may be loaded on a vessel in an hour, and a large loading contract may be taken care of by ten or twelve men instead of 100 as at present.

The Cumberland Plateau Corporation was recently formed at Chattanooga, Tenn., with an authorized capital of \$500,000. The incorporators are: Mark Packard, T. R. Preston, W. D. Carswell, Samuel B. Smith and R. S. Faxon. The company will control valuable tracts of coal and mineral land in two counties and it is said that it will build large furnaces near Chattanooga.

The Westbourne Coal Co. was recently organized in Knoxville, Tenn., to operate mines on the Hog Camp branch of the Knoxville, La Follette & Jellico railway, which is not yet completed, being in course of construction. The mines have been opened and are equipped with electric haulage and other modern machinery and when in full operation will be one of the finest equipped plants in that region.

General Southern Coal and Coke Notes.

H. H. Richards, a retired coal operator of Henderson, Ky., died recently at his home in that city.

The Norman Coal Co was recently formed at Frankfort, Ky., to do a wholesale and retail coal business.



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"Big Vein Lehigh" "Best" Gas

"Wilkes Barre" "White Oak Steam

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CAPACITY
2,500
TONS
DAILY.



MINES NEAR
CARTERVILLE,
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SOLE
PROPRIETORS
HURRICANE
COAL

A 600 ton daily capacity
Luhrig Coal Washing
Plant operated in con-
nection with mine.

HURRICANE

COAL

Trade Mark.

The Big Hill Coal Co., Louisville, Ky., was awarded the contract for furnishing coal to the Frankfort (Ky.) penitentiary.

W. L. Jarvis, president of the Jarvis Coal & Coke Co., of Greenville, Ky., recently resigned that important position on account of ill health. His successor is W. A. Wickliffe.

The Bon Air Coal & Iron Co., of Nashville, Tenn., recently opened up offices in the new Fourth National Bank Building at Atlanta, Ga., Mr. A. A. Dickerson, of Nashville, being in charge.

The Tennessee Central railroad has ordered six heavy freight engines to be used for handling the increased coal traffic over its road. The engines are to be used in the Cumberland mountains.

The Royal Coal & Coke Co., Knoxville, Tenn., and the Minersville Coal Co., of Minersville, Tenn., were recently consolidated, H. S. Pless, of the latter company, having purchased the interest of Geo. Heck in the Royal Co.

Coal operators of South McAlester, I. T., recently held a meeting to devise some plan for securing more coal cars. The operators say they can keep steadily at work now until spring, but are very much perplexed over the shortage of cars.

The Agostitlan Coal Co., Ltd., Mexico City, Mex., was recently incorporated with a paid up cash fund of \$30,000. Alfred Stoffel, a coal expert, and Arthur Pellandt and Felipe Estrada, capitalists of Guadalajara, Mex., are interested in the new enterprise.

The Eastland and Clifty coal mines have been opened in Tennessee and have begun the shipment of coal. The Eastland mine is owned and operated by the Bon Air Coal & Iron Co. of Memphis, which also operates at Bon Air and Ravenscroft, Tenn.

The Black Creek Mining & Manufacturing Co., Birmingham, Ala., which was recently incorporated there with an authorized capital of \$20,000, has opened up a mine in the vicinity of Horse Creek, Walker county, Ala. The company expects to be shipping coal by the first of November.

The majority of the coal mines in the vicinity of Birmingham, Ala., belonging to the furnace companies, are now in full operation, and large consumers of coal are experiencing no difficulty in securing quantities of coal sufficient for their needs. The places of striking union miners have been filled.

W. B. Wilson, national secretary of the United Mine Workers of

America, recently addressed the miners in the vicinity of Jellico, Tenn., and advised them to stop the strike in District 19 and to accept whatever settlement might be possible at the conference which is soon to be held at Knoxville.

Mine operators of Birmingham, Ala., who are running their mines on the open shop plan, owing to a strike of their men, have announced that they will grant them an advance in wages and it is stated that a number of the men are returning to work. The increase in wages will be substantial, as the demand for coal is increasing.



Literary Notes.

Mr. L. Frank Baum, author of "The Wizard of Oz," and of other popular fairy stories for boys and girls, will contribute the leading serial to *St. Nicholas* for the coming year. It is called "Queen Zixi of Ix," and its illustrations are to be a new departure for *St. Nicholas*—they will be all in color, sixteen full pages and more than sixty small pictures printed with the text, the work of Fred Richardson, formerly a Chicago artist but now living in New York. The story is one which ought to keep the interest of *St. Nicholas* boys and girls throughout the year.

A noteworthy article in the November number of *The Century* will be the first complete account of the explorations of the American Museum of Natural History, under the William C. Whitney fund, into the evolution of the horse in America. The story of these explorations, which up to the present time have brought together more or less complete remains of 771 fossil horses, has been prepared by Henry Fairfield Osborn, Dr. Costa Professor of Zoology in Columbia University and Curator in the Museum, who has had charge of the work. The article will be interestingly illustrated and should excite the pride of Americans in the unexampled completeness of the fossil resources of the great New York museum.

Those who follow every caprice of fashion, as well as those who have only the usual desire to appear becomingly dressed, will find the November *Delicador* exceptionally interesting and suggestive, while in the matter of fiction and general literature an equally high standard is maintained. The second part of Richard Le Gallienne's exquisite dream tale, "Poet, Take Thy Lute!" contains some inimitable lyrics, and there is also a curious tale of the western coast by Ethel Watts Mumford, and a short story by Dane Coolidge, "Lone Turkey of Pinal," containing many elements of interest and originality. W. Jay Mills has procured the material for a most interesting chronicle of the social events and personages of Old New York, which is given in this number of the magazine and illustrated with photographs never before published. W. G. Fitz-Gerald tells the story of the trials and heroism of the woman missionary abroad in an article that is graphically illustrated, and the romance of Mozart and his Constance is related in the "Composers" series. Dress in its relation to health is discussed by Dr. Grace Peckham Murray, and there is a delightful paper in the "Joy of Living" series, while for the young people, Clara Morris, Ada Marie Peck and Albert Bigelow Paine contribute pleasant and instructive reading. The interests of the home are treated thoroughly, with regard for the special demands of the Thanksgiving season.

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THE BLACK DIAMOND

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General Review of the Markets.

There is one feature in connection with the coal trade of the country this week which seems to be general. This is the shortage of cars for the transportation of coal on current business. In practically every bituminous field this condition obtains. In some of them it prevails to a greater extent, while in others it has only manifested itself thus far in a mild form. It seems to be a growing feature of the situation, and especially with reference to the bituminous industry. A week ago there was a shortage of cars in most of the eastern bituminous fields, but in practically all of them this week it has occurred, growing much more serious in some fields than at any time since last winter. In the eastern bituminous states shipping to tidewater the situation has become such that railroad lines are taking steps to prevent it from becoming still worse. For instance, out of the New River field on the Chesapeake and Ohio, a rule has been adopted that all coal moving to tide shall be loaded in fifty-ton cars. It is expected this rule will be beneficial, inasmuch as it will release a number of smaller cars for western shipments, which are behind current orders to a considerable extent. The main trunk line roads east to tidewater are short of cars, which is resulting in a reduction of the output of bituminous coals in western and central Pennsylvania. The officials of these main trunk lines are enforcing car service regulations very rigidly to prevent the situation from growing any worse, hoping by taking it in time to prevent a serious congestion at terminal points.

Perhaps the worst situation in the east is being experienced on the railroads leading from the bituminous mines in Pennsylvania to Buffalo. There has been a large increase in the requirements of coal at the latter point owing to the resumption of a number of industries in the western part of New York state. Evidently the railroads were not prepared for the substantial revival of business which has occurred and they have been unable to move the tonnage the trade has called for, with the result that prices are advancing and the market is in a healthy stage. A continuation of the car shortage in that territory, however, would result in considerable annoyance, especially if the demand for coal increases as rapidly as it has recently. Connecting lines at Buffalo for Canadian territory are also in bad shape, this being particularly true of the Grand Trunk. It is reported that this rail line is unusually short of equipment, and that many consumers in its territory will be unable to secure coal to meet urgent requirements unless there is an improvement in its service. It is asserted at Buffalo that the Grand Trunk announced early in the season it would be in much better shape this year to take care of coal traffic and that it was making preparations to this end. The present situation is as bad as any experienced last fall, but undoubtedly steps will be taken to bring about an improvement before cold weather occurs.

Car Situation is Feature of Most Importance.

In the west there is much delay in getting through coal from the eastern bituminous fields, due to the shortage of cars and the fact that lake shippers are making every effort to get coal moved to lake ports before the close of navigation. In the Hocking Valley field of Ohio there is still a shortage of box-cars, referred to in the columns of THE BLACK DIAMOND last week. The situation has undergone very little change during the week, most of the large factors among the producing companies confining their efforts to getting as much coal as possible up the lakes before the end of the season.

In southern Indiana there has been an important shortage of cars during the week and very few of the mines have worked even on half time. In the northern part of the state the car supply has been better than in the southern section, but has not been up to all the requirements of the industry. In Illinois conditions have been much the same as in Indiana, with the exception that transportation from the mines to terminals has apparently taken a longer time than normal, indicating that there are probably congestions at switching points and that the railroads are somewhat short of motive power. The situation

west of Chicago has not shown any serious features yet, but inside of a fortnight it is expected that movement of coal will be delayed largely, owing to the heavy grain movement which always occurs at that season of the year.

General market conditions in the coal trade have shown an improvement during the week as a result of the advancement of the season and the near approach of the time when fires in households and in office buildings will be required at full force. In the anthracite trade there has been a decided improvement in all quarters where the Pennsylvania product is sold. In the eastern states the shoal-water ports have nearly all taken in their supplies of coal, but in the larger cities and in the line trade there is a more active demand and the volume of tonnage moving forward for immediate consumption is rapidly increasing. Owing to the short supply of cars at the mines the production is not as large as expected at this season of the year, and some shortage in the prepared sizes most in request at this time has occurred. In some instances it is reported that stove and chestnut are in very short supply, and that orders are waiting for fresh mined coal before they can be filled.

In the steam grades of anthracite in eastern markets there is an increasing demand, but storage stocks have not yet been taken in large quantities except in buckwheat size, which it is feared will be in short supply the greater part of the winter. This shortage apparently has originated in the greater favor in which this coal is held by the consuming trade, as the demand has been active throughout the season.

Anthracite Trade is Showing More Activity.

In the western anthracite trade colder weather the latter part of the week resulted in a more active demand from city householders, but prior to this there was an increased movement to the smaller cities and towns, due to the liberal buying of the farmer trade. In most parts of the west country roads are in excellent shape and farmers are taking advantage of this favorable condition to take in their coal at the present time. City dwellers are more reluctant to take in supplies, but with the first appearance of anything like cold weather they will also be more liberal buyers. Movement of anthracite lake and rail westward during the week has shown a slight increase and is nearly up to the normal point again. Totals for the month of October, however, are likely to be disappointing. Movement all-rail to the west is suffering slightly by reason of the short car supply, but otherwise is made with fair dispatch.

In the bituminous trade there has not been any sufficiently cold weather to cause the usual fall activity, but large consumers who have not yet taken in supplies are taking warning from transportation conditions and are in a more favorable mood toward buying than they have been at any time for several months. The dealer trade is taking a fair amount of coal, which is resulting in increasing firmness in the prices prevailing in the better grades of domestic.

Eastern tidewater demand for bituminous coals has shown a slight increase and the outlook is considered encouraging. Some producers and shippers are endeavoring to contract for vessel tonnage for some time in advance of their requirements, which is an indication of future stability. At Buffalo prices have advanced slightly as a result of the light supply of cars and inability of the railroads to get the coal forward promptly. Canadian territory is much more urgent in its demands for coal and the situation is showing evidence of increasing firmness. In the Pittsburgh district there has been a slightly better tendency on run of mine coal, which is five to ten cents higher per ton f. o. b. the mine.

The most important feature of the west is the critical labor situation in Illinois. There the coal operators and hoisting engineers are deadlocked over negotiations for the new wage scale, which should go into effect next Tuesday. The operators have sent their ultimatum to the hoisting engineers, and if the latter do not recede from their position a break in wage agreements seems to be likely to be followed by a strike.

Reports from Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., Oct. 28.

Weather conditions the middle of the week were against a large consumption of coal in western territory and naturally resulted in a falling off in the demand. This indicates that demand for coal is based almost wholly on the state of the weather at present. With a lower temperature there will doubtless be a rush of orders, but as long as it continues mild, business will be on a hand-to-mouth basis, receding or increasing according to the height of the mercury in the thermometer. Transportation conditions at nearly all points continue to be a feature of importance. Shipments of eastern bituminous coals westward are more or less interrupted by this cause and by the shortage of cars at the mines, which is giving a firmer tendency to the market. In the western producing fields there is not so much complaint at the lack of cars as is caused by long delays in getting cars through to destination on schedule time. With the first of November there will be slight advances in some descriptions of domestic coals, but no general advance will occur. Hocking is the most notable example and it is believed the advance on domestic lump will amount to fifteen cents a ton at the mines, applying to deliveries from the docks as well as to deliveries all-rail.

In the western anthracite trade there are no special features. Shipping agents report that the demand is increasing, but aside from this the market shows comparatively little change.

The worst conditions as to transportation are probably being experienced out of the smokeless fields located on the Norfolk & Western railroad. This rail line had much difficulty in obtaining a water supply for ten days prior to last Saturday, which resulted in a bad accumulation of loaded cars at the mines. The water supply is now sufficient to meet the demand of the locomotives, but the congestion is of such a nature it will probably require a fortnight to relieve it under the most favorable conditions. In the meantime, movement of coal westward will be more or less restricted and this condition of affairs is already being felt in the Chicago market, making it difficult for shipping agents of Pocahontas coal to meet their current obligations in filling orders.

Some of the Conditions Pertaining to Transportation.

In the movement of coal from the Fairmont and Pittsburg districts of West Virginia and Pennsylvania the week has not witnessed any change. There is still the same complaint of a shortage of cars for lake delivery and mines are working on only part time owing to inability to get the coal moved after it is produced. In individual instances the supply of cars at the mines has been less than ten per cent of the requirements, while in others it has probably been much more and the general average has been considerably better than this, the situation is far from being as satisfactory as it ought to be at this time of the year. There is also considerable complaint of a shortage of cars in the New River field, much of that tonnage going to tidewater, instead of the west, owing to the better transportation from the mines eastward. Splint operators in the Kanawha district of West Virginia complain of a shortage of box cars for western shipment, but are fairly well supplied with open cars. Some difficulty is being experienced, however, in getting prompt dispatch to lake ports for vessel movement, even from that field. In the Hocking Valley field there continues to be a shortage of box cars and some of the larger producers are refusing to take any more orders in this class of equipment until they have caught up with that already on their books.

Movement Out of Western Fields is Slow.

In the Illinois and Indiana fields, while movement of loaded cars is some better than it was, it is not as good as it ought to be at this season of the year. Coal from southern Illinois fields moving to Chicago frequently requires from eight to twelve days to get through to destination, whereas the maximum time under ordinary conditions ought not to be over five or six days. This is causing some annoyance to producing companies, but not as much as it would if it should occur later in the year, the chief concern being that it will not continue when the movement becomes heavier, and prompt dispatch is more urgently required by those who have not taken in coal. The general embargo placed by one of the north and south lines on the Chicago market has been removed. Operators have been asked to consign coal intended for the Chicago market to themselves as much as possible to prevent its being refused after it arrives at destination.

At the head of the lakes there is still a shortage of cars for movement to the west and southwest, but the temporarily warmer weather has resulted in a slight lull in the orders and the situation is not quite as bad as it was last week. This promises to be a critical portion of the west, however, as soon as colder weather develops and it looks now as if there might be considerable difficulty in getting all the coal out from the docks that will be required owing to the delay on the part of the consuming trade in placing orders. Westward shipments out of Chicago and Peoria are going through in fair time and there is no complaint from that source yet, although the grain movement has commenced and will become a factor sooner or later.

Western Anthracite Demand is More Active.

In the western anthracite trade there are no important features at the moment. Shipping agents generally report that orders are increasing from most of the territory and that collections are some better than they were the early part of the season. The shipments now going out are general throughout the west, with possibly the exception of the Missouri river valley, where not as much anthracite is being used as formerly owing to the keener competition from Colorado and Arkansas coals. Owing to the better collections it is believed that consumers are taking in more coal and that in many instances have taken in their winter's supply. Business with consumers is being done more nearly on a cash basis all through the west than ever before and the reason that dealers have been obliged to secure

a longer term of credit from their shippers has been that they have not sold the coal. Now that they are beginning to dispose of it they are taking in increased supplies and are paying for that purchased earlier in the season. In the larger cities of the west only a fair volume of business in anthracite has been done during the past week, householders being negligent about taking in coal until they are obliged to do so. This throws the present activity largely into the country, where farmers are taking advantage of the present good roads and are laying in their stores. A touch of frost in the air keener and sharper than yet experienced would doubtless create a more active demand in all quarters and make the situation stronger than it has been at any time for the past three or four months.

In the movement of rail coal to Chicago about the normal tonnage is coming forward again and there is very little complaint from shipping agents. Transportation from the collieries is in fair time, and while now and then there is a complaint of a lack of box cars for loading purposes it is probably not as serious as it was a short time ago. The movement of lake coal is not up to normal of a year ago, and so far as dock supplies are concerned it is probable they will be considerably less for the season than they were a year ago. With only a month and a half remaining in which to get vessel supplies forward, and with many of the boats tied up because it is unprofitable to operate them at present rates of freight, there can not be much improvement between now and the close of navigation. Prices are steady throughout the west and individual coal which was on a speculative basis a year ago is now holding to about the same basis as that mined by the larger producing companies.

General Tendency in Bituminous Trade is Towards Improvement.

In the bituminous trade, although the volume of business coming forward is regulated by the record of temperatures sent out by the weather bureau, the general tendency is toward an improvement. Prices on the better grades of domestic and steam coals are firmer than they have been, while even better grades of fine coal produced in western fields are showing improved tendencies and there does not seem to be anything like the accumulation there was a few weeks ago. Nearly all eastern coals are on a firm basis, owing to the inability to get them through promptly—a railroad situation.

On eastern smokeless coals in Chicago the market holds very firm, not only on lump and egg, but on run of mine. There continues to be more or less scarcity of the prepared sizes of New River and Pocahontas and circular prices of \$2.00 f. o. b. the mine or \$4.05 f. o. b. Chicago are being well maintained. Most of the shipping companies are still behind with their orders on this description of coal. On run-of-mine there has been no advance in price, but there is a feeling that if the present market continues one will come sooner or later. Movement of this coal westward has not been adequate to meet current business during the week, and in one or two instances sales agents are refusing to accept new orders for immediate delivery from the mines until they have caught up with the business they have in hand. The railroad situation has been an important factor in bringing about this greater strength in the market. Tug river screened run-of-mine coal, where preparation is good, is held on the basis of \$1.10 f. o. b. the mine or \$3.15 Chicago. Standard run-of-mine is generally held at \$2.95 f. o. b. Chicago, but there has been an accumulation of some coal during the week in western hands, which is said to have been slightly off in quality which has sold as low as \$2.85 f. o. b. Chicago or eighty cents at the mine. This is having a slight influence toward demoralizing the market, but it is expected that it will shortly be cleaned up when the market will regain its former firmness. Tug River for eastern shipment is held firmly at 95c@1.00 f. o. b. the mine and producers are obtaining this price, so there is reason to believe the western situation will improve.

There has been some trouble in the Kanawha district over the wage scale which remains unsettled, some of the mines being closed down, which is resulting in a smaller production and somewhat more urgency on the part of buyers to get coal forward. There is also some complaint on the part of producers of a light supply of box cars for western shipment, which is also interfering with production. Demand continues on a steady basis and is very much improved over what it was the early part of the fall. Prices hold to about the same level as formerly on the basis of \$3.20 f. o. b. Chicago for Kanawha splint in open cars and \$3.30 f. o. b. Chicago for box cars. Other grades of splint range up to \$3.55 on the Chicago f. o. b. basis for Winifrede in box cars. The market is steady to firm and circular prices are well observed. Fairmont steam lump has been shaded slightly in one or two instances during the week in the Chicago market, ranging from \$2.75@2.90 on the f. o. b. basis. Domestic lump Fairmont holds steady at the former range of \$1.50 f. o. b. the mines or \$3.40@3.45 f. o. b. Chicago.

While the car supply out of western Pittsburg has been short during the week there has been more all-rail coal coming into Chicago with the result that prices have been shaded somewhat on three-quarter Youghiogheny gas coal. Quotations show a range of \$2.90@3.10 f. o. b. Chicago or \$1.00 @1.20 f. o. b. the mines. In some instances coal that was up against demurrage has been sold slightly below the minimum price named. Very little No. 8 Pittsburg coal is coming forward, owing to the light demand for it. Quoted prices are on the same basis as a week ago.

Hocking is Slated for an Advance the First of the Month.

In the Ohio field the most interest centers in the probable advance that will occur in standard Hocking on the first of the coming month. THE BLACK DIAMOND is informed this advance will amount to fifteen cents a ton on both lake and all-rail coal, making the selling prices f. o. b. the mine for domestic lump \$1.50 or \$3.15 f. o. b. Chicago for open cars and \$3.25 for box cars. The dock price will be advanced to \$3.50 for screened lump coal. Producers of this coal claim there has been no profit in the price that has

prevailed throughout the summer. Jackson Hill coal holds to \$2.25 f. o. b. the mine or \$3.90 f. o. b. Chicago for open cars and ten cents extra for box cars. Sedalia coal holds to the basis of \$2.25 f. o. b. the mine or \$3.90 f. o. b. Chicago for lump. Nut coal rules at \$1.75 f. o. b. the mine or \$3.40 f. o. b. Chicago.

In western bituminous coals from Indiana and Illinois the price situation is slightly firmer this week. Domestic grades have been advanced in some individual instances 5@10c a ton, while other producers have maintained former figures. Carterville producers met during the week and reaffirmed the October figures of \$1.75 f. o. b. the mine for lump and \$1.65 f. o. b. the mine for egg. Nut and fine coals, including run-of-mine, were left open for future developments. Demand for this coal is said to be steady with orders from the country trade increasing. The better grades of Indiana coals, including Linton, Sullivan and Brazil block, continue on the same basis as formerly. Linton coal in the better grades and with domestic preparation is held at \$1.50@1.60 f. o. b. the mine or \$2.40 f. o. b. Chicago. Sullivan county lump coal rules from \$1.50@1.90 f. o. b. the mine for domestic preparation or \$2.30@2.70 f. o. b. Chicago. Brazil block continues on the basis of \$2.25 f. o. b. the mine for lump or \$3.05 f. o. b. Chicago. Northern Illinois domestic coal is \$2.50 f. o. b. the mine for chunks and \$2.40 for lump. Springfield domestic lump is held at \$1.50@1.60 f. o. b. the mine or \$2.25@2.35 f. o. b. Chicago. Lincoln lump rules at \$1.75 f. o. b. the mines or \$2.50 f. o. b. Chicago.

In the steam grades of coal there is a slightly better tendency on inch-and-a-quarter lump, prices having advanced 5@10c a ton. Springfield is held at \$1.85@1.90 f. o. b. Chicago; Clinton is held at \$1.70@1.90 f. o. b. Chicago, and Greene and Sullivan county on the same basis. Western run-of-mine coal rules at \$1.55@1.75 f. o. b. Chicago. Screenings are in better demand on the standard inch-and-a-quarter grades, ruling at 25@45c at the mine. Poor quality screenings are still in light request with prices low.

In the coke trade there has been no change of importance. Standard seventy-two-hour Connellsville rules at \$4.50@4.65 f. o. b. Chicago, with southern on the basis of \$4.15@4.25 f. o. b. Chicago. Gas-house coke rules firm at \$4.00 f. o. b. Chicago. By-product Solvay foundry coke is held at \$4.65 f. o. b. Chicago.



The West Virginia Mining Field.

WHEELING, W. VA., Oct. 27.—(*Special Correspondence.*)—The expected has at last happened in the Kanawha district. The growing restlessness under the wage scale which is binding in that, and in no other district in West Virginia, has continued since trade began to fall off shortly after the agreement was made. It has culminated in a strike and at present is affording a medium for considerable correspondence between the operators' representatives and John Mitchell, the United Mine Workers' president, at Indianapolis. To date nine letters have passed between them. In the meantime there is a pause for developments and nothing can be foretold at this writing. The extent of the strike is not so great and it is the correspondence feature that is of comparatively more interest.

The miners in the Cabin Creek district took umbrage at a notice posted at the mines which instructed the superintendents not to make any discriminations in hiring men between union and non-union men.

The miners' committee took up the notice question and after being advised by their officers demanded that the notices be taken down. Naturally the operators refused to do this, whereupon the men quit and the deadlock began.

Under the terms of the Charleston agreement all differences were to be settled by arbitration and when their men quit work the operators through the Kanawha Operators' Association appealed to Mitchell by a telegram. This was sent on the first of last week. No answer was received by the following Wednesday and the original telegram sent by President John Q. Dickinson was supplemented by another sent by Secretary William Brown.

All Differences in Kanawha District to be Settled by Arbitration.

The second dispatch was answered by Mitchell, who replied that he was awaiting the result of a conference between Vice-President Thomas L. Lewis and Mr. Nugent, another miners' union official, who had met at Pomeroy, Ohio.

Next efforts were made to have Vice-President Lewis use his good offices in forcing arbitration as a means of settling the dispute, and he was informed, as had been Mitchell, that the Charleston agreement provided that work should not be suspended during a dispute, and it was further cited that no request for arbitration had been made of the operators by the miners. Lewis replied that Mitchell would speak when he had fully gone into the case. Finally Mitchell wired to Chairman M. T. Davis, of the operators' executive committee to meet him in Indianapolis and discuss the situation. Mr. Davis replied that this would be impossible and instanced the delay.

On Friday, late, a lengthy telegram was received from Mitchell in which he said the men would not be permitted to depart from the spirit and letter of the agreement and that he was opposed to discriminating tactics and declared if the operators insisted on posting the notices the miners' union would meet the issue the best it could. Mr. Mitchell said he was fully satisfied the action of the operators' association in refusing to check off from all employes except those specifically included in the agreement was not in conformity with the spirit or letter of the joint contract.

Does Mitchell Oppose the Arbitration Feature?

At a meeting of the operators next day a reply was wired to the miners' president, which stated no appeal had been made to him for a construction of the agreement, but that the issue was laid down plain whether he opposed arbitration, and his telegram was accepted to mean refusal. It was also stated that the questions at issue had been fully discussed with Vice-President Lewis and other officials some time ago. "It is evident your organization stands not for arbitration as a principle, but only when it is expedient," was the parting shot in the reply. About a year ago a similar dispute as

to arbitration occurred in the Wheeling district and resulted in the miners being ordered to arbitrate by President Mitchell, after the request was made by a committee of operators.

Little change in the business situation is noted elsewhere. The complaints as to lack of sufficient car supply continue to be heard and every available car is being loaded by shippers for the lake trade, which is nearing its close. All are looking for a large domestic consumption after it is over and there is a belief that this winter will be equally as severe as last season and cause an equally urgent demand for domestic fuel. Prices continue the same.



Southern Market News and Trade Gossip.

NASHVILLE, TENN., Oct. 27.—(*Special Correspondence.*)—Trading in coal has become more active the last few days here in Nashville, all across the state and in the coal districts southward. This is not only because of the approach of winter and time for house fires and office buildings to be heated, etc., but also to a resumption of factories and the starting up of mills that have been out of season or that were closed from temporary industrial dullness. Prices are showing tendencies toward stiffening up a bit also.

Vice-President and General Manager G. A. Clark, of the Tennessee Central railroad, Charles Spalding and Henry E. Weaver, of Chicago, are among the capitalists who recently went over the coal fields of Tennessee, and it is reported that the syndicate of capitalists interested in these fields will expend about one million dollars in the near future in developing these interests. Mr. Clark states that the mines are located at Waldensia, Crawford and Mill Stone and indicates that the expenditures will be a little more or a little less than the foregoing figures.

Ben F. Cockrill Jr. has resigned a position with the Tennessee Central railroad here to become general agent of the Cumberland River Coal Co. in this city.

Strike in Alabama is Now Practically Over.

Horace Sopher, formerly of Nashville, but now vice-president of the Hobson Coal & Coke Co., of Birmingham, Ala., was here a few days ago. According to Mr. Sopher, the furnace people in the Birmingham district have about whipped out the labor unions there. "It has been the custom of the unions to strike every summer," said Mr. Sopher, "and they were giving the furnace and coal men so much trouble that the latter decided to put a stop to it. When it came to the time for renewing the scale for another year the operators refused to sign it, but notified the workmen that the union would no longer be recognized. They told them that if they did not care to work other than as union men they could quit and vacate the houses of the companies. Many of the union men had become sore and tired of the unions at any rate, for they had been paying dues right along to maintain strikes all over the country and never getting any benefit from it themselves. They are poor and it has worked a hardship upon them. Many of the miners and furnace men have gone to work regardless of the unions, choosing rather to make a living outside of a union than to suffer in one. The furnaces, etc., are now running on full time and the output is almost normal. There are several thousand men working who are not union men. Trade is picking up, prices are better, business is getting firmer and everything will be in a normal condition in the near future."

A charter has been granted to the Oneida Coal Co., of Scott county, Tennessee. The capital stock is \$10,000 and the incorporators are J. M. Terry, W. A. Terry, C. C. Terry, M. E. Terry and A. McDonald.

Gen. James T. Wilder, pension agent at Knoxville, has been over at Monterey, Tenn., for several days, looking over his coal mine interests one and a half miles from that town. Arrangements to open these mines are about completed.

Coal Prices Have Been Advanced at Birmingham.

Reports from the Birmingham district say that coal has been advanced at such a rate that the railroads have been asked by the retail dealers to quote freights on coal from Kentucky and Tennessee. The domestic consumer is now being charged \$3.50 per ton for common coal.

A deal has been consummated in Alabama whereby the Alabama Steel & Wire Co. acquires possession of the properties of the Underwood Coal Co., located at Altoona. The purchase price is nearly \$300,000 on a cash basis. This puts the Alabama Steel & Wire Co. in possession of a connecting link between its immense holdings in Alabama. Its steel mill and furnaces are located at Gadsden, while the rod and nail mills are at Ensley, near Birmingham. The new coal property is between the two and will furnish fuel for all the plants.



Kansas City and the Missouri River Trade.

KANSAS CITY, Mo., Oct. 27.—(*Special Correspondence.*)—Kansas City coal dealers and those in other cities in the southwest are coming into their own at last. The "ice" sign no longer hangs conspicuously on front porches. It has been laid aside until the summer of 1905 and householders are now busy sending in rush orders for coal over the telephone. The first spell of cold weather since last March, with the temperature low enough to make artificial heat in homes a necessity, came this week. The change was especially welcome to fuel dealers, coming, as it did, after weeks of unprecedented hot weather for the fall season in the west and southwest. Orders for coal have poured in so fast that it would seem as if every coal bin in Kansas City had been empty. Consumers hardly inquired the price, only imploring that coal be hurried to their homes. Many dealers were swamped with orders and horses that hauled ice all summer have been busy transporting coal this week. Deliveries continued far into the night and loaded coal wagons were seen on the street last Sunday. Retail dealers are jubilant, not only on account of the lively market, but because they are making a good profit on every ton of bituminous or semi-anthracite coal

they handle. The excellent trade conditions now existing in Kansas City are reflected throughout the Missouri valley and dealers and operators are more sanguine than they were ten days ago regarding the trade prospects for the remainder of the season. There has also been an increased demand for steam coal and this demand is expected to reach its normal proportions immediately after the election.

Discrepancy in Retail and Wholesale Price Said to Exist.

There is a considerable discrepancy between the wholesale and retail prices in this market—a much greater difference than there has been before in years. The operators say that the retail dealers are making a comparatively larger profit in handling coal than they are realizing in mining it. Coal has been selling at most of the mines at a big reduction in comparison with last year's prices, while consumers are paying nearly as much now as they did then. Slack coal which brought \$1.75 per ton last year has been selling as low as seventy-five cents per ton at the mines.

Southern Kansas lump coal brought \$2.75 a ton at the mines a year ago, but recently it has been offered as low as \$1.75 a ton. The quotation now is \$2.20 a ton and retailers in Kansas City are getting \$1.25 a ton for it. It costs eighty cents per ton to ship the coal from the southern Kansas fields to Kansas City.

Market is to Advance on November First.

Longwall coal from Higginsville, Lexington and Cordia, Mo., brought \$3.50 at the mines last year, but operators are offering it for \$2.50. The retail price is only fifty cents less than it was last year. The operators have been suffering from the dull condition of the market and many have quoted practically cost prices on their coal in order to keep their mines running. Mine quotations are too low to give the operators any profit and the price must, and undoubtedly will, be advanced very soon. When the wholesale prices advance the retailers will also make a raise so that the quotations of last winter will soon prevail in this market. The present retail prices in Kansas City are: Pennsylvania anthracite, \$10.50; Arkansas semi-anthracite, lump, \$5.50; bituminous, \$3.75@4.25. The expected advances probably will come November first.

The proposition of the fuel department of the Standard Oil Co. to the Metropolitan Street Railway Co., of Kansas City, to substitute crude oil or coke for coal in its furnaces has been turned down. The prices quoted would not make it profitable for the Metropolitan to discard coal as a fuel.

The five natural gas companies that are seeking franchises to pipe gas from the Kansas fields to Kansas City have not made any progress so far with their applications. The city council offered to sell the franchise to the highest bidder, but the promoters balked at the auction plan.

The city of Argentine, a manufacturing suburb of Kansas City, has three flowing gas wells which were bored recently. Pipes are being laid and it is proposed to light and heat the town with natural gas.



San Francisco and Pacific Coast Trade.

SAN FRANCISCO, Oct. 22.—(Special Correspondence.)—Since the steamship Sonoma left, the following vessels have arrived from Newcastle, N. S. W., with Australian coal, viz.:

	Tons.		Tons.
A. J. Fuller	2,460	Steinbek	2,730
Dalcarnie	2,790	George E. Billings.....	1,852
County of Inverness....	2,350	Acamas	2,980
Cian Graham	3,261		
Inverclyde	2,690	Total	23,223
Elwell	2,110		

The generous arrivals this month up to date, combined with the quantity of colonial coal now in yard, will keep our market liberally supplied for the moment. There are at present but nineteen vessels enroute, and loading Australian coal, the carrying capacity being less than 50,000 tons. At this time last year there were thirty-three vessels on the loading list with an aggregate capacity of 110,000 tons. This is evidence that there will be no overplus of colonial coal here this year for our winter demand. The cargoes which have recently arrived, combined with those listed to arrive during the year, will assuredly find eager purchasers. The freight rates on coal from Newcastle to San Francisco still remain high, and vessels difficult to procure, even at the advanced rates. This can be readily accounted for, as the inducements for tonnage to seek this port are slim, outward rates from here for the carriage of grain and lumber still remain depressed. There are no changes to note in the quotations of local coals in yard, as the wholesale dealers seem disposed to make no change in their schedule of values for the present.



Connellsville and Coke Production.

CONNELLSVILLE, PA., Oct. 27.—The *Courier*, reviewing the coke trade, says:

"The Connellsville region coke trade had a bad week. There was a loss of many thousand tons in production. The output in shipments was greater than the week previous. The reason for this is easily explained. It does not indicate a better demand for coke. For two weeks or so there was not a demand for all the coke being made in the district. Many cars were loaded and shifted to sidetracks without being consigned. Last week some of this unconsigned coke was shipped out of the region and ran the total output up higher by some 300 cars than the shipments of the week before, despite the fact that the estimated tonnage was more than 20,000 tons short.

"There has also been quite a drop in the active number of ovens in the Connellsville district. Some ovens have been blown out after a short run, while others are merely idle for a week or so until there is another spurt in the market. That ought to come soon. Pig iron producers the past

week report better indications and more business than they have experienced lately.

"Though some coke works are idle because of a short water supply, the impression is out in the market that a greater tonnage than was necessary for the healthy condition of demand and prices was dumped on the market too soon. The supply was immediately checked however, and when the boom is resumed again it will be more cautiously and carefully nursed.

Inquiries Being Made for Coke for Next Year.

"A number of furnace interests are already inquiring for prices on coke for the first half of next year. In view of the advances in pig metal the operators are not anxious to quote, although \$1.50@1.60 has been named by different operators. For prompt shipment foundry coke is held at \$1.75@1.85 at the ovens, although few operators are willing to consider this price for shipment during the first half of next year.

"The detailed report of the operation and output of the Connellsville region for the week ending on Saturday, October fifteenth, shows a total of 23,311 ovens, of which 16,261 were active and 7,070 were idle. The total estimated production was 194,335 tons, compared with 218,003 tons the week previous. This was a very material loss. There was also a decided drop in the number of active ovens in the region, some of which have been shut down temporarily owing to a short water supply with which to operate the plants and water the coke before it is drawn from the ovens. In the past two weeks there has been a loss of more than 2,000 ovens in the operating list.

Shipments Show an Increase for Week.

"The shipments last week were 10,400 cars. They were distributed as follows:

To Pittsburg	3,491 cars
To points west of Pittsburg.....	5,523 cars
To points east of Connellsville	1,386 cars

"This was a gain of over 300 cars in the aggregate shipments, compared with those of the previous week. Eastern shipments were practically the same; those to western points gained over 500 cars, while the coke sent to Pittsburg dropped off nearly 300 cars.

"In the Lower Connellsville region there are 6,083 ovens, of which 5,006 were active and 1,077 were idle. The estimated production was 59,642 tons, compared with 62,078 the previous week."



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Oct. 27.—(Special Correspondence.)—Although there are no indications at present of a rise in the rivers, the idle river mines in the Pittsburg district are fast resuming operations. During the past few days there has been a general renewal of activity which shows that river coal operators have unlimited confidence in the future. It is conservatively estimated that there are now nearly 30,000,000 bushels of coal in the pools awaiting shipment to the south. Reports from that section tend to indicate that the demand for fuel is very good. Numerous inquiries are being daily received from ports along the Mississippi river which have greatly encouraged producers. At Davis Island dam, it was stated this morning, the river is three feet below the dam and there is very slight hope for a quick rise. It is said that now there are less than five river mines out of commission in this locality, and the prospects for an early resumption are considered bright.

The vast tonnage of coal laden in barges along the river is attracting much attention. The Monongahela River Consolidated Coal & Coke Co. has nine steamers in the harbor and each has twelve to fifteen barges. They are lined up on both sides of the river. They are the Joseph B. Williams, Sprague, Tom Reese, Exporter, Valiant, Defender, Volunteer, Tornado and Ranger. Officials of the company are making every preparation for a good winter season.

Prices on Steam Coal are Slightly Higher.

In the rail branch of the industry a development manifested itself that has greatly gratified the operators. An announcement of a slight increase in prices of run-of-mine has been issued. Leading operators are now quoting this product at \$1.10@1.15 per ton f. o. b. the mine. Until a few days ago there was scarcely any difficulty in securing the fuel at \$1.05@1.10. The advance amounts to about five cents per ton and is a fair indication of the improved sentiment that prevails in the trade. The car supply is much better now than what it was about ten days ago. Shippers say that the railroads are not worrying about the expense, but are doing all in their power to furnish adequate transportation facilities. Practically every rail mine in this section is in operation.

The West Side Belt railroad was formally transferred to the Gould interests on Monday. Officers and directors have been elected for the new subsidiary line of the Wabash railroad. The following are the new directors: George J. Gould, Edwin Gould, E. T. Jeffrey, Joseph Ramsey Jr., J. W. Patterson Sr., Charles Donnelly, Frank N. Osborne, T. N. Barnsdall, F. F. Nicola, W. D. Holliday and J. T. Walsh.

These men were also elected directors of the Pittsburg Terminal & Railroad Co., with the exception of Frank N. Osborne, who was replaced by William Flinn, and with the addition of W. G. Rock. The following directors of the West Side Belt line resigned: A. W. Osborne, T. H. Given, Joshua Rhodes, J. D. Callery, M. K. McMullin, J. G. Patterson and S. H. Robbins. With the addition of J. C. Gilchrist the directors who resigned from the Pittsburg Terminal Railroad & Coal Co. were the same men. The following officers were elected for both concerns: President, Joseph Ramsey Jr.; vice-president, J. W. Patterson Sr.; treasurer, H. B. Henson; assistant treasurer and secretary, W. G. Rock; traffic manager, W. D. Holliday. The contract for the steel portion for the new freight station was awarded. The bid is said to be in the neighborhood of \$200,000.

The Pittsburg-Buffalo Co. is to develop eight new mines, involving the expenditure of about \$2,000,000. The new mines are located in Washington

county. President John H. Jones, accompanied by his brother, D. G. Jones, Chief Engineer McKinney, J. A. Taylor, engineer of the Pennsylvania railroad, and A. C. Beeson, spent two days this week inspecting and surveying the Washington county property. Work on the development of the mines is to be pushed with considerable vigor. The entries in one mine are already driven 2,000 yards. As soon as the tracks are laid and the tipples constructed a good tonnage can be loaded at the outstart. Mr. Jones stated that his confidence in the country's growing prosperity has never wavered. He said that conditions are steadily improving and that the indications for a return of unlimited prosperity are very encouraging. The company intends to furnish coal direct from the mine to the consumer. With this object in view, it has established additional retail yards in Allegheny and contemplates opening more in other cities. The Chicago, Buffalo, Cleveland and Cincinnati offices report heavy increases in the demand for the product. The company this year will ship over 2,000,000 tons of coal, which is almost double the tonnage produced in 1903.

Officials of the Pittsburgh Coal Co. and the Monongahela River Consolidated Coal & Coke Co. are making another inspection trip through the Monongahela valley. The trip is for the purpose of studying the physical condition of the various river properties, and it is expected that the results will mean improvements and the introduction of economies in operation that will make the financial statements of the company still more satisfactory.

Suspension of Ovens Reported in Coke Region.

News from the coke region substantiate the early reports that about 2,000 ovens in the Connellsville are out. This suspension was not caused by a business depression, but owing to the scarcity of water. It is anticipated that the water supply will improve and the ovens will again be placed in fire in a short time. The demand for coke is increasing.

Probably the final chapter has been put to the tremendous Cheswick mine disaster at Harwick. The mine has been abandoned by the Allegheny Coal Co., the miners employed since the mine was put in working order have been discharged and the charter of the United Mine Workers, held there, has been returned to the district office. The reason for closing the mine is not made public. It is believed the company has decided, however, that the mine can not outlive the casualty of last January, when a gas explosion killed 187 miners.

At the time of the explosion it was stated the mine was one of the best equipped in the state, and that \$50,000 had been spent in the equipment. It produced an extra fine grade of coal, much in demand. One reason for closing the mine is said to be a demand from the miners for higher wages than paid in other mines. The Cheswick mine was opened four years ago.



The St. Louis Coal Market.

ST. LOUIS, Mo., Oct. 27.—(Special Correspondence.)—A sudden drop in the temperature brightened up coal conditions materially. Coal consumers who wait until the last moment to send in orders, have commenced to take in their supply. These orders, in many instances were for small quantities, for there is still an uncertainty as to householders' movements when the World's Fair is over. Many feel that they will not remain in their present location after December first, and only want enough coal to last them until that time. This causes a great many orders for only a ton or two at a time.

The wholesale market still remains steady as far as prices are concerned. Coal is coming in at a lively clip. So much is coming in, in fact, that standard bituminous grades are practically a drug on the market. Coal is being brought over the river very promptly when it arrives on the east side. Prices on the east side are as follows: Mine run, \$1.15; shaker screen, \$1.40, and high grade, \$2.00@2.50 f. o. b. cars. Anthracite coal remains at the old price, \$8.25@8.50.

Retail prices have not changed. Twelve cents a bushel is being charged for standard bituminous and high grade is quoted at from thirteen to sixteen cents a bushel.

Burlington Road to be Extended to Southern Illinois.

The rumor which has been prevalent several months with regard to the extension of the Burlington into the southern Illinois coal fields is confirmed. The road is to be built from Centralia south through Christopher, Johnston City, Carrier Mills and to Shawneetown on the Ohio river. At Christopher the road will pass through the famous Franklin county fields, and will be extended to Joseph Leiter's plant; at Johnston City it will tap the Williamson county field, and at Carrier Mills the Saline fields, as yet undeveloped.

Arrangements have been made by the East St. Louis & Suburban railroad to put on a special car for the benefit of the miners employed in what is known as the "Nigger Hollow" mine, above French Village, who live in Belleville, Ill.

The car will leave the public square in Belleville at 6:45 a. m. and will leave French village on the return trip at 4:45 p. m. According to the terms of the agreement with the miners they will pay twelve and one-half cents a round trip on the special car, where as before they had to pay twenty-four cents a round trip.

A deal was closed at Huntsville, Mo., October twenty-second in which the Randolph Coal & Mining Co., composed of New York and St. Louis capitalists, represented by W. E. Murlin, of the Wabash Coal Co., purchased from W. E. Wayton, of Higbee, Mo., 22,800 acres of coal land in Randolph and Howard counties.

The Berry-Bergs Coal & Coke Co. reports quite an increase in its business during the past few days, since the weather has been colder. Orders are coming in well and from now on a good business is anticipated.

Mr. Kuhn, secretary of the Devoy & Feuerborn Coal & Coke Co., says this chilly weather has had a good effect on the coal business. Orders for quick delivery are being placed in goodly numbers by their customers and unless the weather changes to mild again, business will boom from now on.

Western Coal and Coke Notes.

New Western Enterprises.

The Fellows Coal Co. was recently organized at Kansas City, Mo., with an authorized capital of \$25,000.

The Baldwin Coal Co. was recently incorporated at St. Louis, Mo., with an authorized capital of \$5,000. The incorporators are: Alice A. Thomas, Augustus Thomas, Charles H. Austin and Elihu Thomas.

The Lawder Peterson Coal Co. was recently organized at Farber, Mo., with an authorized capital stock of \$50,000. The incorporators of the new company are: E. M. Lawder, R. M. Lawder and C. M. Peterson.

The Dawson Coal Co., Quincy, Ill., was recently organized with an authorized capital of \$25,000, to engage in mining operations. The incorporators are: G. D. Roth, John L. Pipe and J. W. Hammerschmidt.

The citizens of Falls City, Neb., are endeavoring to raise funds for the development of land in that vicinity which is said to be underlaid with a vein of coal. The company is to be capitalized at \$5,000, of which a portion has been raised.

The Scott County Coal Mining Co. of Davenport, Iowa, recently purchased of a Mr. Hogan of California, 1,200 acres of land, the purchase price being \$38,000. The land lies in one tract between McCausland and Princeton, Iowa.

The Montezuma Coal & Coke Co., Tacoma, Wash., recently bought out the Montezuma Coal & Mining Co. at that city and will engage in the mining of coal and other metals. The authorized capital stock of the new company is \$1,000,000.

The O. T. Glidden Manufacturing Co., Bridger, Mont., has purchased the Bridger coal mines, the town site of Bridger comprising 640 acres and water power in the Clarks Fork river, estimated at 5,000 horse power, for a consideration said to be \$500,000.

The Embree Coal Co., of Kansas City, Mo., recently filed articles showing that it was incorporated under the laws of that state with a capital stock of \$30,000, of which \$10,000 is to be employed in Missouri, the company having an office at Minden, Mo., where its mines are located.

The Cricket Coal Co. was recently organized at Oskaloosa, Iowa, with the following officers: J. B. Bolton, president; W. I. Neagle, vice-president; F. B. Shafer, secretary and treasurer, and William Cricket, general superintendent. The company is operating in Mahaska county and has 200 acres of coal land under lease.



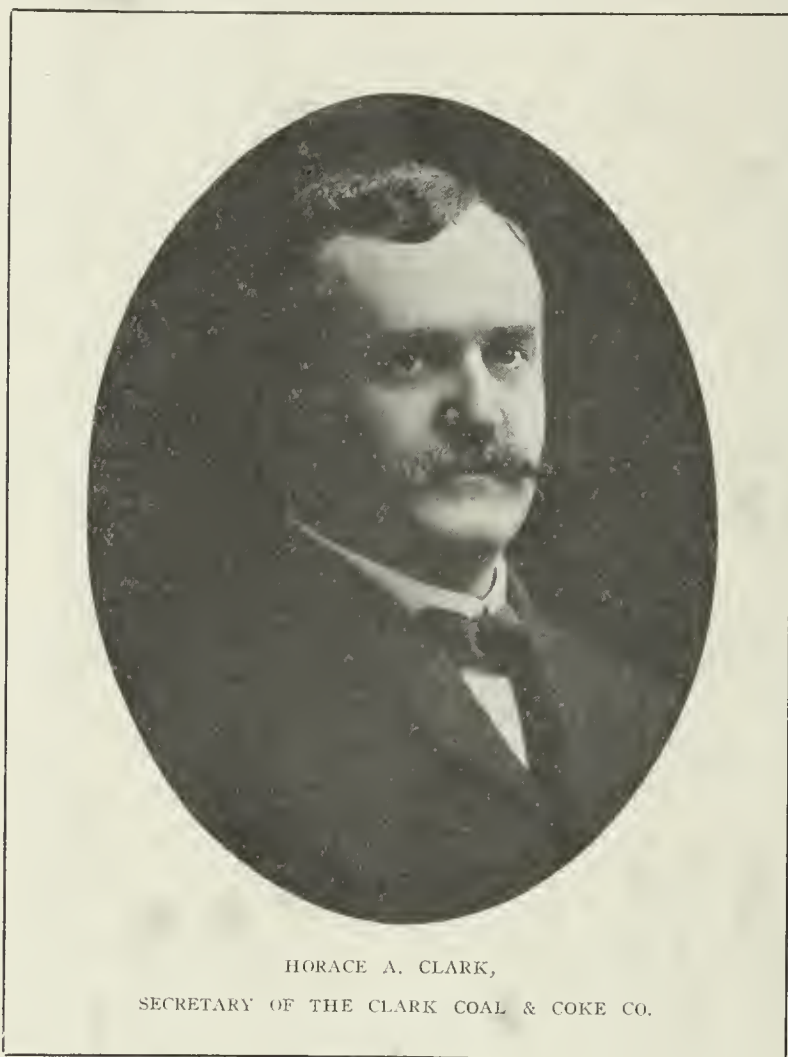
Prevailing Wagon Prices at Chicago.

	Dealers' Wagons
	Per ton.
Grate	\$6.50
Stove	6.75
Chestnut	6.75
Egg	6.75
BITUMINOUS.	
ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg	3.50
Carterville stove, washed No. 1	3.75
Carterville nut, washed No. 2	3.75
Westville-Danville domestic lump	3.00
Danville lump	3.00
Staunton lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00
INDIANA COALS.	
Brazil Block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.25
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00
OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00
PENNSYLVANIA COALS.	
Cannel lump	\$6.50
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50
WEST VIRGINIA COALS.	
Kanawha splint	\$4.25
Black Band	4.75
COKE—	
Gas-House	\$5.00
WOOD—	
	Per cord.
Slabs	\$6.00

Empire Mines of the Clark Coal & Coke Co.

Probably no mining district in the state of Illinois has made such rapid strides in the development of its mines than has the eighth district, which is located in the western part of the state. This mining field has many important advantages which are being regarded with greater and greater favor as it is developed. One of the most important of these is its excellent railroad facilities for distributing coal throughout the entire northwest. Peoria as a coal distributing market has sprung into greater prominence since the great anthracite strike of 1902. The railroads, in order to avoid shipping so much coal by way of Chicago, grant favorable rates for coal shipped through that gateway; there is always an abundance of empty cars for loading purposes, and even when the Chicago terminals are crowded with coal those at Peoria are comparatively free, resulting in the prompt dispatch of coal freight, which is a desideratum of great benefit, especially during the colder months of the year, when delays under the most favorable conditions are frequently experienced in getting coal to final destination.

Peoria as a gateway for the distribution of coal has made gains even during the past year and it is therefore quite apparent that mine operators located in that field enjoy the advantages which have been enumerated.



HORACE A. CLARK,
SECRETARY OF THE CLARK COAL & COKE CO.

It is no wonder then, that the coal mining industry has shown great gains and that new properties are being opened, equipped with facilities for supplying a very large tonnage of coal.

One of the Modern Plants Recently Opened.

One of the more recent plants opened in that field, which is illustrated on the opposite page, is the property of the Clark Coal & Coke Co., with principal offices located in Peoria. This company is singularly fortunate in having its mines located in the eastern part of the district, where the coal is entirely free from horseback, which seems to have been the principal drawback heretofore in the introduction of coal from that field.

The Clark Coal & Coke Co. early realized the advantages arising from the production of a satisfactory coal in that field and has gradually been acquiring lands and mineral rights until now it owns about 1,400 acres of frontage along the line of the Iowa Central railway. These holdings are all so situated that all the coal lands which may in later years seem desirable can be reached from the shafts which are in operation, and can be purchased from time to time as they are needed. This economy in the plans of the company will result in its greater expansion under most favorable circumstances, and will enable it to produce coal on a competitive basis at all times. One of the principal sources of expense in developing a coal mine is the cost of sinking the shaft and building the upper works, such as tippie, engine house and other necessary surface buildings. The Clark Coal & Coke Co. has already made all the expenditures that will be necessary along those lines, and its further investments will therefore be confined almost entirely to the purchase of additional lands and an extension of the underground workings, the latter being possible without making the expense of the haul to the mine shaft too great as to materially increase the cost of producing the coal.

The mine shown in the illustration is known as Empire Mine "A" and is now producing 1,000 tons of coal daily. In point of equipment it is one of the most modern properties in that part of the state. It has recently been equipped with a modern electric haulage system, which results in economy in handling the coal from the rooms to the shaft; thirty-pound rails, large pit cars, and a new boiler system, which gives the plant sufficient power for any emergency. In addition to these numerous advantages it has the usual feature of shaker screens, with which the best possible preparation of bituminous coal is obtained; a Victor Box Car Loader, which enables the company to load box cars to advantage and without breaking up the domestic grades of coal. In addition to all the other modern conveniences, which the mines opened recently in the west enjoy, there is, as shown at the left of the illustration, an elevator for the handling of fine coal. This is equipped with a roller screen which separates the coal into three sizes for steam use, making the preparation of each of these sizes excellent for the purpose for which it is intended. The number two nut made at this mine, under these circumstances, is absolutely free from slack and is sold for steam producing purposes in small plants. The number one nut runs uniform and regular in size and is very desirable for the domestic trade, into which it has already been largely introduced, and has met with significant success.

Empire "B" Mine the Pride of the Company.

The new mine of the Clark Coal & Coke Co. is located one mile west of Mine "A" and is known as Empire Mine "B." This is the pride of the company and no expense has been spared in making it as complete and as modern as possible. Mine "B" has a steel tower and tippie, built by Lucas & Sons, of Peoria, which is the best piece of work ever produced by this firm. The other equipment is in thorough keeping with the steel tippie. The engines are from the Aetna Foundry & Machine Co., of Springfield, Ill.; the boilers from the Atlas Engine Co., of Indianapolis, and the bin system, which is considerably larger than that of Mine "A," was built by the Borden & Selleck Co., of Chicago. Each of these companies and firms certainly has done itself proud in providing the construction work of the mine, and the pride of the owners in the property is justified when all the details of its construction are taken into consideration.

Mine "B" will probably be one of the large mines of Illinois, and as the screens, bins, and other equipment at both properties will be the same as to size, it is the aim of the company to produce 2,000 tons daily of Empire Illinois coal.

Probably these mines load a larger percentage of their output in box cars than any other mines in the state. Often the slack and nut coal, in addition to the domestic lump and egg sizes, are also loaded in box cars, thus insuring the safe delivery of the coal at all points in the northwest, including Iowa, Wisconsin, Minnesota, North and South Dakota, Nebraska and Illinois. Coal which is loaded in box cars is less likely to show loss in transit due to stealage and falling off from the car body as in open cars. For this reason the company loads as much as possible of its product in this way and finds that complaints from short weight and from coal reaching destination in bad condition have been reduced to the minimum.

Arranges for Care of Its Employees.

An innovation in mine management is the care taken of the employees of the company. Through the instrumentality of the Clark Coal & Coke Co. the Iowa Central railway has lately put on a daily train service between Peoria and the mines, charging the employees a nominal rate of \$1.00 per month for transportation both ways. This permits the miners to live in the second city in Illinois, send their children to the public schools and have all the advantages of city life for themselves and their families.

In the matter of transportation of coal from these mines the company is particularly fortunate as through tariffs have been issued to all points on the Iowa Central, Minneapolis & St. Louis, Chicago Great Western, Chicago & Northwestern and Rock Island systems, thus reaching the best coal markets in the west.

The main office of the company is located at Peoria and its business has grown so much that it maintains branch offices at Minneapolis, in the Lumber Exchange building, with E. F. Farmer in charge; at Marshalltown, Iowa, with G. W. McGill in charge, and at Davenport, Iowa, with L. W. McKown in charge.

While the company is among the youngest in the production of coal in Illinois, it has developed two of the best mines in the state, which, added to its already large shipping business which it continues to enjoy, places it in the front rank among the leading companies in the western coal trade.



The Crawford & McCrimmon Co., of Brazil, Ind., desires to call the attention of mine operators and engineers to its superior hoisting engine on exhibition at the world's fair at St. Louis. This engine, it is claimed, by the company, combines more strong points than any other on the market today, in its strength and proportion, beauty of design and convenience of handling by means of steam reverse, balanced double throttle valve and a brake that holds against the power of the engine. A safety stop that insures against the accident of overwinding stamps this engine as one that can not be excelled. Being the only direct motion engine at the exposition and the only one used for hoisting coal out of shaft mines, it attracts a great deal of attention. The acid proof pump, also exhibited by this company, is a novelty and the only radical new invention in the mining department. It is invulnerable against acid water in mines. These exhibits can both be seen at 14 B, Mines and Metallurgy building, and are deserving of special attention. The mine fan of this company is exhibited in one of the smaller sizes in the Mining Gulch, where it attracts the attention of coal operators and engineers in every line of mining work.



EMPIRE MINE "A" OF THE CLARK COAL & COKE CO., PEORIA, ILL.

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, Oct. 27.—(Special Correspondence.)—An insufficient supply of cars is the only thing in the world that prevents the general market, of which Cincinnati is the center and distributing point, from being ideal at this time. There is not a concern producing coal that has not orders ahead, and at good prices, and every other condition that tends toward satisfactory business is present with the exception named. The car supply is already becoming a serious matter and, from appearances, the trouble is only beginning, instead of ending, as the railroads are always handicapped in their coal business in the winter time.

Without exception every coal concern visited in this city this week reported business all that could be desired, except that cars were scarce. No further advances have been made in prices, but the market is gaining tone and strength all the time, and if present conditions continue there is little doubt but that higher prices will prevail, at least at wholesale. Very little splint lump is being sold under \$1.50 at the mines, and a great many producers are getting that price. The smokeless people are asking \$2.00@2.25 a ton for lump and egg, but are not taking any orders below the minimum quotation. It is no trouble to get \$2.00 for New River and Pocahontas lump. The river situation is growing more and more tense, and practically all the coal that can be sold has changed hands to be elevated from the river and sold through the elevators. Prices on river coal, wholesale, have not advanced, most of the sales having been made at seven and one-half cents a bushel, and a few sales at eight cents a bushel. Unless there is a rise in the river soon a number of river concerns will be out of supplies and will be compelled to buy rail coal to supply their needs. Nearly all the river elevators are now working in their yards on coal that was stored there last spring for use after all the coal afloat had been used up.

Fine Coal Market is Showing Steady Improvement.

The improvement in the fine coal market noted last week is still going on, and it is a fact that no Kanawha nut and slack is now selling below sixty cents a ton at the mines, and considerable is being sold above that price. New River and Pocahontas nut and slack is firm at seventy-five cents. As noted before, splint lump from the Kanawha, Thacker, Luhrig and Fairmont districts is quoted at \$1.50 flat.

The local retail market is enjoying the greatest prosperity. While there is some talk among the river dealers who are getting short of coal of the advisability of raising the retail price most of the dealers are not ready for an advance, and it is not likely that one will be made for some little time. Pittsburgh, Kanawha, Thacker, Fairmont, and other high grades of splint lump sell for \$3.00 a ton delivered; Luhrig, \$2.75; anthracite, \$7.50; New River and Pocahontas, \$3.25, and nut and slack \$1.60@2.00.

There is a tendency among the river dealers to raise the price of lump coal elevated from the river and loaded on cars from \$2.35 to \$2.50, and it is said that some of the dealers are now asking \$2.50. Coke is practically unchanged.

United Coal Co. Secures Large Retail Business.

Another large coal company has entered the retail field in Cincinnati. A deal has just been closed by which the United Coal Co., of Pittsburgh, takes over the retail business of the Kanawha Coal & Coke Co., which includes the large new elevator at the foot of Mill street, stables, wagons, horses, floats at the river, coal on the yard and in barges, all retail contracts, and the leasehold of the property, involving an investment at the start of over \$60,000.

A. B. Trum, for many years manager of sales of the Marmet Co., and one of the most prominent men in the coal business of the city, negotiated the deal, and becomes vice-president and general manager of the new concern, which has been incorporated as the Trum Coal Co., of Cincinnati. It is understood that Mr. Trum, who is wealthy, is largely interested in the new company. He leaves the Marmet Co. with the best of good wishes from his old employers. The United Coal Co. is the largest independent producer of coal in the river business at Pittsburgh, and it has several rail mines as well as its river mines. It is well equipped, therefore, to carry on an extensive business here. The Kanawha Coal & Coke Co. simply retires from the retail field, and will devote all its attention to the wholesale trade in the future. This company also has a number of mines which are among the best of their class. The Trum Coal Co. is capitalized at \$100,000. An excellent business from the start is predicted for the new concern.

Teamsters' Strike Not Extended at Cincinnati.

The threatened strike of the union steam engineers, union firemen, brewery workers, shoe workers and others in sympathy with the striking coal team drivers did not occur. Mayor Fleischmann, who is personally very popular among employers of labor, as well as among the laborers themselves, interested himself very much in the coal team drivers' strike, and used every effort to get the opposing factions together. He accomplished what he set about to do, and to the satisfaction of all parties concerned. The teamsters failed to win their strike, but the mayor prevailed upon the coal men to give the men their old jobs back as rapidly as possible, and this will be done as far as practicable. The teamsters' strike, therefore, is a thing of the past.

Cincinnati News Notes and Personals.

J. G. Sanford, general manager of the Clyde Coal Co., Pittsburgh, was a business visitor during the week.

P. C. Richards, the Chicago representative of the Marmet Co., spent several days in Cincinnati this week.

Alexander Cunningham, president of the Luhrig Coal Co., is home from a pleasant vacation spent at Hot Springs.

P. H. Burlingham, of the Chesapeake & Ohio Coal & Coke Co., is spending the week at the company's mines in the Kanawha and New River district

in the hopes of hurrying forward a larger amount of coal. The company is sold several weeks ahead.

T. J. Hall, the Lawrence street coal and sand man, spent a pleasant week at St. Louis and is enthusiastic regarding the fair.

Capt. Val P. Collins, of the Collins & Hartweg Co., a large Kanawha river shipping concern, is back from a ten days' visit to the world's fair at St. Louis.

E. Gallati, manager of the Pittsburgh Coal Co., Cincinnati, returned Monday of this week from Charleston, W. Va., where he went on the sad errand of burying a near relative.

George W. Theis, vice-president of the Monongahela River Consolidated Coal & Coke Co., is spending ten days in St. Louis with his family. He stopped for a day or two in Cincinnati on his trip west from Pittsburgh.

A. Bachmann, one of the proprietors of the Norwood Coal Co., Norwood, Ohio, is rejoicing over the birth of a son. Mr. Bachmann has built up a fine retail trade in Norwood, and is one of the rising young coal men of Ohio.

Pearl A. Coen, a young man of pleasing address and good business abilities, has charge of the Pittsburgh Coal Co.'s exhibit in the mines and metallurgy building at the Louisiana Purchase Exposition. He has done some good advertising work for his company during his stay in St. Louis.

F. L. Hewitt has been made general manager of the Marmet Co. The other changes in this company on account of the resignation of A. B. Trum, manager of sales, are as follows: C. W. Poysell is now manager of wholesale sales, and Thomas Bolger is manager of retail sales. All three gentlemen are well known and well qualified for their respective duties.

A. Hickenlooper Jr., secretary and treasurer of the Cincinnati Gas Coke Coal & Mining Co., attended the annual convention of the National Carriage Builders' Association at Milwaukee. He met a large number of old business friends and made a number of new ones, and incidentally took a number of orders for pea coke, which is largely used for forge work in the carriage trade.

M. O. Brooks, vice-president and general manager of the Chesapeake & Ohio Coal & Coke Co., has been appointed general manager of the Gordon Coal & Coke Co.'s property in the Kanawha district. This appointment does not interfere with Mr. Brooks' connection with the Chesapeake & Ohio Co., but gives him more work and an additional handsome salary, which makes him one of the highest salaried, if not the very highest salaried coal man in the entire country. He is widely known and well liked in Cincinnati.

William Clauss, president of the Cincinnati Gas Coke, Coal & Mining Co., has just closed with the American Glucose Co. the largest sale of gas coke ever made in America. The contract calls for 1,800 cars, or about 1,500,000 bushels of Cincinnati gas coke, and is to be delivered to the American Glucose Co.'s plants at Cleveland, Peoria and Chicago, as its requirements demand it during the year. Mr. Clauss is naturally quite elated over landing such an admirable contract. He reports the gas coke business generally quite satisfactory.

The Immenhort Coal Co. is the latest aspirant for public favor in the Queen City. Henry Immenhort, for many years connected with the Marmet Co., and for several years manager of the retail department of the Kanawha Coal & Coke Co., has organized a retail company and is already doing business under the foregoing name. Mr. Immenhort has a very wide acquaintance and it is predicted that he will do well in business for himself. He has taken a number ofoppers in the Chesapeake & Ohio terminals, and will handle for the retail trade the favorite grades of Kanawha and New River coals.

E. Gallati, manager of the Pittsburgh Coal Co., Cincinnati, tells the following experience he had during the recent coal drivers' strike: He was walking down toward his elevator, and seeing a large, able bodied man who was poorly clothed, asked him if he didn't wish a job. The stranger replied, "What at?" "Driving a coal wagon," replied Mr. Gallati. "Naw," said the other. "Do you belong to the union?" asked Mr. Gallati. "Yes, I belong t' de union," said the able bodied one. "De Loafers' Union—been in it fer twenty-one years, and I'm now a life member. No scab job fer me. Ta ta."



Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York. The recent charter of steamer Induna, 2,874 tons register, from Baltimore to Vera Cruz at \$1.40 is considerably under previous charters for the same voyage, and \$1.45 is asked for additional tonnage, which rate may be shaded later. The steamer Evelyn, 1,476 tons register, was chartered at \$1.30, Philadelphia to Havana, and although shippers to Havana have endeavored to shade this rate, they have been unable to do so, notwithstanding the fact that owners much prefer Cuban to Mexican coal at the present difference in rates. Owing to the absence of homeward business from the West Indies it is still difficult to secure tonnage to take coal in this direction, except at much higher rates than recently paid. The freight situation in other directions is unchanged.

We would quote freight rates by steamer as follows: \$1.90@2.00 to Cardenas or Sagua; \$1.30 to Havana or Matanzas; \$1.50@1.55 to Cienfuegos; \$1.40@1.45 to Port of Spain, Trinidad; \$1.60 to St. Lucia; \$1.60@1.65 to St. Thomas; \$1.75 to Barbados; \$1.50 to Kingston; \$1.25@1.30 and port charges to Curacao; \$2.25 to Demerara; \$1.75 to Bermuda; \$1.40@1.45 to Tampico; \$1.40@1.45 to Vera Cruz; 9@11s to a direct port in the Mediterranean not east of the west coast of Italy, Spain excluded; \$5.00 to Manila.

Western General and Personal Notes.

Capt. L. R. Doty, of the Northern Fuel Co., Railway Exchange, Chicago, is in the east this week on a business trip.

O. S. Richardson, of O. S. Richardson & Co., Bedford building, Chicago, is in the east this week on a business trip.

Maj. A. W. Horton, sales agent at Chicago for the Pittsburg Coal Co., is in Columbus, Ohio, this week on a business trip.

P. C. Richards, resident manager of the Marmet Co., Chicago, returned from a business trip to Cincinnati this week.

H. C. Adams, vice-president of the Jones & Adams Co., Ellsworth building, was at Springfield, Ill., this week on a business trip.

E. E. Pattison, president of the E. E. Pattison Coal Co., Manhattan building, Chicago, has returned from a business trip to Bluefield, W. Va.

A. Luellwitz, representative of Coxe Bros. & Co., Inc., at Duluth, Minn., is the happy father of a new nine-pound boy, which arrived last Sunday morning.

Ira E. Stevens, "the machinery man," Old Colony building, Chicago, has returned from a business trip to southern Illinois. He reports that he captured his share of the business.

C. L. Dering, manager for S. C. Sehenek, agent of the coal department of the Delaware, Lackawanna & Western, Old Colony building, Chicago, is in the east this week on a business trip.

T. J. O'Gara, of O'Gara, King & Co., Old Colony building, Chicago, is at French Lick Springs, Ind., this week, taking a brief vacation trip and resting from his arduous labors of the past summer.

Benjamin Moore, of the Chicago Coal & Coke Co., Old Colony building, Chicago, returned this week from an extended trip to West Virginia, where he was looking after his interests in that field.

Henry Phillips, of the Ottumwa Box Car Loader Co., Ottumwa, Iowa, was in Chicago for several hours on Thursday on a business trip. Mr. Phillips reports that demand for box car loaders continues very active.

John Murray, superintendent of the Chicago avenue dock of the Lehigh Valley Coal Co., has returned from French Lick Springs, Ind., where he went for a brief vacation and to participate in the benefits to be derived from the mineral waters.

John J. Hayes, the well known shipper of coal and coke, Plymouth building, Chicago, has returned from a week's trip to French Lick Springs, Ind., much invigorated as a result of his week's vacation and due to the beneficial effect of the mineral waters.

B. F. Bush, vice-president of the Consolidated Coal Co., St. Louis, Mo., was in Chicago this week on business. Mr. Bush reports that there is a large supply of coal in St. Louis at present and no difficulty is experienced by anyone in getting all that is required.

J. A. Teegardin, general sales agent of the New York Coal Co., Columbus, Ohio, was in Chicago the latter part of last week. Mr. Teegardin reports that demand for Hocking coal is increasing and that business is much better than it was several weeks ago.

The Kanawha & Pocahontas Fuel Co. has been incorporated at Toledo, Ohio, with an authorized capital of \$10,000 to do a general jobbing business in bituminous coals. The incorporators of the company are H. M. Barfield, L. A. Badger, L. J. Weadock and F. E. Lair.

The news has been received in Chicago of the death of Mrs. H. T. Folsom, wife of H. T. Folsom, president of the Union Fuel Co., at Lincoln, Neb. Mr. Folsom is well known in the coal trade and his sad loss will cause genuine regret among a large circle of friends.

A. J. Moorshead, general manager of the Madison Coal Co., St. Louis, Mo., was in Chicago during the week on a business and pleasure trip. Mr. Moorshead was looking as happy as ever and served up quite a number of choice new stories among his numerous friends.

A. M. Ogle, of the Island Coal Co., Indianapolis, was in Chicago the early part of the week on a business trip. Mr. Ogle contracted for a ten-foot Robinson fan for his new No. 4 shaft at West Linton, Ind., while in the city and transacted a large amount of other business.

S. W. Gilman, well known to the Chicago coal trade as the former president of the Brazil Block Coal Co., was in Chicago this week from his home at Madison, Wis., and met a number of old time friends. Mr. Gilman is now a prominent member of the Wisconsin bar, but seldom comes to Chicago.

W. P. Barker, of Barker & Son, coal dealers at Batavia, Ill., was in Chicago this week and called at the office of THE BLACK DIAMOND for a short visit. Mr. Barker regards the prospects for a satisfactory business in coal the coming winter as very favorable, due to the fact that householders have been dilatory about taking in their supply.

It is reported that D. J. Overholt, president of the Springside Coal & Mining Co., Pana, Ill., is at the home of friends in Chicago at Thirty-fifth street and Michigan avenue and is not expected to live. Mr. Overholt, it is said, was taken ill while on a visit to Chicago and his sickness developed so quickly that he was not able to return home. He is affected with heart trouble and the attending physician gives little hope of his recovery.

A. Hickenlooper Jr., of the Cincinnati Gas Coke, Coal & Mining Co., Cincinnati, Ohio, returned home from Milwaukee the latter part of last week by way of Chicago. He had been in attendance at the annual meeting

of the National Carriage Builders' Association in that city, and it is needless to say he captured a large number of orders for pea coke, which is used largely by carriage builders in forge work.

News has been received from W. P. Whitsett, general manager of the Whitsett Coal & Mining Co., Sullivan, Ind., who is now at Santa Fe, N. M., for the benefit of his health. The many friends of Mr. Whitsett in Chicago and Indiana will be pleased to learn that the climate has been beneficial to him and that he is recovering rapidly. He feels hopeful that he will be able to return to Sullivan next spring, after spending six months in New Mexico.

C. K. Pittman, the well known shipper of coal, Old Colony building, Chicago, met with an accident Saturday night which confined him to his home for several days the present week. While at the Evanston Club Saturday evening a billiard cue slipped and fell a distance of four feet on his instep, causing a very severe wound. On Sunday a physician was called in and pronounced the injury serious. Mr. Pittman was at his office for the first time on Wednesday.

The Taylor-Lair Coal Co., Toledo, Ohio, and Detroit, Mich., announces that the main office of the company is now located at Elyria, Ohio, to which point it is desired that all mail or communications shall be sent. The Detroit and Toledo offices of the company will still be retained as branches, but all communications intended for the company should be directed to Elyria. This company is the producer and selling agent of Howard White Ash coal, which is claimed to be a superior bituminous product in every possible respect, not being excelled by any now on the market.

Thomas J. Rayeroft, president of the Exeelsior Coal Co., 1290 West Twelfth street, was found dead in his room at the Jackson hotel, Jackson boulevard and Halsted street, Chicago, Thursday morning with a bullet wound in his forehead. He was last seen alive at the hotel on Tuesday. The cause of his suicide is a mystery, and after a searching investigation into his business and personal affairs the coroner's jury returned a verdict that the coal merchant killed himself while temporarily insane. Mr. Rayeroft's business affairs were in good shape, and he was said to be a man of means.

A number of anthracite shipping agents in Chicago were in New York this week as witnesses before the interstate commerce commission in the hearing of the anthracite coal road cases. Those who were witnesses included George Merryweather, general western agent of Coxe Bros. & Co., the Rookery, Chicago; J. H. M. Claggett, resident manager of the Philadelphia & Reading Coal & Iron Co.; E. M. Platt, general western agent of the Lehigh Valley Coal Co.; M. R. Kelly, of E. L. Hedstrom & Co.; O. S. Richardson, of O. S. Richardson & Co., and C. A. Eastman, western sales agent of the W. L. Scott Co.

The Otter Creek Coal Co., of Brazil, Ind., has opened an office on the ninth floor of the Plymouth building, Chicago, with J. P. Austin in charge as general sales agent. This company has been a factor in the production of block coal for a number of years, its product in the Chicago market having heretofore been sold by the Chicago & Indiana Coal Co. In addition to disposing of its output of block coal it will engage in the general bituminous shipping trade, handling all descriptions of bituminous coal and coke. Mr. Austin, the general sales agent of the company, was formerly identified with the Chicago & Indiana Coal Co.

J. C. Engley, president of the Keystone Coal Co., 225 Dearborn street, Chicago, received a telegram on Wednesday of this week stating that coal had been reached in the No. 5 vein at the company's shaft at Shelburn, Ind., at a depth of 293 feet. The telegram was addressed personally to Mr. Engley and was as follows: "We have found a seven-foot vein of A1 coal at a depth of 293 feet." It was signed by J. K. Lipprant, superintendent of the company. The Keystone Coal Co. has been producing the No. 6 vein in its shaft at Shelburn, but by sinking an additional eighty feet was enabled to reach the No. 5 vein. It will increase its output from 400 tons of coal daily to 700 tons.

The funeral of the late James H. Deatherage was held from the family residence, 317 West Sixty-first street, Chicago, last Saturday afternoon. There were a large number of coal men present at the funeral and this number would doubtless have been much larger except for a mistake made in announcing the funeral. A number of floral emblems testified to the respect and regard in which Mr. Deatherage was held by his former associates in the business world. Among those who acted as pall-bearers were several coal men, including A. E. Hostler, T. H. Cochran and B. B. Rogers. Interment was at Oakwood cemetery. Mr. Deatherage is survived by his wife, who will be well cared for, he having taken out a large life insurance policy just prior to his death.

The wedding of Miss Emily Campbell to Louis T. Carpenter, of the Chicago Coal & Coke Co., Old Colony building, Chicago, was celebrated on Tuesday of this week at high noon at St. James' Episcopal church in Chicago, the Rev. James S. Stone officiating. The bride was attended by two matrons of honor—her sister, Mrs. Harry B. Collins and Mrs. Julius James, of Cleveland, Ohio, while Miss Emilie Fiero, of Joliet, a niece of the groom, was the bridesmaid. Convo Fiero acted as best man and the ushers were Louis Lauer, William Sanford, Harry B. Collins and Joseph Brill. After the ceremony a wedding breakfast for the family and bridal party was served at the residence of Mr. and Mrs. Henry Rogers Campbell, father and mother of the bride, at their home in Superior street. Mr. and Mrs. Carpenter will travel for several weeks and will then reside in the Park Mansions in La Salle avenue.



THE BLACK DIAMOND IS THE OFFICIAL NEWSPAPER OF THE FOLLOWING ASSOCIATIONS:

The Illinois Coal Operators' Association

President, O. L. Garrison, St. Louis, Mo.; Vice-President, Jos. A. Agee, Chicago, Ill.; Secretary-Treasurer, E. T. Bent, Oglesby, Ill.; Recording Secretary and Secretary of the Commission, C. L. Scroggs, Chicago, Ill.; Commissioner, Herman Justi, Chicago.

The Indiana Coal Operators' Association

President, J. C. Kolsem, Terre Haute, Ind.; Secretary, Philip Penna, Terre Haute, Ind.

The Iowa Coal Operators' Association

President, C. H. Morris, Des Moines, Iowa; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa, Iowa; Treasurer, T. W. Carpenter, Des Moines, Iowa; Commissioner, John P. Reese, Albia, Iowa.

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Entered at the Chicago Postoffice as Second Class Matter

GOOD FOOTBALL weather means good coal consuming weather. Let us have good football weather.

NO, MY DEAR ALPHONSE, the coal men are not such arch-criminals as the HEARST newspapers try to make them out.

WANTED—A good recipe to prevent a possible car shortage in the coal carrying trade during the next six months.

THE CHICAGO *Chronicle* predicts that by 1950 every pound of coal will have gone out of the world, but advises its readers not to worry. This is good advice.

COAL MEN are now carefully preserving their weather reports. It all depends upon the chief of the weather bureau at Washington whether they wear glad smiles or are in the dumps.

THE STATE mine inspector of Alabama predicts that the production of coal in that state this year will be 12,500,000 tons as against a trifle over 11,000,000 tons last year. This does not look as if the strike of the miners had hurt the industry there seriously.

SOME OF the consumers are beginning to wish they had bought their coal three months ago. Those who continue to neglect to take in a supply will look upon the past summer as a wasted opportunity. Coal is going to be higher and much more difficult to obtain than it has been the past six months.

THE PENNSYLVANIA railroad during the past year expended \$15,630,602.06 for a fuel supply on its main line roads, not including several allied lines and branch roads. This great railroad system is probably the largest

buyer of coal in the country, but not one word is heard from it concerning the price being too high or there being a coal trust which controls the output. And when it is taken into consideration that this company pays in proportion to the tonnage which it uses just as high a price as the man who buys three or four tons, the continual howl from the latter must necessarily appear frivolous.

Interstate Commerce Commission Investigation

The resumption of the interstate commerce commission investigation of the alleged wrongful acts of the anthracite coal roads this week, perhaps, has attracted more attention than it deserved. This body, although it is sanctioned by the government, no matter what its conclusions may be, is one of the most useless organizations in our body politic. Congress has never given it power to inflict a penalty for the infraction of the law, and it must necessarily confine itself to "investigating." In the present instance it seems inclined to do as much mischief as it possibly can without accomplishing any real good. If there are any abuses in the anthracite industry—and we suppose there are some, for there is no line of business activity which is entirely free from them—the proper way to correct these abuses is not by advertising the only monopolistic newspaper publisher in the country free of charge. The way to correct any abuses, if they exist, is by sane, conservative, careful investigation and by giving *truthful* facts to the public in such a manner that they can be understood.

In the present investigation we believe it is only just to say that this has not been done. The commission has been and is being used as a means of furnishing "copy" to the most sensational portion of an ultra sensational press. The evidence relating to informal meetings of leading coal shippers in Chicago, held anywhere from three to ten years ago should never have been admitted by the commission. An investigation of this character should take into account events which are somewhat closely allied with the present. It is just as reasonable to investigate acts of crime or misdemeanor committed when shipping agents were six or seven years of age as to haul them over the coals now for alleged events which are of the dead past. If the interstate commerce commission continues its investigations along the present line it will be digging into the records of parents, grandparents and great-grandparents, not to mention the great-great-grandparents of anthracite shipping agents. If a shipping agent at any time had a forty-second cousin who committed the simplest misdemeanor during his lifetime, we assume that this would be a basis for claiming that the shipping agent was engaged in an alleged criminal conspiracy of some kind.

The present investigation of the interstate commerce commission resembles so closely a farce it is difficult to differentiate between it and some of our most recent stage productions. It is pure buffoonery, with the trimmings of an extravaganza. No, HEARST is not the clown of the cast. He is the shrewd manipulator that obtains the box office receipts. The clown role is filled by an all star cast. There is no need to mention specifically the performers.

Overlooking the farcical feature of this investigation and taking it up from the standpoint of sober seriousness, which is difficult, can anyone point out in the alleged facts brought forth thus far methods different from those which obtain in every line of business in the country? The law provides that each individual anthracite operating company has a right to charge such price for its product as it sees fit. It further provides that bodies of men can meet together and decide which customers of theirs are entitled to receive credit and which are not entitled to this favor. It is a custom for business men to decide what business they will take and what they will let alone. Providing all the innuendoes of a sensational press are correct, have those who met half a dozen years ago at informal lunches in Chicago done any more than those in any other line of trade? They are all reputable business men. In this community they have a recognized standing in clubs, in society and in business circles which is the equal of that of any other resident of the city of Chicago, and is better than that of a good many citizens. They are honorable in every sense of the word. They are loyal to the best interests of the public in every sense of the word.

It is a shame to our civilization, a blot upon our fair name for justice, an injury to the whole community when a dirty, mud-slinging, irresponsible portion of the press can injure the reputation of such as these. No honest man knows when he is safe. His fair name may be taken from him in a day, either to satisfy the increasing appetite of sensation mongers or to increase the earnings of ultra-sensational newspaper publishers. If ever the liberty of the press of this country needed to be abridged, it is because of such occurrences of license as the present one. The time will come when the public will not stand it, when honesty, probity and fairness will be their own defense and when *ex parte* evidence can not be sent throughout the country broadcast without a hearing from those against whom it is directed.

Labor Situation at Illinois Mines Is Critical.

Owing to a deadlock between the Illinois Coal Operators' Association and the National Brotherhood of Coal Hoisting Engineers in the matter of agreeing upon a wage scale for the new year commencing November first, there is danger of an interruption to coal mining operations throughout the state of Illinois beginning next Tuesday. A meeting of the Illinois Coal Operators' Association is being held at Springfield today (Saturday) for the purpose of deciding upon a line of definite action. At that time in all probability the coal operators will agree to meet the situation firmly and squarely, and unless the hoisting engineers come in at the last moment and agree to accept arbitration of the new wage scale a strike is most likely to follow.

That a rupture in the joint agreement will occur is not a foregone conclusion in spite of the critical condition of affairs at this writing. A year ago the executive committee of the Coal Operators' Association and the Coal Hoisting Engineers were as wide apart over an agreement as they are at this time. A meeting of the operators was called at the last moment before the old agreement expired, at which the hoisting engineers came forward and presented a proposition to arbitrate the existing difference. Within fifteen minutes after this proposition had been made all danger of trouble was over. The hoisting engineers remained at work pending the report of the arbitration board and there was no interruption whatever to mining operations. This year the officials of the hoisting engineers' organization may follow the same policy and at the last moment decide to accept arbitration, continuing the members of the union at work.

If Strike is Called Union will be Disrupted.

Should no agreement between the operators and hoisting engineers be reached before next Tuesday it is probable that each operator would refuse to recognize the brotherhood in the future and agreements would be made with their engineers as individuals, where any are made. In other words, where hoisting engineers can be secured at the schedule of wages offered by the Illinois Coal Operators' Association, their services will be accepted whether they are members of the union or not. All operators will refuse in individual cases, under their state agreement, to pay the present schedule of wages to hoisting engineers whom they employ, but wages will be based upon a reduction of 5.55 per cent from the present scale which the operators offered the hoisting engineers and which the latter refused to accept and even refused to arbitrate. This will speedily result in the dissolution of the brotherhood, which is limited in membership and has no standing among other organized bodies, owing to the fact that its charter in the American Federation of Labor was taken away from it early last spring.

United Mine-Workers Will Not Call Sympathetic Strike.

There is no danger of any sympathetic strike on the part of the United Mine Workers. If there is a strike of the hoisting engineers, as seems probable at the present time, the mines will be closed down until new men can be secured to take their places, and the miners in the state, numbering something like 45,000, will be thrown out of employment. There is no very deep bond of sympathy, however, between the United Mine Workers and the Brotherhood of Coal Hoisting Engineers, and as soon as hoisting engineers can be secured to take the place of those out on strike there is every assurance that the mine workers will return to their places.

In filling the places of the striking hoisting engineers, it is not expected much difficulty will be encountered. The present mining law provides that any qualified engineer holding an engineer's license can work as hoisting engineer for thirty days, before the end of which time he must take an examination as a mine hoisting engineer, and if he qualifies at this examination will be granted a license. The law formerly provided that a hoisting engineer must be employed two years at the mines before a certificate was granted him, but it is understood that this law was amended at the recent session of the legislature, making it much easier to qualify as a mine hoisting engineer than formerly. It is also asserted that quite a number of United Mine Workers hold certificates as mine hoisting engineers and that they can be pressed into service either permanently, or temporarily until the position of the strikers is filled.

The history of the negotiations to adjust the new wage scale satisfactorily with the Brotherhood of Coal Hoisting Engineers shows that the coal operators have been unusually fair and that they have had right on their side at every stage of the proceedings. After no agreement could be reached they proposed arbitration, which was rejected by the brotherhood, placing that body among the few unions in the country that has refused to adjust differences in this way. The executive committee of the Illinois Coal Operator's Association held a meeting in Chicago on Wednesday of this week at which it considered all features of the present crisis and made a report to the membership of the organization as follows:

Operators Make a Statement Concerning the Situation.

"Acting under the authority conferred upon us by the resolutions adopted by the association at its meeting, September twentieth, we have endeavored to get an agreement with the National Brotherhood of Coal Hoisting Engineers. They wanted to renew the present agreement, both as to wages and conditions. We have offered to renew the present agreement as to conditions, but have insisted upon a reduction of 5.55 per cent in the scale of wages. Failing to get an agreement, we have offered to arbitrate our differences, which the engineers have likewise declined. A synopsis of the negotiations, in meetings and correspondence, will be prepared by the secretary and enclosed herewith.

"Our final effort to secure arbitration having failed, it becomes necessary for the association to formulate its own plans for dealing with the hoisting engineers. We have, therefore, arranged for a meeting of the

association to be held at the Leland hotel, Springfield, Ill., at ten o'clock a. m., next Saturday, the twenty-ninth inst.

"In our judgment the association should adopt the present engineer's scale, less 5.55 per cent and the present working conditions as the scale and agreement governing all members of this association from and after November first, 1904. We will recommend and urge the adoption of such a scale and agreement at that meeting. If it is adopted by a majority vote, it will, under the constitution of the Association be as obligatory on all members of the association as the observance of any of our joint agreements.

"It will readily appeal to all members of the association that this meeting is of the utmost importance and that all members should be represented. If for any reason you can not have some one personally interested in your mine in attendance at this meeting, please see that some other member of the association is given a proxy to authoritatively represent you.

"If you have any reason to believe that your engineers are not fully informed of the peculiarly indefensible position taken by their organization in this matter it might be well to show them these letters. We have sent you several copies for that purpose and will be glad to send you more if needed."

This communication was issued by order of the executive committee, O. L. Garrison, president, and E. T. Bent, secretary.

Letters from Mack Taylor, national chief of the brotherhood are quoted, showing the refusal of that organization to consider further negotiations after the proposition of the brotherhood was refused by the operators and a counter proposition was made by the coal operators.

The specific refusal of Mr. Taylor to consider arbitration as a means of reaching a joint agreement was contained in the following letter, which he sent to the officers of the Operators' Association under date of October twenty-fourth:

Specifically Refuse to Accept Arbitration.

"Replying to the proposition of your association to arbitrate the differences between the two organizations in the same manner as last year, will say: We do not feel that we can agree to this proposition.

"The engineers in proposing to reaffirm last year's prices and conditions waived many changes in the agreement, which they think they are justly entitled to, in the hope of being able to obtain a peaceful conference and settlement. They will stand ready to waive these rights and to reaffirm the present agreement for a term of two years. In making this proposition they believe they are more than fair and can not recede from their position.

"As our present agreement is nearing its expiration we desire to have your decision in this matter at your earliest convenience."

To this letter President O. L. Garrison sent the following telegram:

"Our executive committee, now in session in this city, has received your letter in which you refuse to arbitrate. We are directed to say that our association in proposing to arbitrate has offered the one recognized agency for the equitable settlement of such disputes between employer and employee. We are unable to believe that your decision is final and we are authorized to insist upon it and to say that we have appointed our arbitrators to meet yours and decide upon an umpire should they be unable to agree. If, however, your decision to refuse arbitration is final, we have nothing further to offer."

To this telegram Mack Taylor replied as follows:

"Telegram received. It is with regret that I inform you that we have received our instructions from the engineers and are unable to recede from the proposition already made by them. We trust that your action on this is not final and that we will hear from you again."

President Garrison then sent a telegram which was equivalent to an ultimatum, which was brief and pointed as follows:

"Your telegram received. Our action is final."

With this chapter of the negotiations closed, the executive committee concluded its labors by drawing up the report as published above. All the evidence indicates that the situation is an extremely critical one, but if the hoisting engineers are counting the cost of their action they may decide to arbitrate at the last moment just as they did a year ago.

Pennsylvania Coal and Coke Shipments.

Shipments of coal and coke originating on the lines of the Pennsylvania railroad east of Pittsburg and Erie for the week ending October fifteenth reached about the normal. The figures are as follows:

	Week ending Oct. 15, 1904.	Year to Oct. 15, 1904.	Year to Oct. 17, 1903.
Short tons—			
Anthracite coal	95,594	3,503,926	3,426,012
Bituminous coal	598,230	21,149,165	22,080,203
Coke	166,510	6,655,638	7,837,387
Total	860,334	31,308,729	33,343,602

The Christy Box Car Loader Co., Des Moines, Iowa, has issued a neat little booklet full of convincing facts concerning its box car loaders, which it says are not a luxury, but an absolute necessity. Mr. W. E. Foley, a prominent coal man of Mapleton, Ill., writes that his Christy loader handles all the coal he can get to it and he finds on examining the coal in cars that it is not broken in the least.

Reports from Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, Oct. 27.

Trade reports applying to the anthracite market are becoming more encouraging as the season advances and in some instances the demand is fairly active. Stocks with both dealers and consumers are not excessive for this time of the year, which is indicated by the increase in orders from certain territory as reflected in the wholesale trade. These orders indicate a strong undertone. The feature of the trade at present is the shortage of available cars at the collieries, the supply being inadequate to meet the increased demand for coal now developing in some sections of the trade. It is thought this shortage is chiefly due to the heavier shipments recently made to western and Canadian points, delaying the return of cars, a large proportion of them being still loaded with such sizes as are not yet in active demand. This condition has slightly disorganized deliveries where certain coals are desired for immediate shipment and it is impossible to get them forward promptly owing to this shortage in cars even from storage points where coals are in stock. The surplus of coal in transit and at the various shipping ports is practically cleaned up, outside of egg, which is still inclined to be long, as are also some of the steam grades.

Supplies of Stove and Chestnut Short of the Demand.

Stove and chestnut are actually short with some shippers and there is more or less uncertainty in getting them forward in compliance with current orders. The production at the collieries is still reduced from the normal capacity and in some cases they are running on little more than half time on account of the car situation, which is interfering in many cases where a larger tonnage is desired to meet current requirements. The all-rail trade continues to be the most active, reflecting a greater shortage with householders and a more urgent desire for prompt delivery. The east is developing a little new business, but it is of a somewhat uncertain character, owing to the unseasonable temperature. The lateness of the season, however, rather induces dealers to be forehanded in anticipating a rush of orders with colder weather. This is producing the business that is now coming forward from that territory. An occasional cargo is also being sent to shoal-water ports, though this business is now fairly well supplied.

Purchase of Coal Road Causing Some Gossip.

The talk during the week of the possible purchase of the Ontario & Western by the New Haven road has created some interest in the trade as to what effect this would have in New England territory, in the hands of outside parties having more in mind the question of freights than the harmony of the industry. Steam sizes are more active and are moving off quite freely. The stocks that had accumulated at shipping ports have generally been cleaned up and the buckwheat sizes are in many cases short, necessitating stocks at storage points being picked up.

Seaboard Bituminous Trade Meets Expectations.

The Atlantic seaboard soft coal trade shows a fair demand, generally, for this time of the year and it is thought to be about up to what should be expected. Consumers are putting in more orders and are now disposed to take advantage of the low coastwise freights that have been prevailing in this business. We also hear that some of the larger consumers are even trying to charter at the lower figures for the future. Ice ports are now taking in their last cargoes for the season and are said to be well provided for as to their winter's supply. Prices continue unchanged. Fair grades of Clearfield coal are held at \$2.40@2.50 f. o. b. the New York harbor shipping ports, with prices ranging up according to quality. The condition of the bunkering business is attracting attention at present on account of its demoralization. Generally, it is expected this branch of the business should pay a slightly larger profit on account of the extra labor and trouble that is attached to it, but prices recently have sagged to a point where they must in some instances be below cost, especially at the farther lower ports. The car supply is also a feature affecting the situation. Cars are short on all the roads and while no promises are made for immediate improvement the railroads no doubt are doing everything possible to help the situation out. A fair proportion of business is going all-rail and the longer hauls are delaying such cars that are used in that service, making it difficult to get them returned to the mines with any dispatch. Indeed, this is the drawback in connection with the through all-rail New England business and it is a question if in times of car shortage the railroads will not be forced to withdraw their car service from that territory in favor of tide shipments, thus disorganizing it when needed most.

Talking of Advancing Prices at Virginia Cape Ports.

The efforts now being made to advance the prices at the Virginia Cape ports to \$2.50 per ton, in which strong influence is being brought to bear to bring this about, would greatly help the situation in the east if made effective. In the far east trade is active and last orders from ice ports are now coming to shippers, though in some cases vessels are talking of higher rates because of the near approach of cold weather and the possibility of encountering ice. Trade along the sound is moderately active, a fair proportion of it coming from the ice ports in this territory, which are taking more coal than they have up to this time, feeling the necessity of a large stock for future needs.

New York Harbor Trade is Quiet.

At New York harbor trade is inclined to be quiet, but enough orders are being obtained to prevent any large accumulation of coal and there is little pressure of surplus stock in this market, though there is a sufficient supply for all demands.

The all-rail trade is active both for local points between mines and tide and the far east. Prices are well maintained on this class of business.

Transportation from mines to tide is slightly irregular, but showing a tendency toward improvement. The car supply is short on nearly all roads. The Baltimore & Ohio is about the best equipped of any at this time and as this road does the bulk of the business to New England points in connection with the New Haven, eastern business is affected the least by the car shortage. In the coastwise vessel market there is continued demoralization. Freights are at a minimum and below cost. We quote current rates of freight from Philadelphia as follows: Boston, Salem and Portland, 55@60c; Providence, New Bedford, New Haven and sound ports, 50c; Portsmouth, 60@65c; Lynn and Newburyport, 75c. These rates also apply to the farther lower ports. New York rates to points around the cape are 50@55c.



Buffalo and the Great Lakes Trade.

BUFFALO, N. Y., Oct. 27.—(Special Correspondence.)—If the coal market is compared with the "land of the midnight sun," it can now be said that the long stretch of continual night is passing and the light is beginning to be seen. Such is the general verdict of the present situation here, especially as regards the bituminous market. The weather is now on the side of the anthracite sales agent and it is having a material effect on the volume of mail and telegrams that is coming to the dealers. Coke is bringing gladness to the hearts of the bituminous dealers as it is showing better market conditions, both in price and demand.

It would seem that all the anthracite sales agents needed was colder weather that would make necessary the consumption of coal. The orders have been coming in fast during the present cold snap, so that there have been some delays in filling all of them. Retailers through this section of the country are buying their coal to satisfy present needs, reserving stocks for the time when the railroads are blocked with snow. One of the features of the local situation is the shortage of box cars in which to transfer the coal here for shipment to points west. The coal carrying roads need all their own cars now and are very strict in not allowing any to go west, and the western roads are now supplying cars as needed. As usual, one of the worst offenders in that direction is the Grand Trunk. Compared with the requirements, that road is not supplying any cars. Were it not for this shortage of box cars, the sales agents say, they would be doing a big business.

Car Shortage is Already a Factor of Importance.

This limitation in the amount of coal that can be shipped into Canada shows what will inevitably come in the winter—a serious shortage of fuel. The Grand Trunk promised that it would do better this year, but its motive power is not sufficient to move the business. When winter comes and the movement is even more delayed by the snow and cold, coal will not be moved into the Dominion as fast as needed and a shortage will result.

Shipments of anthracite by lake are showing a spurt this week, continued over from last week. There are more boats being loaded and more being chartered than two weeks ago. This is generally pronounced as the beginning of the end. There remain now only about six weeks more of navigation on the lakes. Before the end of that period the needs of the west must be supplied and sufficient coal must be stocked on the docks to supply the demand during the winter. It is understood here that the docks at the upper lake ports are well stocked with coal and that there remains still to be done only some filling in. This would indicate that there will be no rush at the end of the season, but simply a continuation of good shipments to the end. This is the general plan here now.

Shipments of Anthracite Show a Gain.

Shipments of anthracite from this port for last week amounted to 102,448 tons, as against 97,600 tons for the week previous. Last week's shipments were distributed as follows:

	Tons.		Tons.
Chicago	35,278	Toledo	659
Superior	32,300	Port Colborne	570
Duluth	18,950		
Milwaukee	10,400	Totals	102,448
Green Bay	4,300		

As to the bituminous market, it is generally considered that the demand has increased over what it was, and the prospects for higher prices are most excellent. A large number of industries that have been using little coal on their contracts are now demanding large quantities, so that they may now stock up for the winter. Besides this, industries that have been closed down are opening up again. This is seen all down the state, which is supplied through dealers here. The producers who have large contracts report a shortage in all sizes. There seems to be enough coal, however, although it is not well distributed. Prices do not seem to be better, but there will be a change soon.

The car supply at the mines is the shortest this week that it has been this fall and there seem to be no prospects of improvement. Steel hoppers are still available and the orders from the mines are for that kind of cars as far as possible. It is almost impossible to get gondola cars, often, it is reported here, five to ten cars being sent to a mine where 100 are needed. This is holding up deliveries and is giving the jobbers who have coal on track a good opportunity to sell it at good prices.

The present conditions show that more coal is covered by contract this season than has been the case in some time. The present market is a producer's, rather than a jobber's market. Jobbers are not finding demand as

good as reported by producers. The coal is being taken on contracts. The strike scares that have come up during the past two years in April, when the contracts are made have influenced many to contract for their coal, and now the prospects of a shortage of coal, due to the car supply, are influencing more contracts to be closed up. All this is better for the producer, but the jobbers' trade is thus cut down.

The coke situation has materially improved this week. The foundries in this vicinity and in Canada are resuming their normal activity and are taking more coke, and more coke is being required at this season of the year. The coke ovens are reported as working to their capacity and the quotations of the producers show that they are having no trouble in finding a market. One of the large companies has raised its prices fifteen cents within the past few days and other companies are getting even more than this company.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., Oct. 27.—(Special Correspondence.)—There is little change to note in the anthracite market this week as compared with the conditions that have prevailed for some time. The demand is entirely on a weather basis and where the temperature is reduced for several days at a time it generally produces an increase in orders and falls off again on warmer days. The market, however, is very strong and the disposition to keep stocks well up is preventing any special restriction. The mines are now running slightly fuller and a larger tonnage is coming forward, though the car shortage at present is interfering with the movement of coal and in some cases reducing the output. The line trade proper is still the most active and the larger shipments are going in that direction. A little more business is developing in the east and this is likely to increase as the season advances. At retail dealers report more orders coming in, many of them for winter's supply, indicating that bins are not yet entirely filled up to the requirements. The small sizes are moving off more freely now that the manufacturing consumption is looking up and buyers feel that it will be to their interest to keep larger stocks on hand. With cooler weather there will also be an increased demand for these coals from the apartment house trade, which is of considerable proportions.

The soft coal trade shows little change in conditions and a fair amount of business continues to come into the hands of shippers. The recent drop in coastwise freights is thought to be helping the situation somewhat and this may further increase orders from the east while the low rates last. In the producing fields conditions are assuming a more encouraging aspect and the tonnage is increased up to the number of cars available at the mines, which are not plentiful and interfering with prompt delivery in many instances. The increased demand is largely due to the fact that manufacturing plants are resuming on a larger scale, creating a greater need for fuel supplies and the desire of getting some stocks ahead. Most of the shipments all-rail are going to the New England territory, which is seemingly in need of a good deal of coal, though it is thought that the longer haul on this business, delaying the return of cars, is in a measure responsible for the shortage of cars at the mines. There is much less surplus coal at the shipping ports and along the lines of the railroads than has been the case for some time and this adding strength to the market may help to bring better prices later on. So far values have shown no change and ordinary grades of Clearfield coal can be had at from 90c@\$1.00 at the mines and upwards, according to quality. In the vessel market rates are low and demoralized. Philadelphia quotes 55@60c to Boston, Salem and Portland; 50c to the sound ports; 60@65c to Portsmouth; 75c to Lynn and Newburyport.



Boston and the New England States.

BOSTON, MASS., Oct. 27.—(Special Correspondence.)—The market for anthracite coal is very firm and is becoming more active daily. The demand is wholly of a hand-to-mouth character and being governed by weather conditions is not of large volume, but in the aggregate of a fair tonnage. This is particularly true of the all-rail business which is taking about all the coal that can be shipped to it at present, owing to the limited car supply. Orders, too, are more keenly competed for by the individual interests, which are in some cases quoting prices on the prepared sizes fifteen cents below circular figures. No great amount is being moved at the reduced prices, but it has a tendency to hold off some business in the hope of it possibly affecting the larger production. This anxiety to move the coal on the part of individual operators is a forced condition brought about by the lack of storage room in which to carry over such sizes for which there is little demand. Shippers, being governed by a pro rata share of cars, are obliged to keep their entire product moving to secure empties or they would be unable to fill the orders for which buyers are in need and thus throwing on the market a portion of their tonnage to relieve the situation. Receipts at the different ports are somewhat larger than they have been for several weeks past and everybody is looking for further increases shortly.

The soft coal market shows a better tone, more inquiry is manifested and orders are more plentiful. The bulk of the trade is still on season contracts, which are taking coal in larger amounts, evidently with the view of getting some supplies ahead, as transportation conditions can not always be figured on with certainty when cold weather arrives. There is also more new business developing by reason of the greater industrial activity, which is showing considerable revival and is seemingly in need of a good deal of coal. But few of these interests put in any stocks while their business was below normal. The demoralized ocean freight market and its effect upon rates, which have been reduced to a minimum, is responsible for some of the orders sent to shippers and it is understood that where stocking facilities are available to any extent a large tonnage is being arranged for and where possible charters are made at present quotations. The announcement of the Chesapeake & Ohio railroad last week to the effect that cars to Newport News in the future will be limited to those of fifty tons capacity, would rather indicate that a curtailment of shipments is likely

to occur. It is also stated that prices will be advanced to \$2.50 f. o. b. the shipping ports and is urged by the railroads who are talking of advancing through rates if this is not done. Vessel freights from the lower ports to Boston are 55@60c per ton. New York quotes 50@55c.



Susquehanna Coal Co. Completes Merger.

It is announced by Morris Williams, president of the Susquehanna Coal company, that on and after January first, 1905, the anthracite tonnage sold by this company to the W. L. Scott Co., of Erie, Pa., and Chicago; Boyd, Stickney & Co., of Harrisburg, Pa., and Chicago; and J. Langdon & Co., of Elmira, N. Y., will be sold direct to dealers by salaried agents of the Susquehanna Coal Co.

C. L. Thompson has been appointed general western agent of the Susquehanna Coal Co., with headquarters at Erie, Pa., and branch office in Chicago, through which offices the excellent product, including the well known "Old Lee" and "Scott" coal, together with the celebrated Susquehanna anthracite, will now be distributed to the west.

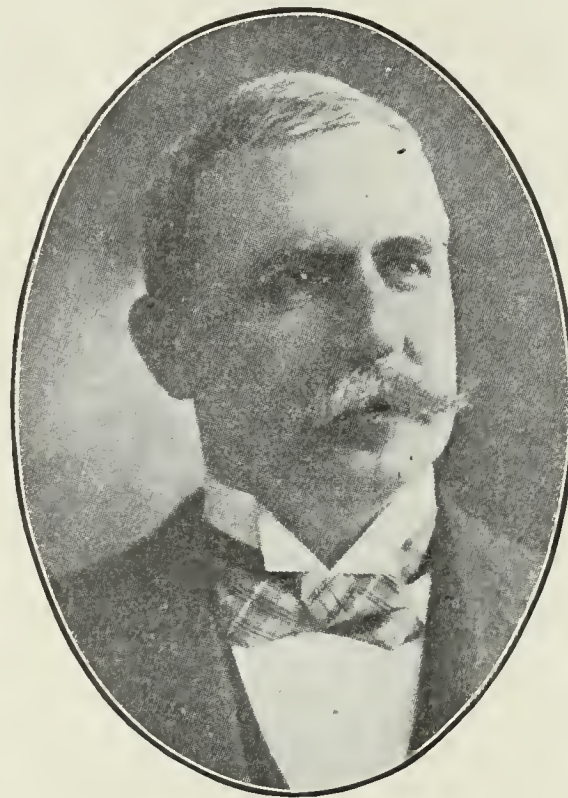
Sketch of President Morris Williams.

Morris Williams, president of the Susquehanna Coal Co., who is so well known and highly regarded by the eastern coal trade, is not so well known in the west, and the following sketch will no doubt be of interest.

He was born in Monmouthshire, South Wales, in 1855 and came to America with his parents a year later. He began his practical experience as a slate picker in an anthracite breaker, progressing through the various positions until he worked as a miner at the coal face; then leaving the mines, he attended school, studied mining engineering,

taught in the public schools, and in 1882 located at Wilkesbarre, Pa., securing employment in the engineering office of Maj. Irving A. Stearns, later being employed in engineering work in Colorado and Wyoming territory in connection with enterprises in which Major Stearns was interested. After his return from the west he became mining engineer for the Mineral Railroad & Mining Co. at Shamokin, and in 1889 was appointed superintendent, and in 1897 became manager of the Pennsylvania Railroad Co.'s anthracite coal interests and finally president of the Susquehanna Coal Co. in 1903. He is also a director in the Wyoming Valley Trust Co., Vulcan Iron Works, Bethlehem Gas Co., Guarantee Trust & Deposit Co. of Shamokin, the Wilkesbarre City Hospital, president of Bear Gap Water Co., and a member of the state executive committee and chairman of the anthracite region committee of the Y. M. C. A., in which association he is a zealous and active worker.

C. L. Thompson, who has been appointed general western agent of the Susquehanna Coal Co., needs no introduction to the western coal trade, having for the past nineteen years been connected with the W. L. Scott Co., of Erie, Pa., advancing from minor positions to that of traveling salesman and for the past five years general sales agent and director in the W. L. Scott Co. Mr. Thompson's host of friends in the coal trade, whom he has won by his courteous ways and fair and kindly consideration of all matters which have come up between dealer and wholesaler, are congratulating him upon this well deserved appointment, and the Susquehanna Coal Co. is to be congratulated as well in securing the services of one who is as popular and who possesses such sterling business and admirable personal qualities as does Mr. Thompson.



MORRIS WILLIAMS.



C. L. THOMPSON.

Eastern General and Personal Notes.

George Merryweather, general western agent at Chicago for Coxe Bros. & Co., Inc., was in New York during the current week on a business trip and incidentally called upon some of his friends.

W. T. Roberts, sales agent for Williams & Peters at Buffalo, N. Y., accompanied by his family, spent the past week in New York city enjoying the attractions and change a trip of the kind affords.

C. A. Nicodemus, of the Baker-Whitely Coal Co., of Baltimore, is now located in the offices of the Puritan Coal Mining Co., No. 1 Broadway, New York, looking after the interest of his company.

Montgomery Wilcox, of Philadelphia, was seen in New York on the first of the week calling upon his friends in the coal trade. Mr. Wilcox has just returned from a protracted stay in the Maine woods and is looking remarkably well.

The Pennsylvania & West Virginia Co., No. 1 Broadway, New York, has no intention of going out of business, as has been rumored. G. Mason Janey, who has been with the company since its inception, will continue the management and reports a good business.

Joseph E. Ennis, who has been absent from his office for some time on account of illness is now fully recovered and has returned to attend to his coal interests. Mr. Ennis, who was suffering from rheumatism and had a long siege of it, is himself again and is in good health.

At the annual meeting of the Erie railroad last week George F. Baker was elected to succeed J. Lowber Welsh on the board of directors. The other retiring directors were re-elected. Mr. Baker is also a director of the Jersey Central, Lackawanna and Lehigh Valley railroads.

N. W. Campbell, sales agent of the Beech Creek Coal & Coke Co. at Philadelphia, was in New York during the week in the interest of the company. He reports an improved demand in that territory for the company's high grade product, but says prices have not yet advanced.

William C. Atwater, of William C. Atwater & Co., New York, left on Saturday last for St. Louis to visit the exposition. He will be gone about ten days, spending most of his time at the fair, and also expects to call upon the western agents of the company before his return.

J. A. Renahan and Justus Collins, of the Smokeless Fuel Co., returned from abroad on Thursday last after an absence of four weeks. The trip was made in the interest of the company, which controls considerable export and bunkering business which it is desirous of still further developing.

The Empire Coal Mining Co., No. 1 Broadway, New York city, had its offices on the fifth floor redecorated last week, giving them a very refreshing and pleasing appearance. The walls and ceilings were entirely worked over and embellished, while the floors were renovated with excellent results.

At a meeting of the board of directors of the Philadelphia & Reading Co. last week a dividend of two per cent on its first preferred stock was declared. It will be payable on March ninth next. At the directors meeting of the Philadelphia & Reading Coal & Iron Co. the present officers of that organization were re-elected for the ensuing year.

Charles B. Davis, for several years with Whitney & Kemmerer, at New Haven, Conn., has resigned his position to go with Percy Heilner & Son, at New York. Mr. Davis has had considerable experience as a salesman in the coal trade throughout the east, and being of an energetic nature, should do well in the handling of the company's high grade products.

Millions of tons of coal have recently been discovered in the croppings of an old colliery on Preston Hill, Pa., which was operated many years ago and later came into the possession of the Philadelphia & Reading Coal & Iron Co., who recently had the breaker torn down and the mine flooded with water. It is stated that the company will haul the coal to one of its nearby breakers and prepare it for the market.

Two leading engineers from Japan are paying a visit to Philadelphia, Pa., for the purpose of studying the manner in which the different coal companies handle their output and the way in which the mines are kept free from water. They will also examine the Pennsylvania railroad coal terminals at Greenwich Point and Perth Amboy, with a view to improving the shipping facilities of coal ports in their country.

At the annual meeting of stockholders of the Western Maryland railroad on Wednesday of last week the following directors were elected: Winslow S. Pierce, F. S. Landstreet, Joseph Ramsey Jr., A. H. Calef, H. C. Deming, John W. Gates, Edwin Gould, Lawrence Greer, George J. Gould, H. B. Henson, W. H. McIntyre, James H. Hyde and S. Davies Warfield. The board will meet in New York shortly for organization.

Lucien Hill, manager of the United Coal Co. at New York, has spent the past week in the west on a business trip in the interest of the company, calling at the offices in Pittsburg, Baltimore and Philadelphia on his return home. The company is developing a prosperous business on its gas coals and is now also handling the Quemahoning product from the property which it recently purchased in Somerset county, Pennsylvania.

F. P. Sperry, of the Sperry & Popham Coal Co., at New York, who has been twice operated upon for appendicitis, has now fully recovered and is again out attending to his business duties. Mr. Sperry was first operated upon back in August, but complications set in after several weeks, though it was thought at first the operation was a complete success. This necessitated a second operation, which greatly delayed his recovery and confined him to his home up to the present time.

C. E. Lester, New York sales agent of W. C. Mason & Co., spent last week in Boston and the east on a business trip in the interest of the com-

pany, returning to his office on Monday last. Mr. Lester reports an improved condition in that territory and looks for further activity in certain directions. The company has recently materially increased its tonnage from the mines by developing new openings, which is permitting it to do a larger business and is facilitating shipments.

The fire at the Enterprise colliery at Shamokin, Pa., has gained such alarming headway that it is altogether beyond control. Watchmen are patrolling the Reading and Pennsylvania railroad tracks, which run over the burning section, to give fair warning in case there is any danger of the tracks sinking, but it is thought on account of the rock formation over the workings that this will not occur. It is thought it may take several weeks or even months to extinguish the fire.

Coal and coke shipments over the Chesapeake & Ohio railroad for the month of August were 697,314 tons, as compared with 465,695 tons in the corresponding month of 1903, showing an increase of 231,619 tons. In the first two months of the fiscal year ending with August, the company makes a splendid showing in its coal business and promises to exceed the tonnage results of last year. The figures for the two months are as follows: Coal, 1,280,752 tons; coke, 32,591 tons, as compared with 848,327 tons of coal and 66,037 tons of coke during the corresponding period of last year, showing an increase of 432,425 tons on coal alone. The coke tonnage decreased 33,446 tons.

Daniel F. Connor, W. M. Harlan, of New York, and C. H. Jacobs, of Philadelphia, who are identified with Whitney & Kemmerer, returned the latter part of last week after spending five days on a tour of inspection through the soft coal fields of West Virginia, along the line of the Baltimore & Ohio railroad, and the Georges Creek region in Maryland. The party visited the mines in which the company is interested as well as other coal properties located in that field. The trip was made an exceedingly enjoyable one by the pleasant reception on the part of their friends in charge of the mines, who extended them every courtesy and assistance possible. Much information as to the mining and formation of coal was obtained which will be of great value to them in the handling of the product.

Following several meetings of the Chesapeake & Ohio railroad officials and the coal operators in the New River field, with a view to obtaining a better car supply to the west and all-rail trade which has been greatly curtailed lately, the railroad company on Thursday last issued an announcement to shippers over Newport News that consignments of cars in the future to those ports would be limited to those of fifty-ton capacity. This is for the purpose of reserving the forty-ton and smaller cars for the western and line trade, which has developed much activity of late, shippers having been in distress due to the lack of cars to get the tonnage forward. It is understood that the Pennsylvania railroad is taking cognizance of the situation in this field and the present curtailment in cars is really made with the idea of regulating shipments to tidewater in order to advance prices. It has also been stated that the powers intended to readjust the freight rates to tide to \$1.50 next spring, unless better f. o. b. prices for coal are obtained.

Under recent date the New York, New Haven & Hartford railroad issued from Boston to shippers and receivers of coal the following circular: "By an act of the Massachusetts legislature we were required to abolish the Dorchester avenue grade crossing on the Plymouth division of this company in the city of Boston and to comply with the law it was necessary to abolish the coal discharging facilities at South Bay. Since the discontinuance of the discharging facilities at South Bay we have been undertaking to handle through our remaining coal discharge at South Boston freight terminals, both commercial coal and our own supply. The past year has clearly demonstrated that the capacity (which can not be increased) of the discharging plant at South Boston freight terminals is barely sufficient to take care of our supply coal, and as the entire capacity of these facilities is in constant use for our own supply of coal it is necessary to give notice that the railroad company has no discharging facilities in Boston through which it can discharge commercial coal from vessels to cars in future." Some producers view this as a first gun in the desire of the railroad to convert this business into all-rail traffic, which is undoubtedly more profitable.

The suit of the International Coal Mining Co., claiming \$24,000 damages against the Pennsylvania railroad, alleging discrimination in the matter of rebates on the shipment of bituminous coal, has been decided in favor of the defendants by the direction of the court. Judge Witbank read an opinion in taking the case from the jury. Referring to the defense made by the railroad company, that rebates were only given to shippers having contracts, the judge said: "Allowances on running or overlapping contracts must operate as a reward to shippers for long contracts and heavy shipments to encourage and advance trade. We can readily understand how much the trade of the defendant might have been impeded had it made it uncertain to shippers what the cost of transportation would be in passing from one fiscal year to another. A shipper could not contract to deliver at a fixed price for any length of time, if the item of freight were uncertain, or if freights might vary as his contract ran on. Hence, no doubt, arose this distinction, which is not novel. The fair interest of the railroad must be taken into account also. Such a contract would generally indicate a large movement in coal during a considerable period of time, while, however, it must not be overlooked that it might not. Shipments on a long contract might, in fact, be in small quantities, but the inference the other way is more reasonable in the light of business or commercial history."

The output of the Crows Nest Pass Coal Co., of Crows Nest Pass, British Columbia, is larger than that of any other company in that vicinity, averaging 3,000 tons per day. This is a third more than the average of last year and the outlook for the future is decidedly encouraging.

How to Advertise the Retail Coal Business Properly.

The retail department of the Luhrig Coal Co., Cincinnati, Ohio, has sent me a number of advertisements, which this company is using in the daily papers of that city, for my opinion. On one or two points I am a little bit hazy as to the details of the advertising policy of this company. These I will refer to later on. The Luhrig Coal Co. is a very large advertiser in Cincinnati and during the past two or three months has spent a substantial sum of money in seeking publicity. It confines itself almost wholly to small advertisements, occupying from one and a half to four inches, single column, in the different daily newspapers in that city. Several of these advertisements will be inserted in one issue of the same paper and sometimes there are two or three of them on the same page of the same paper. Recently this company had an advertisement in each column of one page of a leading newspaper in Cincinnati, making a strip of the advertisements clear across the page. The advertiser in this case did not hesitate to spend money freely and probably has received abundant results.

Hurry Back, Boys!



Walnut Hills.



Avondale.



Mt. Auburn.



Clifton.



Cumminsville.

Offices, 4th and Plum. Phone 2115.

Makes an Abundant Use of Illustrations.

In writing these advertisements the Luhrig Coal Co. endeavors to use as many cuts as possible. The two-strip advertisements each contain five coal wagons with the name Luhrig printed on the side and are a fair sample of the general appearance of the advertisements of the company. Evidently one of these advertisements appeared in one paper and the other in another paper. From the standpoint of typographical composition, both can be criticised. In the advertisement where "Hurry back, boys," is in

large, bold face display type, the names under the wagons, such as Walnut Hills, Avondale, etc., are in too small type. These names should have been in bold face caps, about eight point in size, in order to balance the catch line at the top. In the other advertisement "Hurry back, boys," is in the same size type as the names under the wagons. This caption should have been in eighteen point bold face type in order to make it the catch line of the page and attract the most attention to it.

The use of the cuts of the wagons in this way is attractive and is a good idea. It gives a distinctive tone to the advertisement and an individuality

which distinguishes it from any other coal advertisements that appear in the same newspaper. There is one omission which I think should be supplied and which results in the advertisements being incomplete in their present form. In the signature the name of the advertiser certainly ought to appear, and it should have been in large type as the catch line at the top. If this is general advertising to boom the Luhrig coal sold in the city of Cincinnati, no matter whether by the Luhrig Coal Co. or some of the other retailers, the signature is not quite so important, but if it is intended only to benefit the retail department of the Luhrig Coal Co., the name of the advertiser certainly should

have appeared and should have been made prominent.

There is another omission in each of these advertisements which to my mind does not make them as effective as they otherwise would be. The word coal does not appear in any of them and to the man who knows nothing about coal conditions the words under the wagons are not descriptive enough. Do they refer to the different kinds of coal sold by the Luhrig Coal Co. or do they refer to the suburbs of Cincinnati in which deliveries are made by this company? Happening to know something about Cincinnati, the writer is of the opinion that they refer to points where deliveries are made. There are many readers of the Cincinnati papers, in all probability, who would not be able to find this out and would call at the office and inquire what kind of coal was Walnut Hills or Westwood.

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An advertisement should be a plain stalk and should leave nothing to the imagination. If anything is left to the imagination, readers who have

not the faculty of employing that trait of human character are not always able to find out what is meant. The omission of one of the wagons, or the enlargement of the advertisement to permit of it, should be supplemented by a line or two or explanation at the top which would make clear the purposes of the advertisement, *i. e.*, that deliveries of coal are made in Cincinnati and the following suburbs. There are doubtless some who have looked at these advertisements and wondered what was intended. Unless an explanation was forthcoming in a subsequent issue they were unable to find out.

Two Other Advertisements are Considered.

Two other advertisements which evidently appeared in different newspapers, judging by the caps, but which include the same matter, are entitled "Coal Up." The reading matter is terse in these advertisements and is well written. As a recommendation for the use of Luhrig coal it is pointed and embodies arguments in favor of this coal. Here again I find an omission which, if I were the advertiser, I would supply, and that is the name of the firm doing the advertising. In both of these advertisements there is plenty of space, and I think each advertisement would be much more

complete if the name of the Luhrig Coal Co had been added at the bottom in the same size and style of type or perhaps a trifle smaller than the catch line at the top, "Coal Up." I also would add in these advertisements, as in

HURRY BACK, BOYS!



HARTWELL.



HAMILTON.



PRICE HILL.



NORWOOD.



WESTWOOD.

Office, 4th and Plum. Phone 2115.

Coal Up

for the winter.
As the egg is full of meat, Luhrig Coal is full of heat. It burns to eggshell ashes—no clinkers. Don't wait, coal up. Offices, Fourth and Plum.

Coal Up

for the winter.
As the egg is full of meat, Luhrig Coal is full of heat. It burns to eggshell ashes—no clinkers. Don't wait, Coal up. Offices 4th & Plum.

all others, the name Cincinnati, showing the location of the company, because there are many suburbs and towns adjacent in which coal dealers possibly advertise, and this will prevent any confusion. The addition of this name makes prominent the Luhrig Coal Co. and in years to come that company would receive the benefit of the advertising it is doing as well as the direct results at present, whereas if only the location of the office is given

it would not be so. An office location is frequently changed, and for that reason advertising of this kind is lost every time a change in location is made.



**Buy
Now**

for it means
a dollar in
your pocket.
Luhrig Coal Co.,
4th and Plum.

Two smaller advertisements are also shown. "Buy now" is the best advertisement of the whole lot. The illustration at the top of the page seems to be sort of a trade-mark with this company and gives it an individuality which is distinctive. It any criticism can be made concerning this advertisement, it is that the name of the Luhrig Coal Co. should be put in bold face, black type, a trifle smaller than the words "Buy Now." There is plenty of room in the advertisement for this display line and it would balance the advertisement better and make it stronger as a business getter. I would also add in this advertisement the word Cincinnati in the lower left hand corner in about eight point bold face type. The smaller advertisement is incomplete in the way I have already mentioned. The idea of the illustration is a good one and as a general advertisement it would be fairly good if the name and location of the company doing the advertising were a part of the signature. Here again is plenty of space for such a signature, and for an advertisement of that size I would

put the name in about eight point bold face caps. It must be understood that because I have called attention to these facts and points I do not mean to say the advertisements are not business getters. I believe that they are, but I also believe if the advertiser acts upon the suggestions I have made in regard to bringing out the name Luhrig Coal Co. he will get still greater results than he does at present. If you will notice the advertisements of the department stores (and department stores are the most modern and the best advertisers we have today), you will find that their name is always one of the most prominent features of the advertisement. This theory holds good throughout the entire process of advertising. Coal men should recognize that point always.

The Allis-Chalmers Co. recently issued a handsome catalogue giving very fine illustrations and descriptions of its hydraulic turbines and governors. This company has become the sole licensee in North America for the manufacture of these turbines, which are the invention of Esher, Wyss & Co., Zurich, Switzerland.

Huntingdon and Broad Top Coal Tonnage.

The Huntingdon & Broad Top Railroad & Coal Co. reports the following coal tonnage transported over its line for the week ending October twenty-second, the corresponding week last year, the year to date and the corresponding period in 1903:

	Broad Top.	Cumberland.	Total.
Week ending Oct. 22, 1904...	9,799	19,228	29,028
Corresponding week, 1903...	14,480	16,519	30,999
Total for year 1904.....	470,705	892,421	1,363,127
Corresponding period, 1903..	865,579	1,000,254	1,865,833

General Coal Notes of Interest.

The Mingo Junction Coal & Mining Co.'s new mine at the Van Kirk farm, Toronto, Ohio, will soon be in operation.

The Irondale Coal and Irondale Mining companies, Martin's Ferry, Ohio, have consolidated into the Ohio Coal & Fire Clay Co. with an authorized capital of \$30,000. The new company will have its headquarters at Pittsburg.

Earl Patterson and Harry Bridgeman, of Muncie, Ind., recently surrendered their leases on a tract of land in Washington and Harrison townships, Ind., owing to the fact that coal was not present in paying quantities.

The Auburn Coal Co., Bay City, Mich., recently sunk two shafts on its property there to a depth of ninety feet, but struck quicksand and was forced to abandon them. The company has commenced work on a third shaft, which it is hoped will meet with better success.

Solomon Deeble, T. J. Deeble and William Evans, of Avoca, Pa.; Enoch Evans, E. C. Kelloch, John McGuffy and Thomas Thomas, of Pittston, Pa., have organized a coal company to develop coal lands in the vicinity of Carlisle, Ind. The company is capitalized at \$150,000.

The Byesville Coal Co., Byesville, Ohio, will in a short time complete its grade on the Anderson farm in the vicinity of Byesville and will at once begin the slope to the coal vein. This is said to be a splendid find and it is the belief that the financial prosperity of Byesville is fixed for another generation.

The large Beaver Hill coal mine near Coquille City, Ore., was recently discovered on fire from top to bottom, and it is believed that it will be a total loss, involving a large investment. This mine is one of the most valuable on the western coast and is owned by Spreckels Bros. Co. of San Francisco.

The Coal & Mining Co., of Boone, Iowa, is putting many new men to work at Fraser, Iowa. These miners live in Boone and travel to and from work on the miner's train which has recently been put on by Newton & Northwestern railroad. The miners are greatly pleased with this arrangement as the wages paid them at Fraser are good and the fare on this train is only ten cents each way.

S. S. Minnesota Loading Coal at Philadelphia.

Maritime men along the Atlantic coast have taken great interest in the steamship Minnesota, which was recently completed in an eastern shipyard and which is on its way to the Pacific coast by way of Cape Horn. This vessel is one of the largest freight boats carrying the American flag and it will be engaged entirely in the trans-oceanic commerce of the Pacific ocean.

It was built for the Great Northern Steamship Co., of which James J. Hill is president, and will ply in connection with the Great Northern railroad from Seattle and Portland to the Orient. The vessel was built at a shipyard at New London, Conn., and while in progress of construction was visited by a large number of maritime men who were very greatly pleased with her size and general contour. Following the completion of this magnificent vessel the Minnesota went to New York, where she was inspected for several days by the general public. Her coal cargo, consisting of 5,000 tons Georges Creek Big Vein Cumberland coal was taken on board at the Greenwich piers of the Consolidation Coal Co., at Philadelphia. The above photograph of the Minnesota was taken at these piers while she was taking on this cargo of coal. The total carrying capacity of



MINNESOTA TAKING ON 5,000 TONS OF GEORGES CREEK COAL AT PHILADELPHIA.

the Minnesota is greater than that of any other vessel in the world and is said to be 33,000 tons of freight. She is built with only one funnel and is not intended for rapid movement, but for the transportation of freight at the minimum of cost and at the same time in large bulk.

She will be engaged in the flour and grain carrying trade from Pacific coast points to Japan, China and the other nations of the orient, so that speed was not as necessary as bulk and the ability to haul such freight at the lowest cost to her owners and to shippers. It is said that the Minnesota fulfills all of these requirements and that she was modeled upon these lines with this end in view. In addition to being the largest vessel anywhere engaged in freight traffic, the Minnesota also has the distinction of being the first vessel of the fleet which James J. Hill will built for his trans-oceanic service in

competition with the Canadian Pacific fleet of vessels. While the Minnesota was in Philadelphia taking on her cargo of coal, F. W. Wilshire, sales agent at that point for the Consolidation Coal Co., chartered a tug and took a large number of friends of the company aboard the vessel. They were surprised at her dimensions and counted the visit as a noteworthy event in their lives.

Western Retail Notes.

Gus Maune, of Ackley, Iowa, recently sold his coal business to Charles Coble, of Ackley.

The coal firm of Matthews & Roop, Hazleton, N. D., has been dissolved by mutual consent.

J. W. Berry, a coal dealer of Clarinda, Iowa, is building a new coal shed near his office, which is to be forty by sixty feet.

T. S. Bower, of Shenandoah, Iowa, has bought the coal business of Gaddis Bros., of that place, and will carry it on in the old location.

Charles E. Mueller, of Champaign, Ill., recently opened a coal office at 65 East University avenue, that city, and is doing a very nice business.

The Twin City Fuel Co., 133 Western avenue, Minneapolis, Minn., will soon begin the erection of a new office building at that location, to cost \$4,500.

Frank Erickson, a coal dealer at Eveleth, Minn., recently invented a combination scoop and truck to be used on coal cars, which he has had patented.

The board of public works of Toledo, Ohio, has rejected all the coal bids and announces that it will buy coal in the open market. Prices have already advanced over the bids.

The Farmers' Elevator Co., recently organized at Sioux City, Iowa, has purchased the Pierson and Hayton elevator there for \$6,250, and will shortly put in a stock of coal.

A. Westrup, of Maple Lake, Minn., is improving the coal property which he recently purchased from M. O'Loughlin, of that place, and will shortly erect a large coal shed.

The board of public works of Grand Rapids, Mich., recently advertised for bids for supplying the city with coal. One thousand tons of West Virginia slack will also be advertised for.

O. L. Emerich, of Cleveland, Ohio, brought suit recently against the Peoples' Coal Co., of that place, for an accounting, claiming to hold a justice court judgment against the company.

Henry Gildemeister, after a short business experience in the coal trade at Belding, Mich., has retired and has sold out his business to W. D. Hall, of Belding, who will continue the business.

William Fette, a retired coal merchant of Milwaukee, Wis., recently ended his life by inhaling gas. He was growing blind, which fact caused him to become very despondent, resulting in suicide.

The Colvin Coal Co., of Springfield, Ill., which has recently been incorporated, has opened up offices in North Third street, Springfield, where a side track is being put in and scales are being erected.

Mrs. John Wescott, of Grand Rapids, Mich., recently brought suit against the South Grand Rapids Ice & Coal Co., charging it with short weighing in the sale of coal to the extent of 325 pounds on a half ton.

It is stated that there will be no further advance in the price of coal at retail in Cleveland, Ohio. The general tone of the coal market is very dull and the trade is so slow that if anything prices are apt to decline.

The Tazewell Coal Co., of Pekin, Ill., is making preparations to enter the retail trade on a very much larger scale than formerly, erecting a new office and scales near its present headquarters on North Fourth street.

The Coöperative Coal Co., of Dayton, Ohio, was recently incorporated with an authorized capital of \$20,000. The incorporators are: Perry J. Comer, H. J. Poling, William Anderson, William Grady and L. M. Poling.

Fire was recently discovered in the slack bin of the Keystone Lumber Co. at Loup City, Neb., and it is supposed to have been caused by spontaneous combustion. The blaze was quickly placed under control and little damage was done.

The county commissioners of Omaha, Neb., recently awarded the contracts for furnishing coal to the county for the ensuing year. The Nebraska Fuel Co. secured the anthracite contract, the C. B. Havens Co. the steam coal and the charity coal contract went to the Omaha Coal & Building Supply Co.

Dealers at La Crosse, Wis., are reassuring the residents of that city regarding the coal famine which has been predicted for that city, saying they have an abundance of coal on hand, with plenty more in sight, and that while the price of coal may advance before the winter is over, no raise is apparent at this time.



Eastern Retail Notes.

The new coal yard of Michael Waters at Tower City, Pa., is now completed and is one of the most elaborate yards in the county.

George K. Swope, of Marcus Hook, Pa., a prominent coal man, passed away recently at the hospital in that city, from a complication of diseases.

Bids were recently received for supplying the pumping station at White Oak Ridge, N. J., with coal for the ensuing year though no contract has been awarded as yet.

Weston Bunker, of Oswego, N. Y., who for thirty years has been in charge of Holden & Sons coal business at that place, will shortly retire from active business.

It is stated that New Orleans, La., consumes and distributes about one million and a half tons of coal a year and it is all shipped there from either Pittsburg or Alabama.

Capt. Theodore L. Roese, for about twenty-five years local manager of

the yards of the Berwind Coal & Mining Co., of Jersey City, N. J., died recently at a sanitarium in New York, from a complication of diseases.

The Sanford-Brooks Co., of Baltimore, Md., recently commenced the erection of a bulkhead wharf on the east side of Harris Creek. When completed it will be used as coal and wood yards by H. L. Thomas & Son.

The R. W. Rice Coal Co., of Springfield, Mass., recently requested permission of the city to erect a wooden coal pocket to replace its coal sheds in Water street, but the request has not yet been granted by the municipal authorities.

W. A. Clark, of Northampton, Mass., addressed the meeting of the New England Coal Dealers' Association, recently held at Hartford, Conn., and also another meeting of the Merrimac Valley Coal Dealers' Association at Manchester, N. H.

The firm of Porterfield & Howard, coal dealers at Chicopee, Mass., recently dissolved partnership, Mr. Porterfield withdrawing from the firm and selling his interest to John F. Smith. The firm will hereafter be known as Howard & Smith.

The Herkimer Coal & Feed Co., of Herkimer, N. Y., was recently incorporated at that place with an authorized capital of \$10,000. The directors for the first year are William H. Link, Bertha A. Link and Percy F. Coleman, of Herkimer.

The Bliss Coal Co., was recently incorporated at Kittery, Me., with an authorized capital of \$1,000,000, for the purpose of dealing in fuel. The incorporators are: Horace Mitchell, Kittery, president; M. G. Mitchell, of Kittery, treasurer; Horace Mitchell, of Kittery, clerk.

A schedule of the assets and liabilities of Eli M. Upton, as a member of the firm of E. M. Upton & Co. and the E. M. Upton Coal Co., was recently filed at Rochester, N. Y., where the firms have been engaged in business. The liabilities are said to be about \$33,000 in excess of the assets.



Watt's Mine Car Exhibits at St. Louis Fair.

Two of the largest and most comprehensive exhibits of mine cars and mine car wheels, exclusively, are made by the Watt Mining Car Wheel Co., of Barnesville, Ohio, at the Louisiana Purchase Exposition, of which company Ira E. Stevens, "the machinery man," Old Colony building, Chicago, is the exclusive western agent. The exhibits are two in number—one

occupying a large space in Block 62, Palace of Mines and Metallurgy, and the other consisting of a train of ten cars which is operated on the "Gulch" railway.

In the exhibit in the mine building are shown six different styles or types of coal and ore cars representing the latest and most approved equipment used for handling material under as many different physical conditions of mining.

One especially large steel car is adapted for a thick vein and a large output. This car is designed for use *en train* and is equipped with spring bumpers which increase the capacity of the electric motor fully fifty per cent. It is a very large car and is a duplicate of those in use in a mine, the output of which is about 5,000 tons per day.

Another coal car

shown is adapted to thin veins; some of the cars are of wood, while others are wholly of steel and all are made of the best material and workmanship and according to the ideas evolved by this well known company from over thirty years' experience in the exclusive manufacture of this class of mine equipment.

Interesting sections and samples of the Watt Standard Self-Oiling mine car wheels are also shown. These wheels are made of cast-iron, heavily chilled, and are constructed so that they run easy when new and for many weeks with a single oiling. The company's patent channel bar attachment for round axles, which has been so favorably received, is also exhibited.

The exhibit has been looked after in a general way direct from the factory and by Ira E. Stevens, who appears in the illustration shown in connection with this article. Mr. Stevens has made this exhibit his headquarters while at the fair and he shares with the company the deserving pride and satisfaction which comes from having received the gold medal awarded by the international committee of mining experts to the company for its exhibit.



EXHIBIT OF WATT MINING CAR WHEEL CO. AT LOUISIANA PURCHASE EXPOSITION.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The H. C. Frick Coke Co. is remodeling some three hundred of its coke ovens at Larimer, Pa., which have not been in working order for about five years, having been greatly damaged by floods.

The Illinois Coal & Coke Co., Scottdale, Pa., was recently organized with an authorized capitalization of \$75,000. The directors of the new company are A. L. Keister, A. C. Overholt, B. F. Keister, F. C. Keister and C. H. Loucks, of Scottdale.

The Century Coke Co. was recently organized at Uniontown, Pa., with an authorized capitalization of \$25,000. The directors of the new company are James A. Childs, Adelaide; George W. Jissel, Steward Johnson, Elizabeth F. Hogg, Pittsburg; William J. Sturgiss, Uniontown.

The Possum's Glory Coal Co., Heilwood, Pa., recently contracted for the erection of a power house, electrical plant and one hundred houses, which will cost in the neighborhood of \$100,000. J. H. Weaver, of Philadelphia, is president of the company and others interested are F. R. Hazard and E. N. Trump, of Syracuse, N. Y.; B. D. and E. R. Coleman, Lebanon, Pa., and A. J. Rapp, of Philadelphia, Pa., all members of the board of directors, and E. E. Davidson, of Indiana, Pa.

General Eastern Coal and Coke Notes.

The Philadelphia & Reading Coal & Iron Co., at a recent meeting of its directors, re-elected its present officers for the ensuing year.

A receiver has been appointed for the Lytle Coal Co., due to the fact that the present owners can not agree upon an operating policy.

The Federal Coal & Coke Co. has recently been organizing at Fairmont, W. Va., to operate mines at Grays Flats, W. Va., and will expend \$50,000 for a building site.

The Erie railroad recently ordered 1,000 cars. Some time will be required to procure the material but work will be begun on the cars by December first, it is said.

The W. J. Rainey Coal & Coke Co., Connellsville, Pa., recently purchased 130 acres of undeveloped coal lands in and about New Haven, Pa., for a consideration of \$35,000.

Anthracite coal is reported to be very plentiful by operators at Wilkesbarre, Pa., and there is no danger of a shortage for some years to come, as new veins are being discovered daily.

Burglars blew open the safe in the office of the Mound Coal Co. on First street, Wheeling, W. Va., recently, and were repaid for their trouble to the extent of \$5.00, which was all the money in the safe at the time.

The suit recently brought against the Pennsylvania railroad by the In-

ternational Mining Co. terminated in favor of the railroad company, as no evidence of discrimination against the mining interests could be found by the court.

The Allegheny Coal Co.'s Harwick mine, made famous by the awful explosion which cost 178 lives last January, is to be closed for an indefinite period, although the disaster above referred to has nothing to do with this action, it is said.

The large coal mines in Vintondale, Cambria county, Pa., have been closed down for an indefinite period, throwing 600 men out of employment. It is said the mines have been flooded and if this is true, they will not be in operation for at least a year.

The new colliery on the Black Diamond property at Branchdale, Pa., was recently put in operation, after a year's preparation. This is the only coöperative mine in the anthracite region, and is said to be one of the finest coal operations in the southern basin.

The tunnel which is being driven from the Audenried mines toward the Treskow No. 16 slope, near Wilkesbarre, Pa., is progressing favorably. The Buck Mountain vein has been gone through as anticipated, and by the time the new breaker is ready the tunnel will have reached the desired point.

The foreign element in the anthracite region, in and around Pottsville, Pa., especially the Polish and Austrian miners, are seeking the soft coal fields of West Virginia. Something like one hundred and fifty men have left Pottsville and vicinity for other fields within the last few weeks.

A fire in the vicinity of the West Ridge colliery of the Scranton Coal Co., near Scranton, Pa., destroyed the blacksmith shop and stock storage house. Prompt action was all that saved the big company store from a like fate. The aggregate damages, including the machinery, are estimated at \$2,500.

The New York Central railroad's new extension into the central Pennsylvania coal fields, it is thought, will be completed and in operation by the early part of January. As a carrier of 20,000,000 tons of coal annually the New York Central will become one of the most important coal factors in this country.

The Allport Coal Co., Johnstown, Pa., whose mines are located east

WE ANALYZE COAL

AT COMMERCIAL RATES

MAX D. SLIMMER, Ph. D.

357 Dearborn Street

CHICAGO, ILL.

Delaware, Lackawanna & Western Railroad Co.

MINES AND CARRIES TO MARKET

SCRANTON COAL

S. C. SCHENCK, Agt.

Shipments "All Rail," and from yards and docks at Chicago and Toledo.

Soft Coal Department: BLACK BAND
Mined in West Virginia.

NOTE! Not genuine unless invoice is accompanied by certificate from this office.

C. L. DERING,
Manager Chicago Office,
1000-10 Old Colony.

When you buy "SCRANTON"
be sure you get the GENUINE
D. L. & W. Scranton.



CATLIN MINE.

If you wait too long

before getting in a supply of coal you may have considerable trouble in securing prompt shipment. Better let us quote you now.

Springfield, Wilmington, Carterville, Hocking, Splint,
Pittsburg No. 8, West Virginia, Kanawha,
Old Hickory, Low Vein Block.

JONES & ADAMS CO.,

Miners and Shippers,
GENERAL OFFICE, 355 Dearborn St., CHICAGO, ILL.

of Barnesboro, is installing an electric haulage plant, which will cost many thousand dollars. A new and modern tippie will also be erected, besides many other modern improvements. Two mines are in operation at this point and nearly 200 men are employed.

The Burton, Beidler & Phillips Co., Cleveland, Ohio, recently secured control of coal territory in Ohio and Pennsylvania, and is also beginning extensive development of its anthracite fields near Northumberland, Pa., where an entirely new and modern equipment is being installed, together with a new breaker which will enable the mine to handle an output of more than 2,000 tons per day.



Literary Notes.

Where are the most intellectual people of our country—those who yield the highest percentage of ability? This is the question which Gustave Michaud will discuss and attempt to answer satisfactorily in the November *Century* under title of "The Brain of the Nation." To obtain his figures Mr. Michaud has taken for a numerator the number of persons born in a state, and living in that state in 1900, included in a directory of persons prominent in public life, the arts, sciences, and literary pursuits; and for a denominator the total number of persons born in the same state and living in the United States in 1900. Among other interesting conclusions, Mr. Michaud finds that while in New England out of every 100,000 births fifty-four are those of men of talent, in New York the number falls to thirty-four, in Ohio to nineteen, in Indiana to eleven, in Illinois to ten, in Missouri to six, in Kansas to two, in Colorado to one. Mr. Michaud has also prepared two maps, one showing clearly the distribution of men of talent through the United States, the other, the relative distribution of men of talent in the larger cities, with surprising results, Boston, for instance, having apparently lost the primacy in this regard.

McClure's for November is fairly athrill with the keenest interest in the world of men and things of today. In both article and story, it is not only pleasing but hewn close to the line of life. Three great political articles especially distinguish the number at this time, and make most important contributions to the literature of the campaign. Vivid pen pictures of the two leading candidates are presented—Parker by ex-President Cleveland, Roosevelt by Senator Lodge; the first by the man whose own experience best qualifies him to speak with authority on the presidency, the second a most interesting and searching glimpse of the real Roosevelt through the eyes of his long-time friend and political adviser. More new light, a sensational revelation, in fact, is shed by Ray Stannard Baker's researches into the records of the two candidates on the labor question. Stewart Edward White begins a new serial, "The Rawhide," like his other stories, full of the free air of the wilderness, poignant with its color and immensity. He has chosen for his present setting the wonderful desert of Arizona, and out of the long monotony of the simple lives of its people he evolves dramatic possibilities which promise a great story. The short stories of the number squarely strike the note of the hour. Booth Tarkington draws on his political experiences for a wonderful story of politics with a character creation that will take rank with his best, in his chosen field of the Philippines and describes "The Passing of the Vet," a football "The Need of Money," James Hopper, himself a famous college football player, leaves

Continued on page 966.

Southern Coal and Coke Notes.

New Southern Enterprises.

The Pauls Valley Oil & Mineral Co. was recently organized at Guthrie, Okla., with an authorized capital of \$100,000. The purpose of the new company is to drill for oil, gas, coal, etc.

J. B. Foss & Co., heavy coal importers at Tampico, Mex., have organized the Tampico Bunkering Co. with an authorized capital of \$250,000 in gold. The new company will be devoted to the handling of coal at Tampico.

Prof. D. E. Mitchell, of Cumberland University at Lebanon, Tenn., and E. J. McClosky, of Lebanon, recently purchased valuable mineral lands in the vicinity of Clarksburg, Tenn., which it is thought they will develop within a short time.

The Mabank Oil, Coal & Lead Co., of Mabank, Kaufman county, Texas, was recently formed, to do a general mining business. The incorporators are: M. J. Anderson, Cincinnati, Ohio; Louis A. Bohn, St. Louis, Mo.; J. H. Dill, R. P. Wofford, B. F. Still, Mabank, Tex.

The Ingles Coal Co. was recently incorporated for the development of coal properties in Kentucky. The officers of the new company are: Lewis Ingles, president; Ray Moss, vice-president; John Ingles, secretary and Harvey Ingles, treasurer and general manager, all of Middlesboro, Ky.

The Caledonia Mining Co. was recently organized at New Albany, Ky., with an authorized capital of \$25,000. The incorporators are: Edw. J. Hackett and John Nicholson, of New Albany, and H. G. Roetzel, of Boonville, Ind. The company recently purchased a large tract of land in Warrick county, under which is a thick vein of coal.

The Arkansas Black Diamond Co. was recently organized at Fort Smith, Ark., with an authorized capital of \$400,000, three-fourths of which has been paid in. The company owns 15,000 acres in Johnson and Franklin counties. The officers of the new company are: J. N. Brown, president; W. J. Echols, vice-president; Lovick P. Miles, secretary, and Edward Matlock, treasurer.

General Southern Coal and Coke Notes.

An explosion occurred recently at the Bolen-Darnell mine in McAlester, I. T., severely burning two miners. The mine was not badly damaged.

On account of the high price of coal prevailing at Birmingham, Ala., it is stated that Birmingham may import its domestic coal from Kentucky.

The Tennessee Iron & Railway Company's coke ovens at Pratt City, Ala., are again in operation after an idleness of nearly four months, giving employment to a large number of men.

The Moody Coal Co., of South Carrolton, Ky., recently opened two very large operations and is shipping coal. William Moody, a former resident of Wilkesbarre, Pa., is president of the company.

The miners in the Coal Creek region of Tennessee are still on strike and



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will not accept the reduction in wages which the operators have decided upon. The operators claim they can not pay higher wages and will stand firm.

A very disastrous mine explosion occurred a few days ago in shaft No. 19 of the Wilburton mine near South McAlester, I. T., which destroyed the fan house and tipple and damaged the mine to the extent of \$10,000.

The coal mines at Wilburton, I. T., have resumed operations after having been idle for about four months. The output of these mines will average from 150 to 200 cars per day and 3,000 men will be given employment.

The North Jellico Coal Co., of North Jellico, Ky., composed of Louisville capitalists, is opening up its mines and commencing the development of its blue gem seam. It is also building a branch line from its main entry to the opening.

The De Soto Coal Co., which was recently incorporated at Birmingham, Ala., with mines in the northern part of Jefferson county, Ala., will soon have its mines in full operation and will be producing between 500 and 1,000 tons of coal per day.

The report of the Virginia Iron, Coal & Coke Co., New York, N. Y., shows a very heavy decrease in the earnings of that company over the previous year. The deficit amounts to nearly \$30,000 and is said to be due to the depression in the iron trade.

The mines of the Peacock Coal & Coke Co., of Monterey, Tenn., at Cliff Springs, Tenn., were recently leased by R. J. Moscrip, who will at once begin operations with a large force of miners, and intends to work the mines to their full capacity. It is thought that the mines will be shipping coal within a few weeks.

The Alabama Steel & Wire Co., of Birmingham, Ala., recently purchased the properties of the Underwood Coal Co., located at Altoona, Ala., the consideration being nearly \$300,000. This gives the Alabama Steel & Wire Co. a connecting link between its holdings in the state, the coal mines furnishing fuel for all their plants.

J. M. Gray, state mine inspector of Alabama, gives it as his opinion that the coal production of that state for the year 1904 will exceed that of 1903, though it will not be to a large extent. During 1903 the coal production of Alabama amounted to 11,700,753 tons, while the production for this year is estimated now at 12,500,000 tons.

LITERARY NOTES—Continued.

story of intense realism and power, strikingly suggestive as well as fascinating. Rex E. Beach mixes pathos, humor, and tragedy into a moving whole in "The Thaw at Slisco's." The rough, dark life of the Klondike is lightened by sentiment with artistic strokes. A most fetching love story is "Kilbreth of Ballyraggan," by Grace S. Richmond, a tale of charming people and plot all should know. Myra Kelly calls her East Side school story "A Passport to Paradise," and into it throws the rich humor and insight into the life she describes which have characterized her work here. A stereoscopic picture of that most vital of school problems, "The Parent," is given by M. H. Carter out of a long, personal trial at its solution. A. W. Rolker contributes a very readable article, the biography of a New York fire-horse, "The Black Roan of 265," full of the hazardous and adventurous spirit of the fire fighters, with graphic descriptions of dramatic incidents in their lives. "Out of the Jaws of Death" is the narrative of the marvelous escape of two Union soldiers from a band of guerrillas during the Civil War, by W. H. Sheak—an astounding story of actual experience. The number closes with an editorial on "The Making of McClure's Magazine," which describes the organization of the famous staff which has done such remarkable work for this popular periodical.

The November number of *The Booklovers Magazine* is a strong number in every sense of the word: strong in variety, strong in the human interest of its articles, strong on its artistic side, and strong in its Americanism. Every article is fully illustrated. The leading article, "A Radical Experiment in Education," is by H. Foster Bain, and explains, in detail, the methods employed in the Chicago School of Education, where the work is made so fascinating for the pupils that formal discipline is practically done away with, and the teacher, "following the lead of the child," learns how to teach to the best advantage. James C. Monaghan, chief of the Bureau of Consular Reports, in the Department of Commerce and Labor, contributes an authoritative article on "The American Consul: A New Type." Mr. Monaghan describes the varied work a modern consul has to do, and pleads for the establishment of a Consular School, for the proper training of those who desire to enter this important branch of the public service. The student of labor problems will find much to interest him in the highly interesting descriptive paper on "The Fisheries of New England" contributed by Dr. William S. Birge. An American invention which has revolutionized the work of railroad building is the automatic tracklayer. In a striking article, "A Triumph of Railroad and Engineering," Day Allen Willey gives an account of its marvelous achievements on the western prairies, where engineers have been able to lay a third of a mile of track in an hour, and to construct three miles of completely finished and ballasted "permanent way" in a day. "What the Japanese are Reading," is the subject of Harold Bolce's most entertaining paper. The art section is varied and attractive. There are four color-productions of pictures in the famous Waggaman gallery, at Washington; a series of photographs of "Mountain Cabins" by Phoebe Westcott Humphreys; and an article on "In and About Old Hampton," illustrated from sketches by F. H. Desch. In addition to these leading features of a notable number, there are three short, but most entertaining articles dealing with three interesting personalities: "Characteristics of Senator Hoar" by Joseph M. Rogers, describes some of the traits of a great, but somewhat contradictory personality; Mrs. Antoinette C. Burgess contributes a character sketch of Edith Wynne Matthison, the English actress; and Professor Parrott, of Princeton, writes an appreciative criticism of the work of Maurice Hewlett, whose romantic studies in "historic psychology" have gained him a unique position in English letters. There is also a paper on "The Petrarch Fetes of 1904," by Alvan F. Sanborn; a capital story "The Query of Candler's Cut," by Tilden Tilford, author of "Butternut Jones"; a sonnet, "The Leader," by George Lansing Raymond; and twenty-eight pages of "The World of Print," an illustrated digest of contemporary art, literature and events.

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THE BLACK DIAMOND

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General Review of the Markets.

Perhaps the most important features of the bituminous market this week is the tie-up of the coal mines in the entire state of Illinois through the strike of the coal hoisting engineers. This strike, if it should continue for any length of time, would have an influence on practically every coal market west of Philadelphia, and perhaps it might influence bituminous prices at tidewater. Illinois is the second greatest coal producing state in the country with an annual production of 33,000,000 tons of coal or nearly three-quarters of a million tons a week. The failure of the operators of this state to produce their normal tonnage for a period of even three or four weeks at this time of the year would not only create a shortage in the Chicago market, but would have a wide influence on the available supply of coal for the use of western railroads and industries. The larger consumers of coal failed to realize the full significance of the possible effect of the strike when it was reported last week and the week before that it might occur. There have been so many false rumors during the past year and a half of labor troubles that consumers were inclined to look upon this threatened strike as of that character. As a consequence they failed to take in any surplus supplies of coal, except during the latter part of last week and on Monday of this week. Practically none of the large users of steam coal, who absorb the bulk of the Illinois tonnage, have any stores of fuel ahead of their current requirements.

It was reported on Wednesday of this week that one of the large railroads in the west had several agents out endeavoring to secure coal in Chicago and it is said that other rail lines will be in the market for this tonnage before the end of the week, or, at the latest, the early part of next week. This is likely to create a stringency in spot supplies of western coal, which will undoubtedly be made up with shipments from the bituminous fields where there is no interruption to production. If any pronounced shortage of either steam or domestic Illinois coal occurs at Chicago or St. Louis it will be followed by an advance in prices which will make it an object for eastern producers of bituminous coal to ship to either one of these markets. Such an advance would be followed by similar advances in the market from which this coal was diverted, and the tendency would be to strengthen the whole situation in the central competitive district, where the coals produced in Indiana, Ohio, West Virginia and Pennsylvania find their market.

It is to be hoped that the strike in Illinois will not be of long duration and that it will not be followed by complications that will make it a serious matter to settle. Stimulation of the bituminous market at this time will be felt all through the cold months to follow. A continuance of the hoisting engineers' strike, however, for a month or longer, would undoubtedly result in over-stimulation—prices would go much higher than normal and buyers who handle large quantities of coal would be active in bidding against each other with the result that values would go beyond the range of reason. When work was resumed there would be a reaction as rapid, perhaps, as the advance had been, and the losses which would be sustained by shippers would more than balance any unusual profits.

The End of the Strike Can Not Be Foretold.

There is no possibility of telling when the hoisting engineers' strike will come to an end. The best sentiment seems to be that the union will rapidly disintegrate and that by the middle of next week most of the mines in the state will be working, either with non-union hoisting engineers or with engineers who have abandoned their organization and have entered into individual agreements with the operators. The present week no serious effort will be made to fill the places of the strikers. If the regular employees do not return later, the coal operators will not have much difficulty in filling their places. There are only 700 men involved in the strike and the mine managers and miners at many points are qualified hoisting engineers, who will perform these duties until a permanent employee can be secured.

The effect of the strike on western markets this week has not been pronounced, owing, no doubt, to the mild weather which has prevailed. In some cases individual producers have advanced their prices slightly and steam coals have shown a general tendency toward a normally higher price. The total advance of steam coal, as a rule, probably has not been over fifteen or twenty cents per ton and part of this advance is on paper. Producers and shippers are asking higher prices, but when they do not get them they take the old figures in some cases.

Anthracite Trade Waits Upon Weather Conditions.

In the anthracite trade the market continues to wait upon weather conditions. Throughout the anthracite coal consuming area the weather this week has been mild and not conducive to a large consumption of this fuel. Orders coming forward to both the eastern and western shipping agents have been for small lots, confined to a single small carload merely to fill out stocks until the demand increases. In the eastern trade the rail deliveries seem to be absorbing the most attention. This is due, doubtless, to the shortage of cars at the collieries, which is causing apprehension on the part of some of the line dealers as to their ability to get coal later on when it is needed. The car supply at the collieries this week is as bad as it has been at any time since April first. It is estimated that it is not over fifty per cent of normal requirements, and to a very large extent it has restricted production. Further restriction in production was experienced on Saturday and Tuesday by the observance of holidays peculiar to the anthracite region. In the west householders continue to be dilatory about taking in supplies of fuel for consumption, and reports received during the week indicate that a large tonnage will be required upon the advent of winter weather. Rail movement to the west is suffering to some extent from a shortage of box cars at the collieries and rail shippers in Chicago report a shortage of chestnut coal locally this week, which is causing some delay in filling orders. Car supply at western dock points is becoming a factor in the situation and shipping agents are experiencing considerable difficulty in securing a sufficient number of box cars to promptly fill current orders.

In the eastern bituminous trade the car supply continues to be the feature of importance. Probably the greatest difficulty being experienced at present in the matter of transportation is in the smokeless region of West Virginia and the Connellsville coking region of Pennsylvania. There has been a drouth in that territory for the past ten weeks. Much difficulty is being experienced in securing a water supply for locomotives on the rail lines, and when water is secured it is impregnated with a chemical which has a most harmful effect on the boiler tubes, soon placing locomotives out of commission. There are a larger number of locomotives in eastern repair shops than was ever known before at this time of the year, due to this cause, and as a consequence the movement of both coal and coke has been most seriously restricted. Practically all the western shipping agents of smokeless coal are now short of mine-run coal as well as lump and egg. The effect of this transportation situation on the coke trade was felt in Chicago during the week, where an advance of ten cents to twenty cents per ton was made in the selling prices, due to the tight supply. The car situation in the Fairmont and Pittsburgh districts is improving some, especially in the movement to lake loading ports. No serious complaint is heard from Indiana this week as to transportation, doubtless due to the strike in Illinois, which is relieving some of the coal roads usually engaged in the transportation of coal out of that field, and which have transferred their cars to the Indiana field. The movement of bituminous coal from producing points to tidewater is satisfactory. Complaint is heard now and then of a shortage of cars at the mines, but generally the supply is sufficient for current requirements and the time required to convey the coal from the mines to shipping ports is satisfactory.

Reports from Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
Chicago, Ill., Nov. 4.

The most important feature of the bituminous situation in the west this week has been the strike of the hoisting engineers in Illinois on Tuesday, followed by almost a complete suspension of coal mining in the second greatest coal producing state in the country. This strike is important because of the immense coal production of Illinois and the large number of industries dependent upon this state for a fuel supply. The average weekly production of coal in this field is about 635,000 tons or an average of 105,000 tons for each working day in the year. This immense tonnage taken out of that produced must necessarily have an influence upon market conditions within a short time, and while at the time this is written advances that have occurred in coals mined in other states have been sporadic and largely due to local conditions, it is safe to assume that a continuance of the present labor trouble would soon have a strong influence upon the market for nearly all descriptions of bituminous coal.

Just how long the present strike will continue is a question that no one can answer. One minute the outlook encourages the belief that the Brotherhood of Hoisting Engineers will speedily yield and make the best terms they can, while a short time later there is every indication that complications may ensue which will involve the United Mine Workers' organization and cause a long struggle. This latter is the extreme view of the situation, however. The miners' organization is not vitally interested in seeing the Brotherhood win the strike, but on the other hand it is interested in enlisting all hoisting engineers in its membership if possible, and under these circumstances the situation is pregnant with possibilities, which can become actualities very easily.

Effect of Strike will be Felt in Prices Next Week.

The effect of the strike is not so likely to be felt the present week as next, for the reason that many of the larger consumers, such as railroads, had a small supply of coal on hand when the strike was called. Railroad stocks, however, are not generally large, and when these consumers become factors in the purchase of coal it may be expected that products mined in bituminous states where there is peace will advance rapidly. It will be a case of supply and demand. Several railroads requiring their usual quota of coal, if they enter the market all at the same time, as they may under existing circumstances, would speedily create a shortage which would advance prices rapidly.

When the strike was called the western interests which constitute the largest buyers of bituminous coal for steam purposes were operating with unusually small stocks for this season of the year. The abnormally low prices during the summer caused them to hold off before purchasing abundant stocks, and this condition, coupled with a presidential campaign year, created the present situation. The consequence of it will be found in a scramble on the part of many industries which have no coal to get a stock in, and naturally those who have coal to sell will dispose of it at the ruling price. For six months the market has been controlled absolutely by buyers, who have made their offers for coal which have been accepted. Should the strike continue a fortnight they would find that there had been a remarkable change and sellers of coal were the ones who were making prices and that these prices were based on what they could get for their product. If severely cold weather occurs in the meantime there is little doubt but what there will be a temporary flurry in the price of bituminous coal which would be equal to that which occurred during the early part of the winter of 1902, immediately following the anthracite strike. Such activity in prices, however, would not be as enduring, but would be caused by temporary conditions, which, doubtless, would soon be relieved.

St. Louis Reported Short of Coal Now.

Probably the worst effect of the strike will be felt in St. Louis, if it continues for any length of time. The steam users of that city are almost entirely dependent upon the Illinois fields for their product. This year they are dependent upon this source of supply to a greater extent than ever before, for the reason that the strike in western Kentucky and eastern Tennessee has taken a small amount of tonnage out of that market. It was reported the middle of the week that Illinois coal in St. Louis was in very short supply.

Chicago will probably be in a position to secure an abundant supply of coal—although at advanced prices. The fields of Indiana, Ohio, West Virginia and western Pennsylvania all find a market for their product in Chicago and as soon as any shortage occurs which results in even a slight advance in price this eastern coal will come in to the west in much larger quantities than at any previous time—providing there is sufficient car supply to move it, which has not been the case heretofore. This would have a tendency to strengthen the bituminous markets in all parts of the north, especially if the strike should continue for three or four weeks, so that the full effect of it could be experienced.

Car Situation in Other Fields a Factor.

From a commercial standpoint the situation is fraught with many possibilities, depending upon the length of the strike and the prevailing condition of the weather while it lasts. It will hardly cause any hardship unless it should continue all winter, as the combined bituminous production of the central competitive district, not inclusive of Illinois, is probably sufficient to meet requirements. The principal trouble in this connection will consist in getting the coal forward. For the past four weeks THE BLACK DIAMOND in this column has referred to the short supply of cars and other transportation conditions which have held back the movement of eastern coals to the west, making it impossible for the shipping agents to get forward all the coal for which they were obligated. There is no

hope of any immediate improvement in transportation conditions until the close of navigation, and by that time the weather may be such as to seriously impede the movement of all descriptions of coal. This feature has to be reckoned with and it promises to be one which, even with a full production in the west, will be the cause of some shortage of fuel before the end of the approaching winter. With a strike in the west it is impossible to tell what the effect would be, but it seems certain it would be a cause contributing to stimulation of prices on all descriptions of bituminous coal.

In the western anthracite trade business is inclined to be quiet owing to the mild weather during the past week. Orders coming forward are mostly for single carlots to piece out stocks, and this is usually considered a very unsatisfactory business, especially when the orders are for fifteen and twenty ton cars and the coal is coming forward in the thirty and thirty-five ton variety. Dealers apparently are having a fair volume of business, but during the continuance of the mild weather do not care to take in any more stock than they can move out again, fearing the winter may be an open one, or the presidential election will not go to their way of looking at it. Consequently when they sell a few tons of coal they order a small car forward to have at least some should they require it.

Anthracite Trade in Large Cities is Backward.

In the large cities, while business is better than it has been, a canvass of the situation shows that many consumers have not taken in their anthracite. One large dealer in Chicago this week reported that fifty per cent of his customers had failed to order their anthracite fuel supply, this comparison being based upon the customers who had taken in a supply a year ago at this time. Others say their tonnage is still considerably less than a year ago, and with a week of Indian summer there has been slight improvement. Some of the all-rail shippers in the Chicago market report a shortage of chestnut coal, but this is by no means general. Dock interests claim to have a sufficient supply of this size to meet all their requirements, and doubtless the shortage referred to is only temporary, due to the closing down of the mines. There continues to be complaint at the collieries of a lack of boxcars for western shipment, and the movement this week promises to be light, owing to the closing down of the collieries in celebration of Mitchell day and the lack of cars. The supply of cars for shipment westward from the docks is reduced. A few weeks ago orders for cars were filled very promptly, but on some of the western lines it now requires from three days to a week to secure the cars when needed. This shows the increase in the movement of other freight, and there are fears that the situation will grow worse instead of better during the present month.

Eastern Drouth Affects the Bituminous Movement.

In the western markets on eastern bituminous coals the car supply continues to be the principal feature. The situation in the West Virginia mining fields and in the Connellsville coke region is a most peculiar one. There has been a drouth in that territory for the past ten weeks, which has resulted in drying up many of the lesser streams and lakes, and the railroads are up against a hard proposition to secure a water supply for their locomotives. The water that is obtainable seems to be impregnated with deleterious chemicals, which soon injure the boilers, putting locomotives out of commission faster than they can be repaired. In both the New River and Pocahontas region there is a decided shortage of cars, and current shipments of these coals westward are less than shipping agents are obligated to fill. Owing, too, to the increase in traffic it is not anticipated transportation will improve much before the close of lake navigation, which is still a month distant. Coals coming from the territory referred to are in short supply and the market is very firm. Pocahontas and New River mine-run are held strong at \$1.10 f. o. b. the mine, or \$3.15 f. o. b. Chicago. Smokeless lump and egg are held at \$2.00@2.25 f. o. b. the mine, or \$4.05@4.30 f. o. b. Chicago. Tug River is a trifle firmer this week in Chicago, and, while a small tonnage has been sold at \$2.85 f. o. b. Chicago, prevailing quotations are \$2.90@3.00 on the f. o. b. basis for standard and \$3.15 f. o. b. Chicago for screened mine-run coal.

Splint coal is showing a stronger tone this week and is quoted ten cents higher in the Chicago market, on the basis of \$2.30 f. o. b. Chicago for Kanawha lump in open cars and \$2.40 f. o. b. Chicago in boxcars. The strike in the Cabin creek field of West Virginia does not seem to be affecting the situation seriously as to supplies, and in fact has not been felt to any extent. Winifrede splint is quoted at \$3.55 f. o. b. Chicago. In Fairmont coal there has been no important change. Three-quarter lump is held at \$2.85@3.00 on the Chicago f. o. b. basis, and Fairmont domestic lump at \$3.40@3.60 f. o. b. Chicago, or \$1.50@1.70 f. o. b. the mine.

The situation as to Youghiogheny coal is unchanged. Supplies coming forward are kept well under control for the most part and are held at \$2.90@3.10 f. o. b. Chicago for three-quarter coal. Pittsburg No. 8 continues on the same basis as formerly, \$2.60@2.65 f. o. b. Chicago for mine run. Three-quarter coal is held at \$2.70@2.75 f. o. b. Chicago. Very little of this coal is coming forward.

Hoeking Coal Advance Was Twenty-Five Cents a Ton.

Hoeking coal, instead of advancing fifteen cents last week, was advanced twenty-five cents a ton, making the price at the mine \$1.60, or \$3.25 f. o. b. Chicago for open cars. The price on boxcars, it is understood, has not been definitely determined, although orders from the trade are being accepted at ten cents advance over these figures. There is talk in some quarters of making this differential twenty cents instead of ten cents, owing to the difficulty experienced in getting boxcars at the mines and also to make the all-rail price in western territory closer to the dock price. The latter, under the new scale of prices, is \$3.60 f. o. b. the dock for coal loaded in

boxcars. Pile-run prices are not changed. In other Ohio coals there has been little change. Jackson Hill continues at \$2.25 f. o. b. the mine, or \$3.90 f. o. b. Chicago. Wellston lump is held at \$3.65 f. o. b. Chicago. Sedalia lump is held at \$2.25 f. o. b. the mine and \$3.90 f. o. b. Chicago. Sedalia nut is held on the basis of \$1.75 f. o. b. the mine, or \$3.30 f. o. b. Chicago.

Quotations on Illinois Coals are Withdrawn.

In western coals all quotations have been withdrawn on the Illinois product pending the settlement of the strike in this state. The Indiana product has shown a slight increase in price as a result of the increased demand, quotations showing a wider range than at any previous time this year. The best Linton lump is held on the basis of \$1.50@1.70 f. o. b. the mine, or \$2.30@2.50 f. o. b. Chicago. Sullivan county domestic screened lump is held on the basis of \$1.50@1.90 f. o. b. the mine, or \$2.30@2.70 f. o. b. Chicago, according to preparation and quality of the coal. Block coal holds to the former basis of \$2.25 f. o. b. the mine, or \$3.05 f. o. b. Chicago, with Block mine run on the basis of \$2.00 f. o. b. the mine, or \$2.80 f. o. b. Chicago. Semi-block coal is held on the basis of \$1.80@1.90 f. o. b. the mine, or \$2.60@2.70 f. o. b. Chicago. Other coals in the domestic grades are held on the same relative basis. Steam lump from the Indiana fields is five to ten cents higher per ton, ranging from \$1.15@1.35 f. o. b. the mine, or \$1.95@2.15 f. o. b. Chicago for inch-and-a-quarter Sullivan and Greene county lump. Clinton steam lump is held on a basis five to ten cents lower than these figures. Mine-run coal from Indiana has also shown stronger tendencies and is quoted 90c@1.05 f. o. b. the mine, or \$1.65@1.85 f. o. b. Chicago.

The accumulation of screenings in the Chicago market has not entirely cleaned up, but with a continuance of the strike in the Illinois fields it is expected that any surplus will be well reduced by tonight. Operators in the Indiana field who had this product to sell are taking a firmer view of the situation and are quoting prices generally from thirty-five to forty-five cents for immediate shipments on inch-and-a-quarter product, with some who make a three-inch screenings quoting as high as seventy cents f. o. b. the mine. There is an expectation the fine coal market will be in good shape by the end of the week.

Owing to the drouth in the Connellsville region there is a short supply of water, which is interrupting coke production and causing higher prices. The production this week, it is expected, will be not much more than fifty per cent of normal, and with increasing consumption this is causing a shortage. Prices for spot seventy-two-hour coke this week are ten to twenty cents higher, making the price f. o. b. Chicago \$4.70@4.85. Southern coke is also in shorter supply and is quoted \$4.25@4.35 f. o. b. Chicago. West Virginia coke is held at \$4.00@4.10 f. o. b. Chicago. Glassport by-product solvay coke is held at \$4.85 f. o. b. Chicago for standard foundry. Gashouse coke holds firm on the basis of \$4.00 f. o. b. Chicago for the standard Cincinnati product.



Coal Trade Conditions at Cincinnati.

CINCINNATI, OHIO, Nov. 3.—(Special Correspondence).—A general advance of twenty-five cents a ton on the retail prices of all kinds of bituminous coals for family purposes went into effect on the first of November. It is the natural result of an increasing number of orders for coal for domestic use, and the rapidly decreasing amount of coal afloat in the river that caused the retail dealers to raise prices. Those dealers who handle rail coal exclusively have been tasting the bitterness of having the wholesale price at the mines pushed up several notches without any corresponding increase in the retail price, and the rail dealers were about as anxious as the river dealers to try to make the buying public pay a little more for its coal. Pittsburgh, Kanawha, Thacker and Fairmont lump are now worth \$3.25 a ton delivered throughout the downtown part of the city; Luhrig and Kentucky, \$3.00; New River and Pocahontas, \$4.00. Deliveries on the hill tops and other suburbs cost twenty-five cents a ton additional. The price of anthracite and steam coals has not been disturbed. Anthracite is still selling for \$7.50 a ton, and nut and slack for steam purposes ranges from \$1.60 a ton for the cheaper grades to \$2.00 a ton for Pocahontas and New River.

Market on Car Lot Coal is in Healthy State.

The wholesale market remains in very much the same satisfactory state that has characterized it for several weeks, with the exception that the car shortage on the railroads is getting to be more and more serious. All first-class splint coals, such as Kanawha, Thacker and Luhrig, are bringing \$1.50 a ton at the mines, and New River and Pocahontas lump and egg are in really greater demand than ever at \$2.00 a ton at the mines. Higher prices are being asked by some dealers with a view to driving away trade for the time being. The nut and slack situation is gradually clearing up, and from this time forward it is expected to take care of itself. Sixty cents a ton for Kanawha and seventy-five cents for New River nut and slack are the prevailing actual prices.

From the best information obtainable the general coke market is very greatly improved. It seems that during the week two of the largest buyers of coke in the United States have not only been making inquiries, but have been placing orders for large quantities of coke at figures they thought ridiculously high two months ago. As a consequence a number of the handlers of coke here have stiffened up in their prices, which now range from \$2.00 upward for furnace and \$2.50 for foundry at the ovens.

Supply of River Coal Has Reached Limited Proportions.

As noted in former reports in THE BLACK DIAMOND, the supply of river coal is becoming quite limited. At the rate it has been going out there is not over three weeks to a month's supply afloat and in the yards of the river dealers. It is nearing the season of the year, however, when a rise may be expected in the river, and this will bring down from headwaters at Pittsburgh, and from the Kanawha, millions of bushels. There is at this time more coal loaded and ready for shipment in the mouth of the Kanawha

river than ever before in the history of the trade. Some of the shippers have even anticipated a slight rise in the river, and have loaded a number of barges to draw only four feet, and hold these in readiness for marketing if the Ohio river should rise only a couple of feet. In this case the movable dams of the Kanawha would be dropped and the artificial rise thus formed would be sufficient to float all the light draft crafts to Cincinnati. There have been no further advances in the wholesale price of coal afloat. Pittsburgh and Kanawha range from seven and one-half cents to eight cents a bushel, and nut and slack is worth four and a half to five cents a bushel.

Bad Water is Ruining Locomotives.

One of the direct causes of the great scarcity of cars in the New River district on the Chesapeake & Ohio railroad is said to be the scarcity of water, or rather the scarcity of good water. On a number of the branch roads, which are the great feeders of the main line of this rail line, water is very scarce, and there seems to be some chemical in it that acts deleteriously upon the tubes of the boilers of the locomotives, and soon puts the engines out of commission. It is a fact that a few days ago three engines were reported "dead" at one time on one of the little branch roads, and it is reported upon good authority that the Chesapeake & Ohio railroad had thirteen locomotives out of commission at one time this week in the New River district on account of bad water and a lack of water. The disabling of so many locomotives tends largely toward making the car supply and distribution even worse than it has been in the New River field.

Cincinnati News Notes and Personals.

F. L. Garrison, president of the Kanawha Coal & Coke Co., is in Charleston, W. Va., looking after his company's affairs.

William Burlingham, western manager of the Chesapeake & Ohio Coal & Coke Co., has gone to Chicago for a week or ten days. His friends will find him at the Auditorium hotel.

T. F. Farrell, traffic manager of the New River Consolidated Coal & Coke Co., is spending a few days in St. Louis combining business and pleasure. He reports trade in smokeless coals excellent.

Alexander Cunninghame, president of the Luhrig Coal Co., has gone to Arkansas to spend three weeks or a month inspecting some coal properties for himself and some Cincinnati and Chicago friends. Mr. Cunninghame goes in the capacity of an expert, and upon his report will depend the formation of a company to open up and operate mines. The properties are said to contain a bed of fair quality anthracite.

The Chesapeake & Ohio Coal & Coke Co., of which William Burlingham, Cincinnati, is the western manager, has just closed negotiations by which it purchases another large mine in the New River district. The mine is a new one and has not yet been named. It is located on Long creek, on the McKell property. It is expected that the mine will be shipping coal within the next sixty days, and that within a year it will be producing upward of a thousand tons a day. The purchase price is said to be in the neighborhood of \$80,000. This is the sixteenth mine in the New River district controlled by the Chesapeake & Ohio Coal & Coke Co. The company has six mines in the Kanawha district.



The West Virginia Mining Field.

WHEELING, W. VA., Nov. 3.—(Special Correspondence).—An advance of twenty-five cents per ton has been made on coal in the eastern Ohio territory and a similar jump is looked for in West Virginia coal before the year ends. The advance started in the Hocking Valley district, which practically sets the pace for the rest of Ohio, and as West Virginia coal comes into close and direct competition the operators of this state feel that they should be able to name prices accordingly. The advance across the river went into effect yesterday, and so far applies only to wholesalers. Under the old prices coal sold at wholesale at \$1.35 a ton for car lots; at retail \$1.60 a ton. The advance applies to lump, screened and run-of-mine grades.

October shipments from the Fairmont region give promise of showing as good an increase over September as that month did over August, which was about 1,039 cars, but coke showed a decline in September. October should bring it up, however, because there is a revival tendency shown in coke.

Car service is reported generally better. There is a noticeable improvement on the Baltimore & Ohio divisions and the lake trade for the past week has been amply supplied.

Except in the strike-affected region in the Kanawha field the mines are doing as well as at last reports, and some better in places, but trade is classed as dull just the same. This expression comes from operators who have been patiently waiting for active business for nine months and who fondly hope to see demand and prices as good as a year ago.

Shipments to Lake Leading Ports are Heavy.

Shipments from the Pittsburgh district which pass through Wheeling for the lakes and west are keeping up well and trade in that district is superior to most of West Virginia. Business along the Norfolk & Western continues steady. This is a territory where long time contracts rule and where a selling pool proves of advantage.

A representative of a Canadian agency, Mr. Thomas, has just closed contracts for West Virginia coal from the Kanawha, Fairmont and Wheeling districts, and the fact of a new source of trade is peculiarly gratifying. Tröll Bros., who operate mines in Belmont county, half a dozen miles from Wheeling, less than a year ago secured a big Canadian contract, which was the first for this section. The Grand Trunk railroad of Canada is interested in the negotiations for West Virginia coal.

The Chesapeake & Ohio has started an engineering corps on a line up Elkhorn creek which will enter the Wise county, Virginia, coal field, just south of the West Virginia line. It will pass through the famous Breaks of the Cumberland mountains and will give the fourth line into this territory.

The country has large deposits almost as good as the famous Poehontas coal.

Today at Charleston there will be a meeting of the stockholders of the Coal River & Western railroad, which is now being built up Coal river, from its junction with the Kanawha river at St. Albans, and a proposition to further extend the line will be considered. Senator W. C. Sproul, of Chester, Pa.; J. Morgan Oleott, of New York, and C. C. Watts, of Charleston, are the principal owners. It will be a coal tonnage road.

The strike in the Cabin Creek district, Kanawha field, is still on and nothing definite has occurred since the refusal of President John Mitchell to consider arbitration. At least 3,000 men are affected.



The St. Louis Coal Market.

ST. LOUIS, Mo., Nov. 3.—(*Special Correspondence.*) The strike of the coal hoisting engineers Monday night did not affect the St. Louis coal market materially, although there have been some slight advances at wholesale in the price of coal. The prices quoted on the east side by car lots are: Mine-run, \$1.65 per ton; shaker screen, \$1.75@2.00, and high grade about \$3.00, with little of the last quality coming in. Some common coal is coming in, but in small quantities. That arriving is from small individual mines whose managers have signed the scale. It is reported that quite a number have already signed and are signing.

In St. Louis, several small dealers took advantage of the situation and added a dollar a ton to coal, but it is to the credit of the large dealers, however, that they did not advance prices and they are filling orders as usual at the same price as existed last week. They, however, now inform their customers that they had better wait until the status of the strike among the hoisting engineers is better known and the production of coal, in spite of the strike, can be better estimated. Only rush orders have been filled and there were few of these.

The dealers state that there was no reason for the advance of \$1.00 a ton on coal, other than that the men who had coal were holding it for a big advance. In this advance lies the hope of the engineers for the successful culmination of the strike, so far as they are concerned. They assert that the big mine owners will not stand by and see the smaller ones mining coal at a profit far in excess of the ordinary value of coal.

All Large Mines Near St. Louis are Closed.

All the large coal mines in the Belleville (Ill.) district are closed. In St. Clair county, Ill., fifty-two mines, employing 3,000 men and boys, are closed. The smaller mines are in operation, the owners having signed a new wage scale with the engineers, giving them the wages demanded.

The strike will not necessarily be felt in St. Louis for some time, unless the dealers use it as an excuse for increasing the price of coal to the consumer. In East St. Louis and at all the coal mines within seventy-five miles of the city are long strings of loaded cars. Manufacturers and other large enterprises which secure coal by contract will be looked after first by the mine owners, it is said, but most of these, it is stated, have a large quantity of coal on hand, many having the entire winter supply.

In East St. Louis, Belleville, O'Fallon, Collinsville, the Tri-Cities and other cities in St. Clair county, Madison and Monroe counties, Ill., there will be no scarcity of coal, the miners say, as the small mines will be kept in operation, thus supplying the local trade, but St. Louis and other cities which receive a coal supply by railroad will be forced to do without or pay a high price if the strike is not ended within a reasonable length of time.

Strike Will Not Affect the World's Fair.

The strike of the Illinois engineers is not likely to harm the world's fair, although the supply in the yards at the fair on Monday was only thirty-six car loads. This will have been exhausted by the end of the week. The usual supply is about seventy car loads. Ordinarily the engines which furnish power and light for the exposition grounds and buildings consume about ten cars of coal each day, but by carrying out an order that all incandescent lights on exhibit buildings be cut off at 9:30 o'clock instead of 10:30 each evening, it is believed that the supply on hand will be sufficient for the present week.

The fair management has a contract with an Illinois company for its coal and it is not unlikely that in case of a shortage the other coal dealers will furnish enough to supply all requirements.

Ed Devoy, of the Devoy & Fuerborn Coal & Coke Co., said in an interview this morning: "Coal is a little scarce and there is only a supply for four or five days on hand. Quite a number of mines are working, and if the weather keeps fine, so that family coal need not be delivered, there will be enough for factory use for some time. The price of coal is not likely to advance for several days and then only if the strike continues and the supply of coal is exhausted. We tell our customers who are coming to us now, fearing an advance, that there is no need to be in a hurry, and that they had better wait for a few days. If the strike continues we will give them coal at the same price that it is now. We do not like to empty our yards when there is no reason to do so."

Small Mines in Belleville District Have Resumed.

Eighteen coal mines in the Belleville (Ill.) district, employing about 600 miners, resumed work Wednesday morning. While many of them are classed as small mines and are for the most part unidentified with any association of operators, yet three of them are large and employ a large number of workmen. These mines are the Royal, Joseph Taylor and Superior. The other mines that are working are: Tower Grove, Richland, Sunlight, Lebanon, Johnson, Little Oak, Walnut Hill, Enterprise, Dutch Hollow, Summit, Highland, Fullerton, Nortmann, Pittsburg and Mascoutah. The operators of the three association mines that resumed say they can consistently pay the engineers the amount they ask and still make money.

In the exhibit of the state of Pennsylvania in the mining building is one of the most complete models of an anthracite coal plant ever presented

to the public. It completely illustrates the geology of anthracite and the manner in which it is worked by the miner. The galleries and drifts are shown to seale, the rooms from which the coal is dug, and the tram cars are to be seen hauling the coal out to the surface. The development of the mine by both slopes and shafts is shown, and the system of ventilating it by positive currents of air. The model received such favorable commendations at the hands of the jury that it was awarded a grand prize.



Kansas City and the Missouri River Trade.

KANSAS CITY, Mo., Nov. 3.—(*Special Correspondence.*)—The strike of the Illinois coal hoisting engineers, if it continues any length of time, probably will be of far reaching importance to the operators of Missouri, Kansas and the southwest. On the adage that "it's an ill wind that blows nobody good" the surplus product of Missouri and Kansas mines is likely to find an unexpected market in a sister coal producing state. When it became evident this week that a strike in Illinois was practically inevitable some of the railroads and other big coal consumers of that state wired to southwestern operators who have offices in Kansas City for quotations on rush orders of coal in train load lots. Despite the light business this fall, southwestern operators have not a large surplus of coal on hand and so were unable to promise to fill the prospective Illinois orders as quickly as was desired, but the prices quoted were satisfactory and it is expected that coal will commence to move toward Illinois this week. Many mines have been shut down and others have been operated on reduced time, but the miners are available and so the southwest will quickly be in a position to supply all the coal Illinois demands.

Think Illinois Strike Will Stimulate Market.

It is expected that this new demand will greatly stimulate a market which has been unprecedentedly dull for this season of the year and result in an increase of wholesale prices to a profitable basis immediately. There is no fear felt of the strike spreading to the southwest as there is no controversy between the operators and the hoisting engineers in this district.

Operators here regret the situation in Illinois, but at the same time they believe they can aid them the most by enabling them to carry out their contracts with the railroads and other consumers. They feel, too, that the strike has come at a most inopportune time for the engineers and that the operators are sure of a well merited victory.

A brief cold spell of weather was succeeded a week ago by Indian summer temperature and the coal market has been as dull as it was early in October. There has been no change in prices, wholesale or retail, although dealers were confident that they could make an advance on November first. They decided this week that prices could not be raised over the summer schedule still in existence, until cold weather should come, but the news of the Illinois strike caused them to announce that an advance might take place at any time.

Interview With a Leading Coal Operator.

"The operators have not been so anxious to run full time as they usually are at this season of the year," said one of the big producers this week. "Trade has been dull all fall and there has been little incentive for many mines to run more than two-thirds of the time. Most operators take pride in keeping their mines in operation. They dislike to shut down with dull trade as the only excuse. But if the machinery gets out of order or if there is any other legitimate excuse, the operator is glad of the opportunity to curtail production. This is the dull season we have had in years and cold weather will have to come soon to save us. Yes, I expect the Illinois demand will help, but we will have to compete with Iowa and eastern coal."

The annual report of the Santa Fe railway, presented at Topeka, Kan., last week by President Ripley, says that the miners' strike in Colorado cost the Santa Fe in loss of tonnage and enhanced price of fuel, not less than one and one-half million dollars.

The Corder coal shaft, near Higginsville, Mo., has been sold by A. E. Asbury to G. W. Kierstead, of Leavenworth, Kan., for \$44,200. The property includes ninety acres of coal land.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Nov. 3.—(*Special Correspondence.*)—The Crystal Lock Coal & Clay Co., Allegheny, which is developing a tract of 300 acres in Mercer county, near Sandy Lake, has been granted a charter in Delaware. The company is now working a vein of soft coal on the estate of Sarah B. Clark in Mercer county, and in addition to the soft coal obtained by drift at a depth of fifty feet, there is a vein of cannel coal, from six to eight feet in thickness, thirty feet deeper. It is proposed to work this as soon as possible, as cannel coal is a rarity in this section. A six-foot vein of fine clay lies between the two veins of coal.

The president of the company is Dr. T. C. Van Kirk, of Allegheny, and E. R. McIntyre, of Sandy Lake, is secretary. The incorporators are A. H. Cook and W. H. Randolph, of Allegheny, and W. P. Ware, of Washington, Pa. The company's capital stock is \$100,000. Work has been in progress for some time on the land and the operation of the mine will be started soon.

Pennsylvania Railroad Places Large Order for Cars.

Contracts have been awarded by the Pennsylvania railroad for 6,200 steel and wooden cars, aggregating in value \$4,800,000, to replace damaged and worn-out cars on the lines east and west of Pittsburg. About 4,000 of these will be built in Pittsburg, the remainder being divided between outside companies. The Pennsylvania order includes steel coal cars, wooden-sided gondolas, coke and box cars. The revival of business in the coal and coke trade is responsible in a large measure for this unprecedented order. It

is believed that the Pennsylvania railroad will again come into the market for a large order of ears as the present order is merely one of replacement. The marine ways of the Pittsburgh Coal Co. at Brown's station were destroyed by fire, entailing a loss of \$100,000. The ways were built by Capt. S. S. Brown and later sold to the Monongahela River Consolidated Coal & Coke Co. Later they were transferred to the Pittsburgh Coal Co. when these interests were merged. The fire started in the boiler house, communicated to the store house and destroyed much timber stored in the yards. During the conflagration the steamer Bertha was set on fire and several passengers were rescued with difficulty. Among other things destroyed were 300,000 coal barge battens. Assistance was summoned from Pittsburgh, Homestead and Braddock, but the efforts of the firemen were almost fruitless in preventing the spread of the flames.

Connellsville and Coke Production.

CONNELLSVILLE, PA., Nov. 3.—The *Courier*, reviewing the coal trade, says: "There was little or no change in the coke market last week. Production varied only a few tons, according to the estimated figures and there was a slight gain in shipments. The Lower region made more coke and the standard Connellsville dropped some 2,000 tons. Water is affecting the output to a considerable extent. There were quite a number of plants shut down two or three days last week because the water supply was either entirely lacking or short. Reservoirs have to be given two and three days a week at a number of plants to gather supply to operate the works the balance of the week. This is especially true in the southern end of the region, where the water systems are not yet perfected. Some operators there are getting their water from wells drilled a year or two ago for just such emergencies. All works, of course, supplied through the systems of the Huron and Trotter water companies are getting all the water they need from the Youghiogheny and Monongahela rivers. "Not much credence is given the report that the United States Steel Corporation interests are making an effort to corner the coke market. It would not be a hard matter to contract for coke for many months to come at \$1.65@1.70 a ton, standard furnace. Not a few of the smaller operators are willing to sell, and have made contracts at prices lower than that within the last month to merchant furnaces. The Steel Corporation can buy up the greater end of the Connellsville region's independent tonnage at the figures quoted, provided it agrees to work the ovens six days a week. The Steel Corporation at present can produce more coke than all furnaces can consume. It lacks in pig iron, it being necessary to purchase a considerable tonnage each year from the merchant furnaces.

Detailed Report of the Operation and Output.

"The detailed report of the operation and output of the Connellsville coke region for the week ending on Saturday, October twenty-second, shows a total of 23,330 ovens, of which 16,411 were active and 6,919 were idle. The estimated tonnage was 192,247, compared with 194,335 the previous week. There was a scattered decrease of about 200 ovens in the active list. This week there will be a gain in the ovens making coke, through additions to the active list by W. J. Rainey. "The shipments last week aggregated 10,519 cars. They were distributed as follows: To Pittsburgh 3,535 cars To points west of Pittsburgh..... 5,554 cars To points east of Connellsville 1,430 cars "This was a slight gain compared with the shipments of the week before. "In the Lower Connellsville region there are 6,189 ovens, of which 5,012 were active and 1,777 were idle. The estimated tonnage was 61,634, compared with 59,642 the previous week. There was practically no change in the active and idle list of ovens.

Report on Coke Resources of Latrobe Field.

WASHINGTON, D. C., Nov. 3.—(*Special Correspondence*.)—The coal resources near Latrobe, Pa., are carefully described by Marius R. Campbell, of the United States geological survey, in a recent geological folio. That part of the territory studied which lies north of the Conemaugh river embraces the southwestern part of Indiana county and includes the towns of Blairsville, Saltsburg and Tunneltown. The area south of the river, which is by far the larger part of the Latrobe quadrangle, is in Westmoreland county and includes the towns of Latrobe, Bradenville, Derry, Millwood, Livermore, New Alexandria, Georges Station, and various mining towns that have sprung up in the vicinity of the larger coal mines. Latrobe is the most important town south of the river. Coal is the most valuable mineral resource of this district. It has long been mined and coked on a large scale in the Latrobe syncline and lately extensive developments have been undertaken in the Greensburg basin and along Conemaugh river. Coal occurs at intervals throughout the Pennsylvania series, but it is most abundant in the Allegheny and Monongahela formations, although workable beds are occasionally found in the Conemaugh and Pottsville formations. The Pittsburgh coal, which occurs at the base of the Monongahela formation, is the most important bed in the Latrobe quadrangle and has brought this region into prominence as one of the great producing centers of the state. Although it will be long before the Pittsburgh coal is exhausted, practical operators are looking ahead to a great decline in the production from that wonderful bed and are making preparations to utilize other beds in the near future. The Upper Freeport coal, which lies at the top of the Allegheny formation, is the second most promising bed, and is now being prospected and mined at a number of places. Other beds will doubtless be developed as the demand for coal increases, so that many which are now regarded as worthless may come to have a fair market value. The coals in the Pottsville, Conemaugh and Monongahela formations are discussed in detail by Mr. Campbell. He says that the prospect for the

extension and development of the coking industry in the Latrobe quadrangle is not particularly good. The inferior quality of the product is the reason for this unfavorable outlook, but it is possible that with care in preparing coal for the ovens the industry may be extended and much more coke produced. The coke produced in the quadrangle comes from the Latrobe syncline and the Greensburg basin. The northeastern extremity of the famous Connellsville coking field is included in the Latrobe quadrangle. Structurally this basin extends entirely across the quadrangle, but commercially it is divided in the vicinity of Latrobe. That part of the basin lying southwest of Loyallhanna creek is considered as belonging to the Connellsville field, while that lying to the north of this line is classed commercially as the Upper Connellsville district. The reason for this division is found in the quality of the coke produced from the coal mined in the two parts of the synclinal basin. Northeast of Loyallhanna creek the coal contains more earthly impurities and the sulphur content is more irregular; consequently the coke is of somewhat inferior grade. The coal in the Greensburg basin is slightly inferior to that in the Latrobe syncline, as it carries a higher percentage of ash. In order to produce marketable coke it is necessary to crush and wash the coal before charging the ovens. When this is done the product is only slightly inferior to the type Connellsville coke and finds ready sale. At the present time the Pittsburgh coal is the only coal that is mined for coking purposes. This is due to the exceptional size of the bed and the quality of the coal. Unless carefully washed the coal from the Upper Freeport bed produces a coke too poor to be used in the blast furnace. Natural gas, building stone, glass sand, paving blocks and ballast, limestone, salt and fire clay are also found in the Latrobe quadrangle. This folio (No. 110) is for sale at twenty-five cents and may be obtained on application to the director of the United States geological survey, Washington, D. C.

Funeral of Thomas J. Raycroft of Chicago.

The death of Thomas J. Raycroft, president of the Excelsior Coal Co., at his hotel, Jackson Boulevard and Halsted street, Chicago, proved a source of genuine sorrow to a large number of friends and intimate associates in the coal trade and business circles of the city. Mr. Raycroft had been a very successful business man and he had many sterling qualities which made him



THE LATE THOMAS J. RAYCROFT.

admired by those who were acquainted with him. Resolutions of regret have been adopted by his business associates interested in the Excelsior Coal Co. The funeral was held last Saturday morning at the residence of Mrs. Sarah Driscoll, sister of the deceased, 699 South Ashland avenue, and was followed by services at St. Pius' Catholic church, Nineteenth street and Ashland avenue, south. Many floral emblems had been provided by the intimate friends of the deceased, beneath which the casket was almost completely hidden. Through their regard for Mr. Raycroft a large number of coal men were present at the services, including members of the Chicago Track Dealers' Association, of which Mr. Raycroft was a prominent member. The coal men at the services were Milton E. Robinson, Mr. Barker, L. F. Dreiske, Mat Nolan, W. D. Elmstrom, J. W. Thomas, Harold Eldridge, T. C. Shaw, W. C. Luhnnow, W. T. Murray, J. T. Leith, J. A. Muller, W. J. Morgan, Major Claxton, J. A. Westerfeldt, George Gregory, John H. Walker, P. J. Delaney, William Menge and J. C. Ryan. Interment was at Calvary cemetery. It is believed that Mr. Raycroft left an estate of considerable proportions. He was a large holder of Chicago real estate and had interests in addition to his stock in the Excelsior Coal Co., a corporation which has been profitable. The New York Coal Co., of Glen Roy, Ohio, has changed its name to the See Kay Coal Co. C. K. Davis is the president.

Coal Hoisting Engineers in State of Illinois are On Strike.

Seven Hundred Employes of Mines Belonging to One Branch of Labor Left Their Places at Midnight Tuesday Morning—Refused to Accept Arbitration When Proposed by the Coal Operators' Association—Advices the Latter Part of Present Week Showed Strike Was Rapidly Disintegrating and if No Complications Occur Will Be Speedily Ended, the Men Returning to Work as Individuals.

Table of Statistics of Hoisting Engineer's Strike This Week.

Hoisting Engineers Go on Strike.....	November 1.
Date of Probable End of Strike	November 9 or 10.
Cause of Strike.....	Refusal of Engineers to Arbitrate Differences.
Outcome of Strike.....	Brotherhood Will Be Completely Disrupted.
Loss of Tonnage Produced Per Day.....	105,000 Tons.
Loss of Tonnage Per Week.....	634,000 Tons.
Effect of Strike on Markets..	Slight Advance in Prices of Other Coals.
Side in the Wrong.....	Hoisting Engineers.

Statement By President O. L. Garrison.

Refuting the statements made by Mack Taylor, national president, and Secretary T. L. Jenkins, of the Brotherhood of Coal Hoisting Engineers, President O. L. Garrison, of the Illinois Coal Operators' Association at St. Louis said:

"Possibly the officials of the engineers' brotherhood were not intentionally misleading, but the facts are, the only question in dispute at this time between the organization I represent, viz.: the Illinois Coal Operators' Association, and the Brotherhood of Engineers is whether the question upon which they can not agree shall be arbitrated by a committee consisting of representatives of our organization, say two on each side, who shall select a fifth arbiter, whose decision shall be final, in the event that the committee on behalf of each organization can not agree.

"This is a matter that so largely concerns the public that the Illinois Coal Operators' Association wants to be clearly understood as to their position. It is my understanding that labor organizations, as a rule, favor arbitration, and why the engineers should refuse, unless they feel they have a bad case, is something I can not understand. We here repeat our readiness to arbitrate the question and reach an amicable adjustment of any conditions that now exist at the earliest possible date."

On Monday, at midnight, of this week seven hundred hoisting engineers, members of the Brotherhood of Coal Hoisting Engineers, went on strike in the Illinois field, due to the expiration of their wage agreement and the failure of their organization to accept arbitration with the Illinois Coal Operators' Association in reaching a new agreement. Practically every one of the large shipping companies, of which there are about 255 in Illinois, suspended operations at the mines on Tuesday morning. At this writing the strike has been partially broken in the northern district, in the Belleville district, and in different localities throughout the state. It is expected that before the end of the week a large number of mines in the state will again be working and that by the middle of next week the strike will have been completely broken in all of the districts, except, perhaps, the Springfield and Chicago & Alton district. A number of the union hoisting engineers returned to their old positions at the new scale of wages on Thursday morning and advices Thursday night indicated that many more would return on Friday morning, accepting the terms of the operators under a reduction of 5.55 per cent from the wage scale formerly in force.

General Resumption Will Probably Occur in Northern District.

A general resumption in the coal mines will probably occur first in the northern district, where it is claimed many of the hoisting engineers voted against the proposition to arbitrate the wage scale under a misunder-

standing, and where they were adverse to the strike. Good gains have been made by the operators in the Belleville district, and it is expected that that district and the southern part of the state will follow the northern fields in a resumption of operations.

With the hoisting engineers in these two sections of the state back at their posts there is no question but those in other fields will attempt to climb on the bandwagon before it is too late, and that before the end of next week, so far as practical results are concerned, the strike will be badly broken.

The only serious feature of the situation is the possibility of complications with the United Mine Workers. The state executive board of the miners' organization held a meeting at Springfield Thursday at which it was decided that the miners should work at all mines where a certificated hoisting engineer had been secured. The mine-workers also announced that they would permit their members who were certificate engineers to operate the hoisting plants. As a result of this meeting of the miners' executive board a joint conference of officials of the Illinois Coal Operators' Association, the Brotherhood of Hoisting Engineers and United Mine Workers was being held Friday at Springfield, at which it was expected a settlement of the strike would be reached, satisfactory to all.

Miners Can Not Interfere in the Strike.

The United Mine Workers' organization, under its agreement with the Illinois Coal Operators' Association, can take no part in any way in the strike of the hoisting engineers if it observes its contract—and it is believed that it will. The contract covering two years, signed last spring, provides that the United Mine Workers shall have nothing to say concerning the hoisting engineers and shall engage in no sympathetic strikes. The miners' organization, however, is anxious to include in its membership all the hoisting engineers in the state of Illinois, and now that the Brotherhood is likely to be disrupted it may be tempted to take a hand in the matter in order to gain that end.

The strike of the hoisting engineers was probably the most ill-advised strike that has occurred this year. The Brotherhood was in no position to stand a strike if it had been in the right, but through refusal to accept arbitration it showed itself to be absolutely in the wrong, and its position immediately became a most precarious one.

Many of the hoisting engineers were employed by the operators before the union was organized, they are loyal to the operators, and they do not feel inclined to engage in the strike for personal reasons. In addition to this the Brotherhood was outlawed by other labor organizations when its charter in the American Federation of Labor was annulled last spring. It can not expect any sympathy from any body of organized labor anywhere, and with a total numerical strength of not over 700 members it was in no position to engage in a strike with any expectation of winning out. Its refusal to arbitrate the wage scale as proposed by the coal operators placed it in a position where it had no defense. This left it without either public sentiment to depend upon or resources sufficient to meet an emergency of the present character.

On Thursday several of the leading mines in the northern district, at Spring Valley, Wilmington, and other points were working with the prospect that others belonging to the same companies would resume on Thursday morning. The mine at De Soto, Ill., owned by the Inland Steel Co., worked all day Wednesday with a union hoisting engineer and miners and on Thursday both mines at that point were working. In the Belleville district three mines were working with union hoisting engineers. Isolated mines in various parts of the state also resumed on Thursday morning, although the aggregate of tonnage involved was not large.

In many of the fields no effort has been made by the operators to get the engineers to return to work. It has been felt that it would be a good thing to let them remain out for a few days and not to urge them to come back too early. As a consequence many engineers who otherwise would be working are still idle, but some of them have already expressed a desire to commence work as soon as the operator planned to run his mine.

Operators Are Standing by Their Organization.

The members of the Illinois Operators' Association are standing by their organization in the present emergency. Only one of them thus far has made an agreement with the hoisting engineers and he has been disgruntled for some time. Erroneous press reports have been published to the effect there had been desertions on the part of the operators, but this is not true. It is true that a few coal banks and small mines in the state which are not allied with the Illinois Coal Operators' Association are working, but they were not in any way involved in the strike and they did as they always have in the past, made terms with the hoisting engineers as individuals.

As yet no great scarcity of coal has prevailed in Chicago due to the strike. There was some tendency toward higher prices the latter part of the week, but it was only slight and applied to steam coals to supply plants dependent on Illinois coal which had not taken in stock in anticipation of the trouble. Reports from the special correspondent of THE BLACK DIAMOND at St. Louis indicated a greater shortage of coal there than at Chicago.

Western General and Personal Notes.

C. J. Milton, president of the Smokeless Fuel Co., Cincinnati, Ohio, was in Chicago this week on a business trip.

J. S. Wylie, president of the Marquette Third Vein Coal Co., Davenport, Iowa, was in Chicago this week on a business trip.

Worrell Clarkson, shipper of coal, Pioneer Press building, St. Paul, Minn., was in Chicago this week on a business trip and renewed acquaintance with some of his old time friends.

F. L. Hewitt, general manager, and C. W. Poysell, sales agent of the wholesale department of The Marmet Co., Cincinnati, Ohio, were in the city on Monday of this week on a business trip.

The Southern Indiana railway, of which John R. Walsh, of Chicago, is president, is said to have completed plans for building an extension of its line into Indianapolis. Work is to begin at once.

Col. T. N. Mordue, resident manager of Castner, Curran & Bullitt, Old Colony building, Chicago, has returned from an eastern business trip, during which he visited New York city and Philadelphia.

T. J. O'Gara, president of O'Gara, King & Co., has returned from a week's recreation at French Lick Springs, Indiana, very much refreshed as a result of his rest and the beneficial mineral waters.

F. W. Niederlander, sales agent at Cleveland, Ohio, for the Lehigh Valley Coal Co., and O. J. Pond, sales agent in Indiana, with headquarters at New Haven, were in Chicago this week for several days.

E. N. Saunders, president of the North Western Fuel Co., of St. Paul, Minn., has been elected president of the Town and Country Club, of that city, one of the most prominent social organizations in the northwest.

T. B. Woodmansee, buyer for the Jones-Adams Coal Co., Ellsworth building, Chicago, at Taylorville, Ill., recently passed away quite suddenly in front of the Antler hotel in that city. Death resulted from heart trouble.

Steam coal prices at Omaha, Neb., are said to be so badly demoralized that railroad tariffs are a secondary matter. Kansas City, Mo., is said to be overstocked with coal and as a result Omaha is called upon to absorb part of the surplus.

It is stated that coal operators in southern Indiana are abandoning Indianapolis as a market, as a result of the alleged discrimination against them by the Big Four railroad, through its refusal to accept all coal offered at Terre Haute for shipment to Indianapolis and vicinity.

Agents of the various coal companies of Superior, Wis., report a light movement of commercial coal, but railroad companies are said to be rushing orders for coal, keeping the 2,000 men now on the numerous Superior docks employed regularly. As soon as domestic coal is in demand the number of dock employes will be increased.

C. R. Spalding, formerly interested in Mitchell Spalding & Co., Bedford building, Chicago, was in the city this week for a few days on his return from the Louisiana Purchase Exposition at St. Louis. Mr. Spalding now has his home in New Hampshire and his many friends in the western coal trade will be pleased to know that he is in the best of health and apparently enjoying life.

General F. O. Wyatt, general manager of the La Salle County Carbon Coal Co., Old Colony building, Chicago, left this week for his farm in Wisconsin, where he will remain several weeks recuperating from the long illness with which he was afflicted during the summer. General Wyatt has not yet fully recovered, but it is to be hoped that the trip will be thoroughly beneficial to him.

William H. Larimer, a pioneer coal operator of Terre Haute, Ind., passed away a few days ago at his home in that city. His death was very sudden, resulting from an attack of paralysis. Mr. Larimer was the owner of the Larimer mine, on the national road, a short distance west of Terre Haute, and had been identified with the coal interests of that section for a number of years.

H. J. Heywood, a member of the firm of W. A. Gosline & Co., Toledo, Ohio, was in Chicago this week on a business trip of several days. W. A. Gosline & Co. have recently opened a new Hocking operation which promises to produce a large tonnage and which is already producing a considerable quantity of coal. It is their intention to market part of this product in Chicago and western territory.

F. A. Prendergast, of Columbus, Ohio; George A. Magoon, of Pittsburg, Pa., and F. S. Kimball, Muskegon, Mich., interested in the W. B. Stone Coal & Coke Co., Old Colony building, Chicago, were in the city this week, and in company with Mr. Stone, went to Milwaukee to inspect the new dock of the company, which has recently been completed. They returned Thursday evening when they left for the east.

The Hostler Coal & Coke Co., Ellsworth building, Chicago, has secured the exclusive western agency for the output of the Piedmont colliery, producers of genuine big vein Pocahontas coal. This colliery is located on the Norfolk & Western railroad. It is shipping mine run at present and the output is being increased daily, as the car supply permits, to meet the growing demand for this coal in western territory.

On last Saturday all the mines of the Spring Valley Coal Co., and the mine of the Illinois Third Vein Coal Co., in the northern field of Illinois, five in number, hoisted a total of 7,802 tons and 1,600 pounds of coal, or nearly 7,803 tons. This is the greatest record ever made by these properties in a single work day of eight hours, and it is believed that it is the record production for the same number of mines in the entire west. Some of the

conditions were not quite favorable and it is believed with ideal conditions even this record could be excelled. The tonnage of these properties has been materially increased during the past two years, as is indicated by this very remarkable record.

The condition of the coal mines in Ohio, in the vicinity of Columbus, is said to be very bad. When the coal is taken from the mine the roof, in many cases, is found to be in a dangerous condition, threatening to cave in. A meeting of the coal operators of that state was recently held at Columbus for the purpose of devising some means whereby such conditions may be improved.

A party of eighty members of the chamber of commerce of Cleveland, Ohio, left for the world's fair at St. Louis on Monday of this week in a special train to commemorate "Cleveland Day" at the fair. J. S. Van Epps, a prominent coal man of Cleveland and member of the executive committee of the chamber of commerce, was a member of the party, and very successfully represented the important coal interests of the city.

C. W. Gilmore, vice-president, in charge of the bituminous department, and Leslie Mullen, general sales agent of the Crescent Coal & Mining Co., Plymouth building, Chicago, returned the early part of the week from a business trip to the northwest. Rumor has it that they captured a large tonnage of business in the twin cities, and as they generally get what they go after it seems assured that rumor in this instance is correct.

C. D. Ely, the popular young representative in Iowa of the W. B. Stone Coal & Coke Co., Old Colony building, Chicago, was married on last Saturday to Miss Cora Mae Merkley, of Sioux City, Iowa, at the home of the bride's parents in that city, at noon. Mr. and Mrs. Ely have received the congratulations of the entire coal fraternity of Sioux City upon their advent into married life, in which THE BLACK DIAMOND most heartily joins.

L. W. Ferguson, western manager for the Davis Colliery Co., Old Colony building, Chicago, has returned from an eastern trip during which he visited Grafton, W. Va., Baltimore, New York and Pittsburg on business. He reports that the coal situation in the east is very bad and that the company has much difficulty in securing the return of its own cars after they are moved westward. The Davis Colliery Co. has recently fired 150 new coke ovens at Colton and Harting, W. Va., which will increase its production very materially.

The Illinois Engineering Co., of Carterville, Ill., has issued a very valuable blue-print map of the southern Illinois coal field, including Williamson, Franklin, Saline, and adjoining counties, giving the location of all the principal coal producing shafts and the companies operating them, as well as the railroad lines and other features of value. To southern Illinois operators and those interested in any way in that coal field the map is a most valuable one. It is sold by the Illinois Engineering Co. at a most reasonable price, and is said to be the most authentic map of that field published.

Hunter W. Finch & Co., Old Colony building, Chicago, have made a radical departure by appointing a very handsome young lady as sales agent for their well known descriptions of coal in Michigan. Miss Mabelle Elderkin, Flint, Mich., is the name of the young lady on her cards, and she was appointed to the position October fifteenth. Her territory includes the "thumb" of Michigan, and although she has been out only a couple of weeks she has been able to sell a very large tonnage of coal. Miss Elderkin was appointed to the position as an experiment by Hunter W. Finch & Co., but she has done so well thus far that in all probability several other sales agents of similar ability and sex would be in demand among the coal companies.

Fenwick C. Atwill, for several years past sales agent of The Marmet Co., Plymouth building, Chicago, one of the pushing young men in the western coal trade, this week makes the announcement of his resignation from that company and his connection with Eugene Ambler & Co., Ellsworth building, as sales agent. He says: "I beg to announce to my friends that, taking effect November first, I will be employed as sales agent for Eugene Ambler & Co., having severed my connection with the Marmet Co. of Chicago. Trusting I may still retain a continuance of your patronage, believe me, respectfully yours." Eugene Ambler & Co. also have sent out an announcement to the trade calling attention to the appointment of Mr. Atwill as sales agent for the company.

The Carterville & Elk Ridge Coal Co. has opened an office at 340 and 345 Old Colony building, Chicago, where it will sell the output of the Donaly-Koewnicke Coal Co., Carterville, Ill., and the washed Carterville product of the Chicago & Carbondale Coal Co., Elk Ridge, Ill. The president of the new company is James Donaly, president of the Donaly-Koewnicke Coal Co., and the secretary and treasurer is J. E. Craine, president of the Chicago & Carbondale Coal Co. Stockholders of both these companies are also interested in the new Chicago company and will participate in its profits. The Chicago office will be in charge of J. E. Craine, who will be in this city most of the time. Both the officers of the Chicago company have been identified with operating interests in Illinois for the past twenty-five years and are well known in the industry, which insures success for the Chicago office. The Donaly company produces about 1,400 tons of coal daily in all the domestic and steam sizes prepared over Donaly shaker screens in the following sizes: Six-inch-lump, six to three-inch egg, three to one-and-one-half-inch nut, three-inch screenings, and one-and-one-half-inch screenings. The washed coal is produced by the Chicago & Carbondale Coal Co., amounting to 600 tons daily, and is washed in a Craine washery. The preparation is as follows: No. 1, three to inch-and-a-half; No. 2, one-and-a-half to one-inch; No. 3, one to three-quarter-inch; No. 4, three-quarter to quarter-inch; No. 5, quarter-inch and under. The mine investment represented in the Chicago selling agency amounts to \$235,000, and the plants are considered among the best in Illinois.

The Strike of the Hoisting Engineers in Illinois.

Perhaps no strike was ever inaugurated in Illinois which was more foolish or absurd, from the standpoint of the employe, than the one on Tuesday, when several hundred coal-hoisting engineers left their positions. These hoisting engineers have nothing to gain by the strike and everything to lose. If they were granted their demands immediately they would receive, on the average, only four dollars a month wages more than the scale proposed by the coal operators, and which the latter offered to arbitrate. They have no possible chance of gaining this increased stipend, while, on the other hand, they are likely to lose their positions, they will disrupt their organization and rend it from end to end and will be obliged to engage in some other occupation, because if they continue the fight they never will be reinstated. When it is considered the engineers are above the average in intelligence, that many of them own their own homes at the mines, that the conditions under which they work are satisfactory in every respect from the standpoint of convenience and comfort, the grossness of their blunder in inaugurating a crisis of this character must appeal to every one, and their leaders and the men can not but come in for the severest kind of censure. The avoidance of this strike rested wholly and absolutely in the hands of the engineers.

The policy of the Coal Operators' Association is to be fair to all the employes at the mines. If one class of labor grants a reduction or is given an increase in wages, all the employes are expected to receive the same treatment. The coal operators can not demand a reduction from their miners, engaged in a more hazardous occupation, and not demand and obtain it from the hoisting engineers and all other employes belonging to organized labor. If they did they properly could be designated by those not so favored as unfair and as having committed an actual discrimination. If the hoisting engineers had accepted arbitration the question of unfairness would not have entered into the matter. Inasmuch as they refused the only possible remedy, the only sane and honest remedy, they stamped themselves as arbitrary, unwise, and perhaps their action would come under a more severe heading than any of these.

But, even though the hoisting engineers were in the right, they could not afford to inaugurate a strike at this time. Their position as an organization has been a most precarious one throughout the year. In the early

part of the spring their charter in the American Federation of Labor was taken away from them. The United Mine Workers of America, desirous of more power, have looked upon them with envy and have desired to include them in their organization, so that every branch of the bituminous industry in Illinois would be under one organization. The United Mine Workers stand today where they have always stood on this proposition. They want to increase their strength at the expense of the Brotherhood of Hoisting Engineers, and the opportunity which this gross blunder of the engineers has created will be one of which they will take full advantage, if possible. When this strike is over and peace has been restored it will be found that the brotherhood has ceased to exist and that many of its members are enrolled under the banner of the United Mine Workers.

As a separate organization the brotherhood could gain more for the hoisting engineers than can the latter as individual members of the larger organization. Under the old arrangement the coal hoisting engineers had their labor considered separately as a distinctive class, and they were the designers of their own fortunes. In the United Mine Workers' organization they will be outvoted at every turn. They will be only a small minority in each local union, and their rights and their demands will be forgotten in the consideration of the greater rights and the greater good of the larger number constituting that organization.

There is no need to add that the hoisting engineers will return to the mines of Illinois under the wage scale proposed by the operators, or that they will lose their places. Every operator who is a member of the Illinois Coal Operators' Association stands pledged to fight it out on this line. He has entered an agreement to refrain from any negotiations other than those prescribed by the Association, and if he should he would undoubtedly be expelled from that organization—and then his troubles only would have commenced.

And in taking a position of this kind the coal operators of Illinois have acted wisely. They have submitted too often to gross injustice to do so when their record is clear as in this instance, when every honest man who is neutral in his opinions on this subject, after reviewing the evidence, would sustain them in the position they have taken.

The Illinois Manufacturers' Association to the Front.

For the benefit of the readers of THE BLACK DIAMOND, we are going to devote, or rather waste, a small amount of space on the Illinois Manufacturers' Association. This organization is supposed to include among its membership some of the leading business men of the city of Chicago and the state of Illinois. We do not doubt but what they are banded together for a good purpose and that they have accomplished much good through their organization. We hope they have, because the amount of harm loud-mouthed officials of the company have done is not inconsiderable and it is necessary that much good shall be done somewhere and somehow to balance it.

The Illinois Manufacturers' Association, through its officials, has an unhappy faculty of saying the wrong thing at the wrong moment. This week some of its officers came out in an interview, or rather interviews, because one interview would never satiate their innate, egotistic desire to "butt in" where they do not belong, saying that the hoisting engineers' strike in Illinois was promoted for the purpose of advancing the price of coal by the operators, and that the coal men should be indicted, etc. The whole of this childish drivel would require too much space to give it here. It is sufficient to say this was the line of argument pursued, or, rather, it was the line of bad logic which was foisted on the public.

Nowhere in the history of the organization of business men has a body of reputable business men placed itself in such a ridiculous, absurd and false light. Never have coal men been assailed in such a manner as this by those who ought to know better, and we do not believe that the rank and file of the Manufacturers' Association will sustain any such statements as have appeared in the public prints emanating from that quarter during the past few days. It requires no reasoning power to believe and realize that the coal operators of the state of Illinois would not suspend their operations for an indefinite period at a time when they were just beginning to make a profit on their product unless there was some great principle back of such a suspension. It stands to reason that the coal operators of Illinois would not permit their mines to remain idle, involving a future expenditure of thousands of dollars to repair the damage that will be done by such idleness, when the pumps and the fans are not running to keep the mines in

condition. It requires no reasoning power to know absolutely and unequivocally that 255 coal operators could not be induced to close down unanimously at a dead loss of thousands of dollars if they were not animated by common purpose and actuated by the principle that they were right. These things are so self-evident that it seems ridiculous to repeat them even to a kindergarten class.

And yet blatant officials of the Illinois Manufacturers' Association come out and announce that the strike was premeditated; that it is a collusion and criminal conspiracy. Every coal operator in the state ought to unite and make them prove it. And, as they can not prove it, every coal operator in the state of Illinois should individually demand a retraction of this false and slanderous statement, and, if the retraction is not forthcoming, should sue the Illinois Manufacturers' Association and make it amenable to the law. The time is past when coal operators striving for a right principle should lie down tamely and permit any slanderously inclined fool that travels the highway to take away their reputation and their integrity as business men.

We do not believe that the coal operators of Illinois or anyone else believes that the personnel of the Illinois Manufacturers' Association sustains its blatant officers in these slanderous and wrong statements. But we know that every coal operator in the state of Illinois will expect that officials of an organization who have no better sense nor judgment than was displayed in this case shall be separated from their jobs permanently and for all time. We know that every operator expects and demands that with such separation of blatant officials from their positions in this organization, the latter will make amends by forwarding an humble apology. If the Illinois Manufacturers' Association does not make such an apology it will stand condemned in the eyes of the coal public of Chicago and Illinois as a set of men lacking in courtesy—yea, worse than that, a set of men ready to stab in the back, like the mafia of Italy, any other set of business men in the community that its blatant officials happen to take a dislike to, or whom such officials maliciously desire to slander.

Carriers' Side of Uniform Bill of Lading Controversy.

Commissioner B. F. Sipp, of the Coal Shippers' Association of Chicago, has received a letter from Frank J. Firth, chairman of the Uniform Bill of Lading committee of the Classification committee of the rail lines, embodying the arguments advanced by the railroads in favor of the uniform bill of lading. This letter is of interest as showing the position of the rail lines and should be read by both the opponents and those, in favor of the proposed uniform bill of lading. This letter was written for *Freight*, an eastern publication for shippers, and is as follows:

"You have invited a statement of facts as to the necessity for uniformity in the rates and conditions of the carrying service. It is evident there can be no non-preferential uniformity, such as the public demands, unless it applies to the conditions as well as to the rates. The effort to insure uniformity in conditions finds its expression in the uniform bill of lading, desired by the carriers issuing it to be in general use not later than January first, 1905.

"The widespread demand for uniformity in carriers' rates and conditions, growing out of a belief that certain shippers had been unjustly favored to the disadvantage of others, resulted in the passage of the Interstate Commerce Act of 1887.

"When the Interstate Commerce Act becomes effective new duties and obligations were imposed upon carriers and shippers. The theory of the act was that there should be no unfair discriminations or preferences between shippers under substantially like conditions. It further contemplated publicity in the matter of rates charged for service. Uniformity in the practices of carriers is essential to a continued avoidance of unfair discriminations or preferences.

"The carrying service of the country is a widely extended and exceedingly complex service. It is operated through many thousands of separate agencies, deals with many thousands of different articles shipped and with an army of shippers and consignees. It is no easy matter to insure non-preferential uniformity in such a service. The prompt and regular movement of food supplies and other traffic can not be interrupted and delayed to enable the service to be conducted on methods of merely theoretical accuracy. Large questions must be dealt with in a large way. The carriers' methods must be adapted to the actual conditions that have to be met in their daily services.

Two Public Documents Determine Freight Rates.

"The publicity required by law insures a proper care in the adoption of these methods. In giving public notice of the rates of freight to be charged for service the carrier finds it a practical necessity that two separate documents shall be issued and that they must be used together by any agent or shipper desiring to know the exact rate to be charged on any particular piece of property between specific points and under known conditions. There must be a classification and there must be a tariff of basis rates. The classification names, and locates in numbered classes, each of the thousands of articles offered for transportation. It also sets forth in full detail the conditions and rules governing the service. It is, as might be imagined, a voluminous document, and is reasonably permanent in its provisions and requirements. It is designed so that it may be used in connection with any basis tariff of rates.

"The tariff of basis rates is a much briefer document. Rates may change frequently and it is essential that the tariff of rates shall be brief and clear in its statement of facts. As it must be used in connection with the classification the tariff of basis rates states that:

"All rates are to be used in connection with, and subject to, the official classification and its contained rules and instructions."

"Each shipper using a tariff is charged with a knowledge of the fact that he must refer to and be governed by the official classification. The practical necessity for this may be simply illustrated by imagining a party who desires to ship a lot of furniture finding that the tariff of basis rates names first, second, third, fourth, etc., class rates. He has no means, and can not have, of determining from this tariff alone what rate he will have to pay. He must refer to the classification to learn whether his furniture is of the first, second or third, etc., class; and, further, the advantage, or otherwise to him of shipping furniture in car loads or less than car loads; crated or boxed, etc. It will be evident to anyone following this single illustration that there is a practical necessity for both a classification and a tariff of basis rates; and that they must be used together and intelligently by any agent or shipper desiring to ascertain the exact lawful rate on any specific article and under existing conditions.

"The official classification, among other matters, states clearly the conditions that are to govern the carriers' service. It offers two distinct classes of service, at different rates, and affords each shipper the opportunity to elect which class of service he desires. One class of service offered is what is customarily designated a "common law liability service." Property so carried is stated in the official classification to be

"At carrier's liability, limited only as provided by common law and by laws of the United States and of the several states in so far as they apply."

"The other class of service is a limited liability service which the carrier is able and willing to supply for a lower rate of freight in consideration of relief being given for certain specified hazards of transportation that the shipper can more economically and satisfactorily provide for by insurance. These limitations of liability are clearly set forth in the conditions of a uniform bill of lading, which is printed in full in the official classification.

"Each shipper is therefore afforded an opportunity to elect whether he desires a limited liability service at the basis tariff rate or a common law liability service at a higher rate. There are two ways, in either of which this option might be presented to the shipper:

"1. A tariff of rates for a common law liability service and a specific

reduction therefrom in consideration of a limited liability service being accepted, or

"2. A tariff of rates for a limited liability service and a specific advance thereon in event of a common law liability service being desired.

Claims That Result Will Be the Same.

"It is evident that the result will be the same whether the first or the second method of presentation is adopted. Practically, therefore, there is no reasonable objection to either method being used. The carriers have adopted the second method. They issue tariffs of rates for a limited liability service and they state clearly in the official classification the exact advance that will be necessary in these rates if a common law liability service is desired.

"The carriers also state clearly in Rule 1 of the official classification the exact method to be followed by the shipper in making his election between a limited liability service and a common law liability service. This rule proceeds upon a practical knowledge by the carriers, as the result of a long experience, that the almost universal demand of the shipping public is for a limited liability service at the lower rates charged for this service, the shipper preferring to protect himself, and his bankers when necessary, against the hazards of transportation by insurance.

"The carriers must work under rules that are practically possible of accomplishment. They know that shippers do not personally bring property to the carriers' freight houses for shipment. Important shippers do not bargain as to rates or conditions for each article shipped. There is not time for any such method. Property reaches the carriers' freight houses by teams and the teamster has with him the shipping orders, receipts, etc., prepared by the shippers' clerks. He offers them to the carriers' freight house clerks with the property. The property goes into the freight house. The receipt or bill of lading is checked off, signed and then given to the teamster to carry to his employer. Knowing the practical needs of his everyday business, the carrier provides that unless notified to the contrary by the shipper he will understand the shipper elects to use the limited liability service at the lower rate. This, as before stated, is found to be the practically universal desire of the shippers as demonstrated in a long experience. It is only practical common sense on the part of the carriers to recognize this fact and to adapt their rule to it. This is exactly what they have done. There is nothing new in all this. It has been effective since immediately following the adoption of the Interstate Commerce Law, April first, 1887.

Claims Uniform Bill Will Comply With Law.

"These are the facts the carriers had in mind when adopting the forms of uniform bill of lading, shipping order and memorandum now effective, and to be in general use in January, 1905. These forms impose no new conditions. They claim no new exemptions from liability. They impose no uncalled for burdens on shippers. They simply represent an honest purpose of the carriers to comply with the law by offering conditions of service that insure all shippers being treated alike in every respect. To facilitate the clerical work connected with the service, uniformity is required in certain important details, notably in the width of the forms and in the convenient arrangement of certain of its subject matter. It is essential in any effort to secure uniformity that certain individual preferences must be sacrificed for the common good. Such is the case in the present effort. The carriers have endeavored to be guided by the practical needs of their patrons, so far as known to them, but it has been practically impossible to meet every wish of each individual and secure the uniformity recognized to be essential under the law.

NOT NEGOTIABLE.

"Information has been asked as to the reason for printing the words 'not negotiable' on the face of the uniform bill of lading.

"The provisions of certain state laws (reference will be had for the sake of illustration to the Pennsylvania statute of 1865) oblige the delivering carriers to hold all property, no matter how consigned, for the surrender of the original bill of lading unless the words 'not negotiable,' are written or printed on the face of such bill of lading. Compliance with this statute under today's carrying conditions would be absolutely impossible unless all bills of lading have printed on their face the words 'not negotiable.' There is no other practicable method under which the delivering carrier can know whether or not the original bill of lading has these words 'not negotiable' written or printed on its face unless consignees are obliged to present an original bill of lading to the terminal carrier for every particle of property carried before delivery of said property is made. If the carriers pursued this practice it would not be twenty-four hours before every warehouse in every important terminal city would be full of freight that could not lawfully be delivered. By far the larger share of the freight that is shipped is not intended to be in any way used as collateral to secure advances, and therefore neither the shipper nor the consignee has any interest in making it obligatory upon the delivering carrier to know that the bill of lading has written or stamped upon its face the words 'not negotiable.' It certainly is not a fair proposition that carriers shall be called upon to violate existing statutes every day by delivering property to consignees without being able to secure the surrender, or to even see, bills of lading for what are known as 'straight' consignments where the carrier's duty is only intended to be to make delivery to the consignee named on the payment of the rate specified.

"The carriers recognize it to be a necessary public accommodation that they shall, in addition to their ordinary carrying service, provide for the collateral use of their bills of lading where this use is desired by shippers and consignees. They believe that they have made full and clear provision for this use in No. 9 of the conditions that you will find on the back of the standard forms. It is certainly not too much to ask in a matter of this importance that shippers who desire to use bills of lading for collateral pur-

pose shall adopt the one form of consignment that will certainly indicate to the carrier's agents the desire of the shipper and owner that the property called for by the bill of lading must not be delivered without the surrender of the original bill of lading properly endorsed. Property consigned to 'order' is recognized by the carrier as property that must not be delivered, except at his own risk, without obtaining the original bill of lading properly indorsed.

"In conclusion it may be well to repeat—the uniform bill of lading forms referred to impose no new conditions. They claim no new exemptions from liability. They impose no uncalled for burdens on shippers. They simply represent an honest purpose of the carriers to comply with the law by offering conditions of service that insure shippers being treated alike, not only as to rates, but also as to conditions of service.

"FRANK J. FIRTH."



A Progressive Western Coal Shipper.

One of the young men in the western coal shipping trade who has met with steady advancement and who is making his way to success is Arthur E. Lamkey, Old Colony building, Chicago. Mr. Lamkey has been identified with the coal business for the past fourteen years, starting as office boy, and now he is at the head of a shipping business with a number of salesmen on the road, handling practically every description of bituminous coal sold in the western markets.

His first experience in the coal business was in that training school for good coal men—Coxe Bros. & Co., Inc. He began in the services of this company as office boy at a nominal salary at fifteen years of age, and continued with it for seven years, working himself up to a much higher position. He then resigned to become traveling sales agent for the Marmet



ARTHUR E. LAMKEY.

Co. His next connection was with Williams & Peters, as traveling sales agent, with whom he continued until he started in business for himself in April of 1901.

When Mr. Lamkey started in the shipping trade he was barely twenty-five years of age. He had a number of good friends, however, whom he had made in connection with his business relations with other companies and they furnished him with sufficient financial backing to give him a good start. Mr. Lamkey firmly believed that the Chicago market offered a substantial opening to the man who would handle all grades of bituminous coal sold in the west, and based his belief in his future success on the fact that he could sell fifteen or twenty different descriptions of coal at a lower cost to the consumer than the operator could by selling his coal, only, direct to the trade.

The first six months he was in business was a very trying time in the coal industry. There was an overproduction, accompanied by low prices, and neither shippers nor operators made money. Later the anthracite strike increased the profits and resulted in his getting a substantial working capital of his own. Today Mr. Lamkey has a large office force and is doing a large business.

Western Coal and Coke Notes.

New Western Enterprises.

A syndicate of New York capitalists has purchased some 1,520 acres of Routt county, Colorado, coal land, at a consideration of \$200,000.

The Chapman Coal Co. was recently incorporated at Portland, Maine, with an authorized capital of \$50,000, to utilize a capital of \$2,500 in Illinois.

The Lakewood Coal Co., Cuyahoga county, Ohio, recently increased its capital stock from \$5,000 to \$10,000. A. E. McClure is president of this company.

A new coal mine has just been opened at Fairbury, Ill., and sidetracks to the mine are to be built by the T. P. & W. railroad to facilitate the handling of the coal.

The Randolph Coal & Mining Co., of Huntsville, Mo., recently purchased 22,800 acres of coal land in Randolph and Howard counties, in that state, which it is planning to develop.

The Trum Coal Co. was recently incorporated at Cincinnati, Ohio, with an authorized capital of \$100,000. The incorporators are James D. O'Neil, William S. Kuhn, August B. Trum, David J. Workum and Stanley E. Bowdie.

General Western Coal and Coke Notes.

The mine at Brereton, Ill., recently produced 1,167 tons of coal in one day, which is the record of production at that point.

The property of the Townsend Coal Co., of Washingtonville, Ohio, will be sold on November twelfth by the sheriff of that county.

The S. W. Little Coal Co., of Kinder Hook, Ind., is working the old Gladstone mine. Work will soon commence on track-laying to the mine.

A vein of coal has been discovered in the vicinity of Seneca, Kan., which lies under fifty feet of limestone and is said to be of an excellent quality.

The United City Coal Co., West Bay City, Mich., recently began mining coal on a tonnage basis, doing away with the day wage scale formerly employed.

The Pleasant Ridge Coal Co., of Cleveland, Ohio, recently leased the Holmes County coal mine near Millersburg, Ohio, and is producing coal from the property.

The Pyrites Mining & Chemical Co., of Sebawaing, Mich., recently opened its mines at that point with non-union miners after having been closed down for some time.

The Moore's Run Coal Co., of Bridgeport, Ohio, is making extensive improvements at its mine at Devil's Elbow, Ohio, and will build a new tippie over the railroad tracks.

Moore & Son, Pana, Ill., have sold their coal shafts at Assumption and Frankfort, Ill. The Chicago & Eastern Illinois railroad is said to have purchased the latter shaft.

The trouble at mine No. 3 of the Massillon Coal Mining Co. at Greenville, Ohio, has been settled and over 100 miners, who were idle for several days, have returned to work.

The Enterprise Coal Co., of Des Moines, Iowa, is finishing seventy-five miners' houses at its new coal mine recently opened up on the Des Moines, Iowa Falls & Northern railroad.

The Consolidated Coal Co., of Saginaw, Mich., recently absorbed the Riverside mine and now owns the Cass River, the Standard and two mines in Bay county, beside the Riverside.

William H. Dunn, of Salem, Ohio, recently purchased the McKinley coal mine between Garfield and Beloit, Ohio, said to be one of the best coal propositions in that part of the state.

The Exline Coal Co., Exline, Iowa, has struck coal in several places where before borings were made without results. The company has sunk a new shaft where the discoveries were made.

George and Christopher Steigmeier, of Wilkesbarre, Pa., and A. Schumacher, of Wheeling, Ohio, have purchased over 7,000 acres of valuable coal lands in the vicinity of Nelsonville, Ohio.

The Keystone Coal Co. of Pennsylvania recently purchased fifty acres of coal lands from John Morse, a farmer living near Linton, Ind. The company will begin the work of development at once.

Miners in the vicinity of Terre Haute, Ind., employed at the Jackson Hill mine have returned to work, the disagreement over delivery of powder at the face of the mine having been amicably settled.

A very bad fire broke out recently in the mine of the Chicago-Virden Co. at Virden, Ill., and the mine had to suspend operations. It is thought that it will take several days to place the fire under control.

The Latham Coal Co., of Lincoln, Ill., is the first firm in that field to adopt shot firers. The company has employed four men to blast the coal, who do the work for 300 miners who formerly performed this work.

The Johnson Coal Co., of Columbus, Ohio, has been awarded the contract for supplying coal to the Ohio University. This contract involves from 3,000 to 8,000 tons at a cost of between \$6,000 and \$7,000.

The people of Fort Scott, Kan., who are interested in the development of coal mines in that field, have been very much encouraged by the news that a large vein of coal has been tapped. There are indications that the vein is extensive.

Reports from Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, Nov. 3.

Weather conditions are still the controlling influence in the anthracite market. While the temperature has not been the most favorable to a large consumption so far this season, the nights are sufficiently cool to start up furnaces over a wide range of territory, which is resulting in orders from day to day. In some directions, where supplies were not so fully provided for by consumers, the demand is now quite brisk. These orders, of course, are not of large proportions, but in the aggregate are of importance to shippers in these times, when all business for prompt delivery is desirable to release loaded cars and prevent possible delays in shipments from the collieries. In fact, the car situation is at present a factor in the movement of coal, due to general shortage in the supply at the collieries. This is reducing the shipments of coal from the region on orders now in hand. It is reported in several cases that this shortage is close to fifty per cent of normal and causes a restriction of production to about the same basis, which is interfering at times with the completion of those orders that are of an urgent character.

Car Supply is Curtailing Production at Collieries.

This curtailment is also shown by the fact that the producing companies operated the mines on Monday, only shutting down for Mitchell day on Saturday and All Saints' day on Tuesday, which is something unusual when the summer schedule is considered. Even with an improved car supply it is not believed that any further curtailment of the output will be necessary, as more coal is now needed to fill current requirements, and with all stocks along the line and at terminal points practically cleaned up it is important to have a comparatively full tonnage moving forward from the collieries. Shippers to the west and points off the main line roads where cars are often held by local roads and are delayed on their return, are not receiving as large consignments, though the demand from that source is not diminishing. In fact, it is on the increase. Line orders are still more active than those from some of the other territory. They are receiving fairly prompt attention, except in instances where the call is for certain sizes or grades that may be short. This rather indicates that this trade is still far from being supplied with its usual tonnage and it is likely a considerable tonnage will be required later. Trade eastward is slightly better, and, while not of any special urgency, enough orders are picked up to absorb the coal that is arriving at tide and to keep the vessel service employed. Steam sizes are moving off more freely and little pressure on any of the grades is now heard of. In some instances shortages are reported and stocks are being picked up to help out. Prices are also firmer, and there is not the same desire to get rid of these coals that prevailed some time ago.

Seaboard Bituminous Trade Continues to Improve.

The Atlantic seaboard soft coal trade continues to show an improvement, and it looks now as if the belated fall trade had commenced at last. All the different branches of the industry are now working more closely together toward bringing about an improvement in prices and general conditions. There are still many orders from the ice and shoal-water ports in the usual endeavor at this time of the year to get a last cargo of coal in before ice makes. It may appear strange to some shippers, but captains are beginning to be apprehensive at some of the eastern ports and refuse to accept charters for fear of ice, though it is not expected that ice will interfere much with this trade yet. As other captains will be found to take the place of the timid ones, considerable coal is still likely to go forward, though consumers in this trade have been more forehanded than usual in getting their supplies in this year, and balances left for delivery are not heavy.

Change in Freight Rates All-Rail May Occur.

The rumor in the trade is that the main line railroads have been approached as to their policy for the coming season and that they are likely to take some action, even to the point of reducing through freight rates to some of the producing regions, thus taking cognizance of a disturbing trade element. The coastwise freight rates, as they have recently prevailed, are likely to show the most material change of anything pertaining to the market at this time. All vessels appear to be at the discharging end of the line, and it is believed the low freight rates have induced this. They previously were sixty cents around the capes from the lower ports, but seventy-five cents and ninety cents, and even \$1.00, are talked of for the near future. Indeed, it is reported Norfolk and Newport News shippers have already paid seventy-five to eighty cents to Boston. Trade in the far east is calling for considerable coal, and most shippers have a few more orders on their lists now than has been the case for months past, among which is a scattering of ice-port orders and individual orders from large consumers who wish to take advantage of the coastwise rate of freight.

Trade along the sound is taking about its normal tonnage of coal for this time of the year, and with more regularity as to monthly quotas of shipments than is usual. New York harbor is developing some indications of improvement, though this market is probably quieter than elsewhere. Prices are firmer, but show no changes of importance from the figures recently prevailing of \$2.40@2.50 f. o. b. this harbor. The all-rail business is active. Quite a number of buyers are increasing their orders, and new business is also more plentiful at firmer prices than was hoped for.

Transportation from mines to tide is up to schedule and no complaint is heard from regular shippers. Car supply is very poor on all roads. Some

of the lines are ordering large numbers of new cars, indicating that conditions are not likely to improve shortly and may become worse.

In the coastwise vessel market vessels are generally scarce at shipping ports. Freight rates quoted from Philadelphia are the lowest of the different ports, but there are no vessels there and it would not be surprising to see a strong advance shortly.

We quote current rates of freight from Philadelphia to Boston, Salem and Portland at 60c; Providence, New Bedford and the sound, 50c; Portsmouth, 65c; Lynn and Newburyport, 75c. The farther lower ports are from ten to twenty cents above these rates. New York harbor quotes 55@60c to points around the cape.

Buffalo and the Great Lakes Trade.

BUFFALO, N. Y., Nov. 3.—(Special Correspondence.)—While there is no connection between the two, the coal business seems to grow as the interest increases in the campaign for president. Both anthracite and bituminous sales agents are wearing bright smiles and talking encouragingly when asked about the coal business. Both of the industries are complaining a good deal about the shortage of cars and it appears to be getting worse. The prices that are being paid for bituminous coal in this market are averaging higher than last week, especially is this true of Pittsburg coal.

Anthracite sales agents are complaining much this week about a shortage of coal being received from the mines. According to the reports of the mines they are not getting all the cars that they need, and consequently they can not ship coal here as fast as desired. Sales agents say that they would ship more coal up the lakes now if they could get it from the mines, but now they are kept busy supplying rail orders.

Shipments of anthracite by rail are heavy, and would be heavier, were it not for the shortage in the supply of box cars in which to transfer the coal for western shipment. This situation does not improve, and can not as long as general business conditions are as good as they are now. If these two handicaps of the anthracite sales agents could be removed, it is safe to say that they could now do an immense business.

The retail market in Buffalo is showing only a slow and steady improvement. Buffalo is peculiar in this way, that there is no boom at the beginning of winter or when prices are lowered in the spring. Buffalo has always had an ample supply of coal and is likely to have, consequently, people buy only for running requirements.

Lake Shipments of Anthracite Are Improving.

Shipments of anthracite by lake are showing improvement, but are held down by the shortage in coal. There will be a steady shipment of coal up the lakes for the remainder of the season, but the amount will not be large. The shipping rates continue the same as for some weeks past. Most of the coal that is moving now is going to the larger ports for storage for winter consumption. The small ports are fast being filled up and trading with them will wane from now on. The figures for the shipments for the month of October, taken from the Custom House reports, show a good increase for the month over the previous month and over the corresponding month for last year. None of the months was up to the standard of normal shipments. It was to be expected that October would show up favorably, as the season was late in starting and had not been a very good one up to the middle of the month. Then the rush usual for the end of the season began and the shipments have increased.

October Lake Shipments Show an Increase.

The shipments for October, 1904, were 432,870 tons, as against 368,800 tons for the same month last year, and 393,305 tons for the previous month this year. Last month's shipments were distributed as follows:

	Tons.		Tons.
Chicago	181,000	Racine	2,600
Superior	81,450	Marquette	1,200
Milwaukee	66,850	Port Colborne	1,170
Duluth	64,550	Gladstone	800
Manitowoc	8,500	Bay City	750
Toledo	6,300	Bruce Mines	600
Green Bay	5,800	Menominee	590
Soo	4,000	Parry Sound	560
Houghton	3,150		
Fort William	3,000	Total	432,870

As has been the case for the past couple of weeks, the Buffalo bituminous coal market has been steadily on the gain, and this week sees no setback. There is a larger demand for coal and the shortage of cars at the mines is keeping down the amount that is shipped into this market. The car situation is a serious one, as the sales agents are frequently saying that they are losing business on account of this obstacle. Some of the heavier sellers had a lot of coal ordered or contracted for when this car shortage came on and now they are far behind in their deliveries and are accepting new orders cautiously. If they can get their price, however, they will take the orders. Thus, it can be readily seen that the price of coal will advance under these conditions. According to reports received here, the mines are frequently shut down for a day on account of not receiving any cars. It has been estimated that the mines are getting only forty per cent of the cars that they could use, but this is regarded by many as being somewhat exaggerated. The long list of unfilled orders on the books of the local men indicates what the situation is. On account of the boom in the iron and steel trades the shortage is greater in the Pittsburg than in the river district.

and this has led to a certain advance in the prices of Pittsburg in this market. Prices on river coal at the Suspension bridge are about \$2.10 for mine-run; \$2.20 for lump, and \$1.75 for slack, which carry a freight rate of \$1.15. The rate on Pittsburg is fifteen cents higher.

The sensational increase in the price of pig iron, \$4.00 per ton, in the past two weeks, has been received eagerly here. It indicates, first, that the general business conditions are getting better and that means that more coal will be used. The close connection between coal, coke and pig iron makes the news all the more satisfactory.

Demand for Coke Has Shown a Large Increase.

Demand for coke has certainly increased wonderfully within the last few weeks, and it is now selling pretty well. The foundries are starting and the furnaces are more active, while both are taking larger supplies of coke. This is true of Canadian industries as well as American. Most of the companies here are behind in their orders for coke, although their ovens are all running. Coke brings from \$3.75@4.00 at the Suspension bridge.

H. J. Huntsinger, sales agent of the Acme Coal Mining Co., has appointed J. C. Garvin, formerly with J. B. Duvall & Co., traveling salesman, to cover this territory. Mr. Huntsinger has brought the company into prominence here and this new step is a move in the general enlargement of the company's business.

The dissolution of two well known coal partnerships has been announced this week. The first one is that of Ross & Jewett, Mr. Ross continuing the business under the same firm name. Mr. Jewett will open a new office here. The other firm to drop out is that of Price & Converse. Their future plans are not announced.

J. W. Trounce, general sales agent for the Buffalo & Susquehanna interests, has appointed A. Booth, an experienced coal man of Albany, as traveling salesman, to work along the line of the Erie railroad.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., Nov. 4.—(*Special Correspondence.*)—The anthracite coal market shows a continued improvement which is fully commensurate with the season and tends to better things as more favorable weather prevails. Orders are fairly plentiful in number and are keeping shippers well employed, though they are not of as large volume as some would like to see them. The demand, however, is well up to present shipments from the mines which are considerably curtailed by reason of the short car supply, as also by the shut-down caused by the holidays during the week. Mitchell day on Saturday and All Saints' day on Tuesday made the collieries idle and this is having the effect of delaying the delivery of some business which calls for certain grades or sizes not now available. The feeling is that conditions will have to change to allow freer shipments before cold weather sets in or there is likely to be need for coal in places that can not have it delivered to them promptly. There has been no anxiety as to this feature developing, though where supplies are not of a satisfactory amount, orders are generally being placed to replenish same in view of the increased requirements later on. The city and line trade proper is the most active at this time and is seemingly in need of a good deal of coal, judging from the urgency of some orders. The movement of coal eastward beyond the Delaware capes is slightly better and helps out in the way of keeping vessel tonnage from being tied up. At retail there is a comparatively good demand of a strong character and prices are fully maintained at schedule figures.

Condition of Bituminous Market Still Improving.

According to reports from the bituminous coal producing interests this trade is gradually assuming better shape. Where a month or two ago idleness prevailed, with few orders in hand to ship upon and the possibility of increased curtailment of the product, it is now taking on more activity and tonnage is running up close to the limited number of cars available at the mines. Orders are also more plentiful and in some directions shippers are quite busy on account of the increase. It is thought now that the fall trade is here, considerable business should develop as the season advances. The all-rail trade is inclined to be more active, especially to the New England points, though more coal is going forward via water to the east, induced by greater needs of consumers and the prevailing low ocean freight rates, which are quite attractive. It is understood that the demurrage arrangement on coal standing at tide which has been effective between the different roads hauling to tide has been abandoned by several withdrawing and will in the future be handled individually by the railroads as the cases appear. Prices show little change from recent quotations, though they are somewhat firmer. About 90c@1.10 f. o. b. the mines for the Clearfield grades, according to quality, is being obtained. Transportation from mines to tide is good. Cars are very short. In the vessel market there is a shortage of craft at the loading ports, though rates are still low. Quotations to Boston, Salem and Portland are 60c; sound ports, 50c; Portsmouth, 65c; Lynn and Newburyport, 75c.



Boston and the New England States.

BOSTON, MASS., Nov. 4.—(*Special Correspondence.*)—A more active market is developing on anthracite coal, both on the prepared and steam sizes. Spurts of chilly weather are producing more business and reminding consumers who have been negligent that it is important to have their bins better supplied with coal. This is having a good effect upon the wholesale trade which is feeling the influence quite materially and it being practically all for prompt shipment, will help the entire industry. Most of the business coming in is for all-rail delivery. This class of trade not being so well provided for by earlier season shipment and the lack of facilities for storage, is now feeling its needs and calling for considerable coal to cover them. It is rather indicated by the sale of the Ontario & Western railroad to the New York, New Haven & Hartford the first of the week that the all-rail business to this territory will show further increases, as the policy of the New Haven is enforced upon it. What effect this will have upon tide

shipments and the markets supplied by it is yet too early to calculate, though the natural supposition is that this was one of the objects and in controlling the tonnage the New Haven will want the longest haul it can get. Receipts at the water ports are slightly increased over what they were, due to more seasonable conditions now prevailing and the low ocean freights ruling. Where possible the ice ports are taking another cargo or two to meet the demands of the winter. Steam sizes are most prominent in the market lately, and it is believed that these old-time favorites will shortly take on more activity with steam producers. At retail the demand is good and prices hold firm at the September advance. Indeed, it is sensitive to weather conditions and a cold wave would no doubt produce a rush of orders.

Gradual Improvement Shown in Bituminous.

The bituminous coal market is gradually improving. More orders are coming to shippers and the sentiment of the trade is decidedly towards putting in larger stocks for the winter's needs. Everybody is receiving a few additional orders on his books which about provides for what coal is coming forward. The general shortage in cars on all the roads to tidewater ports is reducing shipments to an extent, thus preventing any accumulation of coal on the markets here and making prices decidedly stronger. Newport News and Norfolk shipping ports are restricted by car limitations on account of the heavy demand for them from the west, where better prices for the coal are obtained. New York and Philadelphia are also reduced in coal tonnage by the smaller arrivals from the mines, where the number of cars is entirely inadequate for present demands. The extremely low ocean freights have induced some business, but vessels at the loading ports are at the moment very scarce and it is feared that unless charters have been made ahead an advance will occur within a day or two to shut off any more bargains. These conditions are having their effect upon the trade in stimulating the demand for both new and contract business. Prices, while not advanced, are firmer, and the Clearfield grades range from \$2.15@2.35 f. o. b. Philadelphia and 30c above this for New York harbor delivery. Vessel freights are low, but inclined upwards. New York rates to around the cape are 55@60c; Philadelphia, 60c, and the further lower ports, 10@20c higher.



Ontario & Western Sold to New Haven R. R.

The sale of the majority stock of the Ontario & Western railroad, which was offered under option at \$45.00 per share ex-dividend, to the New York, New Haven & Hartford railroad, was accepted by the board of directors of the latter corporation on Wednesday last. The temporary financing arrangements will likely extend over several months, especially as the plans have not yet been fully matured and the necessary confirmation of the bond issue by the stockholders of the Ontario & Western has not yet occurred. By the purchase the New Haven company acquires about 500 miles of road, of which some 150 miles west of Cornwall, N. Y., is in process of double tracking. From Cornwall to Weehawken the road has trackage rights over the West Shore, under a contract which has about 175 years to run, based upon passenger and ton mileage. The contract also gives large terminal privileges for the same period at the West Shore terminal properties at Weehawken. From Oswego to Buffalo, a distance of about 140 miles, the Ontario & Western has a traffic agreement with the Rome, Watertown & Ogdensburg railroad. This contract is not a permanent one, but by building a new line to Buffalo, easily constructed on low grades, connection could be made with the Wabash and the Canadian trunk line systems. Another feature in the transaction, and by some considered of material importance, is the fact that for the first time in the history of the New England coal trade, it gives a carrying corporation in this territory a direct route to the anthracite mines, and it is feared that its entrance into that field may disturb the present disposition of tonnage and will divert it from present route. It is possible that with the knowledge that it will some time have to use anthracite upon its locomotives, the New Haven company felt the need of protecting itself as much as possible, owing to the greatly increased cost of this fuel.

The chief object of the purchase, however, is to prevent the other lines from paring down the percentage of through business of the New Haven road to and from the west, thus to establish its position in this connection in the event of competition.



Automobile Story Told on Peter Reiss.

The news comes from New York city that the \$20,000 automobile owned by Jacob Reiss, brother of Peter Reiss, president of the C. Reiss Coal Co., Sheboygan, Wis., has been wrecked, and that quite a number of people were injured in the catastrophe. According to information received by THE BLACK DIAMOND from a close friend of Peter Reiss, this automobile has had the most variegated history of any machine ever turned out of an automobile shop, and Mr. Reiss experienced some of the misfortune which attended it. When Mr. Jacob Reiss first secured the automobile he decided to take a trip from New York city to Sheboygan by way of experiment. This trip was one full of thrills all the way. When he arrived in Sheboygan he determined to show the speed of his automobile to his brother Peter, and they embarked ready to brave all dangers. They made a tour of the suburbs in fairly good time and then Jacob Reiss let the machine out. According to the reports of the local police officers it soon gained a headway of ninety miles an hour, carrying off all honors for the state of Wisconsin. The sequel came when a close friend informed Peter Reiss a few minutes after the tour ended that the police were looking for him for violating the local speed ordinance. He took the next train to Chicago, where it is claimed he spent the next three weeks, fearing arrest if he returned to Sheboygan. In the meantime the local police at that point forgot about the incident, but it is asserted even now that when Peter sees a bluecoated minion of the law coming in his direction he turns the corner. Friends of Peter in Chicago, however, are pleased that the incident happened. He is one of the most affable men in the trade, as well as popular, and through the incident they were enabled to see much more of him than ordinarily.

Eastern General and Personal Notes.

W. A. Marshall, of Righter & Marshall, removed his family from New York city the first of the week, to Plainfield, N. J., where he will in the future reside, having secured at that place a desirable residence.

It is understood that Barber & Co., steamship brokers of New York, will represent Righter & Marshall at the Norfolk shipping piers as soon as they commence to ship coal from their Buchanan county property, which is likely to occur any day now.

R. B. Little, of the Eastern Coal Co., at Providence, R. I., was in New York for several days during the week, calling upon his friends in the trade. He reports improved conditions in the New England market and looks for a good fall and winter business.

Swan Hartwell, of H. N. Hartwell & Son, of Boston, left a week ago for the Maine woods in search of big game. Mr. Hartwell is extremely fond of hunting, having for many years spent a part of the open season enjoying the sport. He is usually fortunate enough to get his full quota of game.

Edward A. Willard, general sales agent of the New River Coal Sales Co., returned the first of the week from a trip to the New River coal fields and the west, stopping at Indianapolis and Cincinnati. He reports improved conditions in the coal market at those points and looks for even greater activity as the season advances.

H. G. Kellog, eastern representative at Boston, Mass., of Whitney & Kemmerer, spent several days of last week on a business trip to New York in the interest of the company. Mr. Kellog says that trade in the east is improved over what it was and the outlook is bright. He reports a marked increase on their line business.

A. J. Field, of the Black, Field & Emmons Co., New York city, left for the Maine woods a week ago to enjoy a hunting expedition with several of his friends to be gone until after election. Mr. Field is a native of Bangor, Maine, and has still a residence there. As a patriotic American citizen he will not return until he has cast a vote for the next president.

The offices of the Beech Creek Coal & Coke Co., in the Reading Terminal building at Philadelphia, have been removed since November first to the Land Title building on Broad street, where better and more spacious quarters have been secured. This change will also facilitate the business of the company with the Pennsylvania Coal & Coke Co., located in this building.

P. B. Heilner, general sales agent of the Lehigh & Wilkesbarre Coal Co., of New York, was among those from this city who attended the funeral services of Miss Mary Heilner, of Philadelphia, Pa., on Monday of this week. Miss Heilner was a daughter of the late Percy Heilner, well-known for many years in the coal trade, and is a cousin of P. B. Heilner, of New York city.

George E. Warren, of the Warren & Monks Co., Boston, Mass., stopped over in New York last week on his return from a trip to West Virginia, made in the interest of the company and to attend a meeting of the New River operators in that field. Mr. Warren reports an improved condition as a result of the recent efforts made to establish better prices, which are now firm at \$2.40 f. o. b. Newport News.

The C. W. Hunt Co., of West New Brighton, N. Y., has been particularly successful at the World's Fair, two of its three exhibits securing highest awards, the third not having been entered. The Hunt "Industrial" railway received the gold medal for narrow gauge railways, and the electric storage locomotive built by that company received the silver medal, being the highest award for this type of locomotive.

Thomas N. Morden, western manager of Castner, Curran & Bullitt, with offices at Chicago, spent the past week in Philadelphia and New York on business, and incidentally renewed his acquaintance with his many friends in this market, who are always glad to see Tom. He reports an improvement in the western markets on soft coal, and this was really one of the reasons for his coming east at this time in order to arrange for increased shipments to the west.

In the suit of the Hillside Coal & Iron Co. vs. Henry Ziegler, for the possession of coal lands in Pittston township, Pa., valued at over a million dollars, which has been in the courts for many years and adversely decided to both parties at different times, Judge Ferris last week gave the jury binding instructions in favor of the company. He said that Ziegler had not proved title by adverse possession. There will now be an appeal to the supreme court.

The numerous friends of Sam Heilner, of Percy Heilner & Son, Philadelphia, will regret to learn of the sad death, by accident, of his sister, Miss Mary Heilner, on Friday morning of last week. Miss Heilner, who resided with her brother, was visiting friends at Wallingford a week ago, and while out driving in a carriage the horses became unmanageable and ran away, throwing her out and seriously injuring her. Every attention was given her, but the accident proved fatal one week after it occurred.

The decision of Carroll D. Wright, umpire, on appeal from the conciliation board, in the case of the employees of the Northern Anthracite Coal Co. at Bernice, Sullivan county, Pa., is to the effect that the company need not pay to its employees the sliding scale advance, as awarded by the commission, on the ground that it was not a party to the award in the regular way, for the reason that in entering its appearance before the anthracite strike commission it placed after its submission the words "To submit specific conditions." The company also claims that it was not before the commission; employed no counsel and paid no fees. Therefore, until the conditions specified in the eighth award arise and become appli-

cable to the Northern Anthracite Coal Co. the sliding scale can not be enforced.

W. J. Faux, who operates the Logan Coal Co., has removed his offices from the Rothschild building, Philadelphia, to the Harrison building, on the corner of Fifteenth and Market streets, where better accommodations were secured. Mr. Faux has been developing a large business on his Logan coals recently, necessitating the purchase of a number of coal cars, which are now being put into service to handle this product. He finds that better and larger office facilities are required to take care of the increasing business.

An important meeting of the New River operators was held at Thurmond, W. Va., last week, at which practically all of the operators and selling interests were present. The keen interest shown by everybody attending indicated that good results will likely follow the efforts being made for better methods in the handling of this product in that field. Able committees were appointed consisting of operators to provide for their interests, while the selling agents are also represented by a committee selected with a view to working out the details to bring about greater harmony. Another meeting will be held during the week at which further developments are expected to be reported.

President James Kerr, of the Beech Creek Coal & Coke Co., who returned on the steamship Baltic on Friday morning last, after an absence of five weeks abroad, was given a pleasant reception on his arrival down the harbor early in the morning by his friends and business associates. The New York Central tug, Callaway, was secured and splendidly equipped for the occasion, carried the party down the harbor, reaching the Baltic at seven o'clock in the morning, where amid a rousing welcome Mr. Kerr was taken aboard and with much good feeling and the best of wishes the trip to the city was made in record time. Mr. Kerr has been greatly benefited by his trip abroad and appears in perfect physical health. In his business connections abroad he accomplished all he desired and went after.

There is a strong tendency toward more stringent conditions in the soft coal trade than have yet been felt this season. The various roads carrying this product to tidewater markets are rather apprehensive of a shortage of cars and motive power, which is already, in a measure, restricting movement to the west and all-rail points. Pennsylvania railroad officials are instructing their people at western points to rush engines and cars east, to be used between Pittsburg and New York to relieve the congestion in freight traffic. The reason for this shortage is possibly due, to some extent, to the great number of cars and locomotives now in the shops for repairs. The management of this road anticipates a large increase in business, and to provide for it has just ordered 6,000 more coal, coke and box-cars. This is the largest single order placed in years, and in detail calls for 3,000 gondola cars, 2,400 steel coal cars, 700 box and 700 coke cars. A large number of these cars are to be used in the coal fields east of Pittsburg. Already more coal business is offering on all roads than they can promptly fill.



Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange building, New York: Although shippers of coal and coke to Cuban and Mexican ports are offering higher rates than recently quoted, they are unable to secure tonnage even at their advanced figures. But few boats are offering and owners are holding for rates very much higher than recent charters. After the first of the year, when the sugar crop commences to move, there will undoubtedly be more available steamers in the market, but whether this will make outward freights higher or lower it is hard to determine, as everything will depend upon the freight rates paid on sugar.

West India freights remain at about the same level, the steamer Kennett, 1,095 tons register, having been chartered from Norfolk to Curacao at \$1.30, charterers paying the foreign port charges, and guaranteeing the stevedoring for discharging at ten cents a ton.

There is no change in the South American or Mediterranean situation, but freights to the far east are a trifle firmer. We would quote freight rates by steamer as follows: \$1.40 to Havana or Matanzas; \$1.90@2.00 to Cardenas or Sagua; \$1.55 to Cienfuegos; \$1.40 to Port of Spain, Trinidad; \$1.60@1.65 to St. Lucia; \$1.65@1.70 to St. Thomas; \$1.75@1.80 to Barbados; \$1.50 to Kingston; \$1.25 and port charges to Curacao; \$2.25@2.35 to Demerara; \$1.75 to Bermuda; \$1.45@1.50 to Vera Cruz; \$1.50@1.55 to Tampico, with schedule No. 3 conditions for discharging; 9s@11s to a direct port in the Mediterranean, not east of the west coast of Italy, Spain excluded; \$5@5.25 to Manila.



Huntingdon and Broad Top Coal Tonnage.

The Huntingdon and Broad Top Railroad & Coal Co. reports the following coal tonnage transported over its line for the week ending October twenty-ninth, the corresponding week last year, the year to date and the corresponding period in 1903:

	Broad Top.	Cumberland.	Total.
Week ending Oct. 29, 1904...	9,047	20,660	29,707
Corresponding week, 1903...	16,160	22,770	38,930
Total for year 1904.....	479,752	913,082	1,392,834
Corresponding period, 1903.....	881,738	1,023,024	1,904,763

How to Advertise the Retail Coal Business Properly.

Several advertisements have come to this office which can not be reproduced in THE BLACK DIAMOND with results creditable to the advertisers, because of the fact that the advertisements can not be reproduced in engravings in such manner as to show with precision what they are. This is because they involve ideas separate and distinct from newspaper advertisements, which are about the only ones that can be reproduced in this department. One of these includes four books for children, sent out to its customers by the Barth-Rose Coal Co., of St. Louis, Mo. These books are handsomely illustrated in colors and are of the Mother Goose order. The titles are as follows: "Mary Had a Little Lamb," "A B C Book," "The Three Bears," and "Punch & Judy."

The front cover is lithographed and they are filled with lithographed pictures and also drawings in black and white. On the inside front cover and on the inside and outside back cover pages are three advertisements calling attention to the coals handled by this company. On the inside front cover the Barth-Rose Coal Co. says: "We send these little souvenirs to please the children and in doing so we think we will interest the parents. These stories may be new to some, but to a great many they will recall memories of youth. We are not historians, but dealers in coal and coke of all kinds and have our own teams, which afford the best possible service. Our coal would please you and we desire an opportunity of showing you our service." On the inside back page is an advertisement for Arkansas and Pennsylvania anthracite and coke, as well as four kinds of bituminous coal. On the back cover the advertisement is devoted to a general statement showing that this company handles the best grades of coal and coke and that it makes a specialty of family trade. The company trade-mark is shown by means of an illustration depicting a delivery of coal in a two-wheeled cart hauled by a proverbial Missouri mule.

I have no means of knowing how expensive such books are, and in commenting upon their effectiveness as an advertisement this is one of the most important particulars. Originally such books were sold in toy shops at from five to ten cents each, but it is to be presumed that by purchasing them in large quantities this company secured them much cheaper. As to their desirability from the standpoint of consumers of coal, the Barth-Rose Coal Co. evidently has had no difficulty in giving away all it could obtain. Where a customer has secured one of these books, undoubtedly he has told other people about them, and there has been a rush of adults as well as children to obtain them, if they are given away free. In all probability many people who have never bought coal of this company have called at the office to obtain these books and considerable publicity has been gained for the company, not only through the advertisement, but from the fact that those who are not consumers have called at the office.

Scheme Involves a New Idea in Advertising.

The books involve a new idea in retail coal advertising, and as I stated a short time since, if the expense is not too great, it seems to me they are a very good advertising medium. A coal company in a city like St. Louis must resort to methods different from those employed in the smaller places in advertising its business. It can not use the daily newspapers to good advantage unless it has yards located in all sections of the city and does a general business throughout the city. I am making this point because of the fact that the rates for advertising in the newspapers in a city like St. Louis are based on the circulation, which is more comprehensive than it is in the country towns. The coal company with yards located in one section of a city can be expected to only do business within a radius of one or two miles of the location of that yard. If it advertises in the daily newspaper much of the circulation of that

possible advertising medium where a firm is located in a smaller town or a city and where he expects to do business in all sections of the city. As a new scheme, these books ought to attract more attention than some of the more conventional forms because of the novelty. There is also a fundamental principle involved which is to be considered in all advertising. The best way to reach a mother's or a father's heart is through the children. A book of this kind will be saved as long as it holds together, and as long as it is saved and is in the family it continues to be an advertisement. Its life may be as long as a year in some instances and in all that time it will be an appeal to the parents to buy their coal of this company.

The Only Criticism Which Can be Made.

The only possible criticism I can make of this scheme is that it does not reach the householder who has no children, but in the average community this class of coal buyers constitutes a small proportion of the whole.

Another advertising scheme which has come to me and which deserved attention a long time ago is included in two cards sent out by S. E. Tilton & Son, Prairie Depot, Wood county, Ohio. These cards advertise the Solon Coal Co., of Toledo, Ohio. They are novel and I would like it very much if I could reproduce them by means of illustrations, but the points of novelty would not be brought out satisfactorily if an attempt were made, owing to their character. The first of these cards was sent out the early part of September and included a calendar for that month. The heading of the advertisement is as follows: "We are going to — these cards on you every thirty days, and on the enclosed circular we are springing our prices on you. Spring an order on us and see how promptly and satisfactorily it will be handled." In the place which I have left blank a spring about an inch in length is fastened to the card. By supplying the missing word, it reads as follows: "We are going to spring these calendars," etc. A similar advertisement is also sent out by this firm for October, including a calendar for that month. This reads as follows: "Just to — up your memory and keep our name before you. We are

satisfied that we can supply your wants in the coal line and take care of you at all times to advantage, if you will give us a trial." In place of the missing word a brush is attached to the card. Supplying this missing word, the catch line reads: "Just to brush up your memory and keep our name before you." In all probability the advertisement for November will be similar to the two I have outlined, inasmuch as a word will be missing from the catch line and it must be supplied by the one who receives the advertisement, according to the emblem attached to the card.

All Advertising of this Character is Freak Advertising.

I would class all advertising of this character as freak advertising. That does not signify that under certain conditions it is not good advertising, but I do not believe in freak advertising as a regular thing. I do believe that by way of variety it can be used with beneficial results and will bring greater returns than by sticking to the conventional ideas and never varying from them. In these advertisements, those who receive them will undoubtedly look upon them with considerable wonder. It is so easy to decipher them that a second glance will convey the meaning intended and then the recipient will class them as clever. Most everyone likes to puzzle over an idea for a short time, and these advertisements have the advantage that the puzzle is not a difficult one to solve. The great trouble with advertisements of this character is that after the first five or six times they are used in an effort to carry out the puzzle idea the point becomes far-fetched. I mean by that that the later advertisements are not as likely to be as easily solved by the average person, and when this is the case their effect is generally lost. If I were the Solon Coal Co. I would not carry out this scheme for longer than six months or not more than a year at the outside. I think at the end of six months I would still continue the calendar idea, but would adopt a different style of advertising at the top. Unless monthly calendars cost too much they are a good scheme where sent to householders. They should always arrive as near the first of the month as possible, so that when they come in the recipient will take down the old one which has outlived its usefulness

A. C. Johnston & Sons

508 JEFFERSON STREET
Both Phones 60.

AUGUST

Is a good month to put in your winter's coal.

Just a little thought will show you the many advantages of doing it now.

And it will pay you, too.

We would be glad to have your order.

KOAL ICE
OKE
KINDLING

A. C. Johnston & Sons

508 JEFFERSON STREET
Both Phones 60.

Hocking Valley

Is one of the high-grade coals that we carry.

It comes a little higher than Illinois coal—but is a great deal better.

We should like to supply you with it. We know it will please you.

Good Coal at a Low Price.

KOAL ICE
OKE
KINDLING

A. C. Johnston & Sons

508 JEFFERSON STREET
Both Phones 60.

Smokeless Pocahontas

Is the best coal on the market, after anthracite.

And for most purposes it is every bit as good.

We cannot recommend it too highly.

May we have your order?

A pleasure to sell Pocahontas.

KOAL ICE
OKE
KINDLING

newspaper is wasted so far as effective results are concerned, because the coal company can not deliver coal to advantage, even if it receives orders for it five or six miles distant from the location of its yard. For this reason advertising methods must be employed which reach those consumers of coal in the immediate vicinity of the retail yard and in which there is no waste of money such as there would be by advertising in a local metropolitan paper. That there may be no confusion as to the point I am making, I wish to state that I believe that the daily or weekly newspaper is the best

and replace it with the new one, and in that way a continuous advertising propaganda is maintained in the name of the coal company all the twelve months in the year and every day of the twelve months. If the calendar is received a day or two before the first of the month that is always better, but it should never be sent out after the first of the month, because in the meantime some other calendar is likely to have taken its place.

Several Well Written Advertisements Sent for Comment.

Several advertisements from A. C. Johnston & Sons, Joliet, Ill., have been sent to me for my opinion. These advertisements occupy the upper

left-hand corner at the top of the first column of the second page in a daily newspaper at Joliet. The compositor who set them up in type has shown good judgment in the selection of the border, in selection of the line of type which should be given prominence and in the general appearance of the advertisements. He does not deserve so much credit, however, as the man who wrote these advertisements. They were written with a view to occupying a certain space without crowding it and in such a manner as to fill it properly. One of the first advertisements which I will consider refers to anthracite. Attention is directed to the fact that this coal is kept in the yard of the firm and that if the consumer has not yet put in his stock this firm will save him money if he will do so immediately. In this advertisement I think I would strongly emphasize a few words in the general argument. For instance, in the paragraph, "We think we can save you money and render you satisfaction if you have neglected your coal supply," I believe the words "can save you money" and "satisfaction" might have been put in bold face type of the same size as the type used and

reasons. All these advertisements relate to coal and for that reason the words referred to should be the most prominent feature of the advertisement, while the ice department should be given its greatest publicity at a time of the year when ice is in demand. Judging from the nature of these advertisements, it is only a side issue. I think, from a typographical standpoint, this arrangement would balance the advertisement better, don't you?

Five Advertisements All Thoroughly Good.

These five advertisements are all thoroughly good. They were written by some one who understands his business and who has dealt in publicity of this sort for some time. The ear-marks of the novice in advertising are entirely missing. I am glad to reproduce them because I believe that they will be helpful to many coal dealers and are very good examples to be followed.

They represent good advertising without a large expenditure of money, which is a strong point in their favor. They occupy five inches, single column, in the Joliet newspapers and have done as much or more for the advertiser, in all probability, than less meritorious advertising which occupied five times the space. They have a conspicuous position, making them highly effective. This is a point to study, because I really believe more money is wasted from ineffective advertising and the purchase of large blocks of space that are filled with almost nothing at all than in any other department of business.

When you write an advertisement say something. When you say something in your advertisement, say it as emphatically and effectively as possible, so that you will not be obliged to spend money for space which will be wasted. The use of too many words to outline an idea requires the expenditure of more money than a terse, simple, direct statement. The advertisement ought to make sense, but should not be too verbose. This policy is followed in the five advertisements and they are good examples for that reason.



Prevailing Wagon Prices at Chicago.

	Per ton.	Dealers' Wagons
Grate	\$6.50	
Stove	6.75	
Chestnut	6.75	
Egg	6.75	

BITUMINOUS.

ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg	3.50
Carterville stove, washed No. 1	3.75
Carterville nut, washed No. 2	3.75
Westville-Danville domestic lump	3.00
Danville lump	3.00
Staunton lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.

Brazil block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.25
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00

OHIO COALS.

Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00

PENNSYLVANIA COALS.

Cannel lump	\$6.50
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

WEST VIRGINIA COALS.

Kanawha splint	\$4.25
Black Band	4.75

COKE.

Gas-House	\$5.00
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WOOD.

	Per cord.
Pine Slabs	\$6.00



Pennsylvania Coal and Coke Shipments.

Shipments of coal and coke originating on the Pennsylvania railroad east of Pittsburgh and Erie for the week ending October twenty-second amounted to 791,452 tons, distributed as follows:

	Week ending Oct. 22, 1904.	Year to Oct. 22, 1904.	Year to Oct. 24, 1903.
<i>Short tons—</i>			
Anthracite coal	93,119	3,597,045	3,480,835
Bituminous coal	518,681	21,667,846	22,580,118
Coke	179,652	6,835,290	7,967,638
Total	791,452	32,100,181	34,037,591

A. C. Johnston & Sons

508 JEFFERSON STREET
Both Phones 60.

Bought Your Coal Yet?

Only a few weeks and winter will be here.

But if you will give us your order now we will prepare you for the first appearance of cold weather.

You will be saving money, too.

KOAL ICE
KOKE
KINDLING

would have made that feature of the advertisement a little more prominent than it is now. These are two good talking points and should be made to stick out so that the eye can grasp the words and also will be impressed by them. That would perhaps lead some readers to read the whole argument who might otherwise merely glance at it and pass it by. The advertisement in which "August" is made the most prominent word of the advertisement, I would change in one particular. I would continue the argument in the sentence, "We would be very glad to have your order," just as it is in the original. I would eliminate the last sentence, however, and include the following: "These are our arguments in your favor: Lower prices, better delivery service, and you have the coal when you want it." In the advertisement referring to smokeless Pocahontas I would not make any change except in one minor particular. The phrase, "A Pleasure to Sell Pocahontas," ought to have been set in a type a trifle larger. Where a six-point or an eight-point was used I would have used a ten-point, which would bring out the idea more conspicuously. "Bought your coal yet," to my mind, is the best of the series. It is concise, pithy and to the point without any waste of words. In the advertisement referring to Hocking Valley coal I would make the same criticism regarding the sentence, "Good coal at low prices," that I did of the Pocahontas advertisement. I believe this should have been made more prominent by the use of a larger sized type. Regarding the general style of the signature of the firm, I think I should have made a little change. The use of the large "K" before Koal, Koke and Kindling is a clever idea, giving individuality to the advertisement, which is along the line of good advertising methods. The use of the word ice in this connection, I think, is somewhat incongruous. If I were writing that advertisement, in the lower left-hand corner I would add "Joliet, Ill.," and in the lower right-hand corner the word "ice" in the same size bold face, about a ten point. This would balance the advertisement in nice shape and still give prominence to the other commodity handled by the firm, namely, ice. I make this suggestion for two

A. C. Johnston & Sons

508 JEFFERSON STREET
Both Phones 60.

Anthracite Coal

Is now coming into our yards in large quantities.

If you have not yet put in your coal for the winter, it will certainly pay you to call on us.

We think we can save you money and at the same time render you such satisfaction as you have seldom had with your coal supply.

KOAL ICE
KOKE
KINDLING

Western Retail Notes.

The Wisconsin Lumber Co., of Waterville, Minn., recently commenced the erection of a new coal shed at that point.

The Imperial Coal Co., of Omaha, Neb., was recently incorporated in that city with an authorized capital of \$10,000.

George E. Seibel and Fred Helm, of Denhoff, N. D., have entered into partnership and will engage in the flour and fuel business.

Members of the South Grand Rapids Ice & Fuel Co., of Grand Rapids, Mich., were recently arrested, charged with selling short-weight coal.

The Hubbard Elevator Co., of Amboy, Minn., recently decided to add coal to its grain buying and will conduct a general coal and grain business.

The Moline Coal Co., of Moline, Ill., recently moved its offices in that city from the Chase building to a suite of rooms in the Wessel building.

Members of the Mayville Coal Co., of Mayville, Minn., recently held a meeting at which it was decided to engage in the retail coal trade at once.

The Cash Coal Co., of Niles, Ohio, will secure a new coal yard just north of the Pennsylvania depot. It is possible that a new office may also be erected.

Ed. Skantze & Co., wood dealers of Ely, Minn., recently decided to engage in the retail coal trade and are prepared to furnish all grades of hard and soft coal.

Thomas Hastings Jr., an enterprising business man of Minneapolis, Minn., recently opened a coal office on Main street and Sixth avenue, northeast, in that city.

Four coal merchants of Ellensburg, Wash., recently cashed checks aggregating over \$100 for an alleged clever forger, who gave his name as J. Corbett and who made his escape.

The Cook & Brown Line Co., of Oshkosh, Wis., is preparing to make extensive improvements upon its property with a view to bettering its facilities for handling coal.

It is stated that the smaller towns in the vicinity of Milwaukee, Wis., are again threatened with a coal famine as the scarcity of cars has delayed the shipment of coal into the country.

The Wisconsin Brick & Fuel Co., Oshkosh, Wis., was recently incorporated with an authorized capital of \$250,000. The incorporators are M. H. Eaton, W. H. Jeffers and R. C. MacDonald.

Robert Brown and Will Kuhlman, of Louisiana, Mo., recently embarked in the wood, coal and feed business in that city, opening up an office at a downtown location in Third street.

The Town of Lake Coal Co. was recently incorporated at Chicago, Ill., for the purpose of dealing in fuel and grain. The incorporators of the new company are John Bogucki and Caroline Gapsewisc.

The price of coal at Ft. Worth, Tex., is considerably higher than it was last year, or for several years past. It is stated that an increase of fifty cents per ton will likely be made during November.

Dibble & Teeple, of the City Trueking Co., of Decatur, Ind., recently purchased the coal yards belonging to Kirsch & Sellmyer, in that city, and are preparing to carry on an extensive coal business at retail.

Thomas S. Hall, of Portsmouth, Ohio, recently became identified with B. F. Vincent, of that city, who is in the wholesale and retail coal business and will have charge of the retail office at Thirteenth and Gay streets.

The city council of Sioux Falls, S. D., saved \$250 on its city coal bill by readvertising for bids. Five hundred tons of coal are to be supplied and the contract will probably be awarded to O. A. Carpenter at \$4.75 per ton.

At Mohall, N. D., there is a price war, the retail price for Hocking Valley lump being \$6.50 per ton. This is an exceptionally low price as compared with other towns in that vicinity and is not expected to continue long.

The Arrowsmith Grain, Lumber & Coal Co. was recently incorporated at Arrowsmith, Ill., with an authorized capital of \$15,000, to deal in grain, lumber and coal. The incorporators are J. C. Bane, J. Robinson and B. N. Reid.

Ed Anderson, an enterprising coal dealer of Waterloo, Iowa, has recently been shipping in coal from Des Moines to Waterloo and selling it at \$3.90 and \$4.00 per ton. Other dealers have posted notices to the effect that they will do likewise.

The city council of Davenport, Iowa, has awarded the contract for coal for municipal purposes. The contract for soft coal was awarded to W. P. Halligan at the rate of \$2.85 a ton and E. W. Dixon was given the contract for anthracite at \$7.80 per ton.

D. J. Dennart and Joe Dennis recently purchased the coal interests of John O. Miller, Pipestone, Minn. The sheds are located on the Milwaukee tracks, where the new firm, which is to be known as Denhart & Dennis, will conduct an extensive retail fuel business.

The office of the Breen & Halladay Coal Co., of Grand Rapids, Mich., was recently entered by burglars, who dynamited the safe, completely wrecking it, and securing cash to the amount of \$100. Windows were blown out and the building considerably damaged by the explosion.

Coal dust is said to be causing annoyance to merchants at Anderson, Ind., who claim that when coal is unloaded on the sidewalks or into the basements in the vicinity of their stores a cloud of dust arises which is

very damaging to their stock. They are asking for an ordinance to prevent the alleged nuisance.

James Shackelford, a coal dealer of St. Louis, was recently arrested, charged with delivering short weight coal, but failed to appear when his case was called and was fined \$500. Arthur Eisenmeyer, also doing business in St. Louis, was fined \$50 for sending an alleged short weight load of coal to the Olympic theater, in that city.

**Eastern Retail Notes.**

John J. Enos, of Connellsville, Pa., has leased his coal yard in Third street, that city, to the Consolidated Coal & Transfer Co.

Some householders of Providence, R. I., are using pea anthracite in their furnaces and grates, and find that it gives satisfaction when it is burned properly.

John F. Butz, who recently retired from the firm of Craig & Butz, coal dealers, of Allentown, Pa., on account of ill health, has bought a large farm between Zion Hill and Brick Tavern, Pa.

John Hall, of the firm of Hall & Gilhooley, Wheeling, W. Va., recently met with a serious accident. He was delivering a load of coal when his team started to run and he was thrown out and injured severely.

R. B. Little, president and manager of the Eastern Coal Co., at Providence, R. I., for about three years, recently retired from the company. Jere Campbell, of Boston, Mass., will succeed Mr. Little as president and manager.

The city of Boston, Mass., requires about 19,000 tons of coal annually for its public schools and although it experienced considerable difficulty in securing this tonnage last year, this season it already has secured its entire supply.

The East New York Coal Co. was recently incorporated at Elmira, N. Y., with an authorized capital of \$65,000. The directors of the new company are: J. B. Rathbone, W. S. McCord, of Elmira; George Sergeant Jr., of Brooklyn, N. Y.

The Norfolk Coal & Ice Co., of Norfolk, Va., has equipped its new plant in the vicinity of Norfolk, with new and modern machinery, to meet the requirements of a rapidly increasing business. The property comprises about six acres of land.

The Phelps & Spaulding Coal Co. was recently incorporated at Saratoga Springs, N. Y., with an authorized capital of \$10,000. The directors of the new company are: W. E. Phelps, Fred Spaulding and W. W. Blackmer, of Saratoga Springs, N. Y.

The People's Mercantile & Manufacturing Co., of Auburn, N. Y., was recently incorporated for the purpose of dealing in coal. The authorized capital of the new company is \$20,000 and the directors are: William Crounse, R. J. Burritt and G. A. Paddock, of Auburn, N. Y.

Charles Pfeiffer, of Allentown, Pa., recently purchased a coal yard at 140 Hamilton street, that city, which for a number of years had been conducted by Osman & Berkenstoek. The business will hereafter be transacted under the name of the Black Diamond Coal & Supply Co.

The Pittsburg-Buffalo Coal Co., of Pittsburg, Pa., recently announced that it intended to expend \$2,000,000 in its coal business and would open up in addition eight new mines in Washington county, several retail yards in Pittsburg, from which it will handle a large tonnage of its own product.

The representative of the Baltimore Coal-Briquette Co., at Baltimore, Md., Mr. E. Mond, is said to have vanished from his offices and detectives are searching for him. He was requested by the police to cease advertising as the "organizer" of this company which the detective alleges might better have been named the Baltimore Gold Briquette Co., after a thorough investigation which is said to have proved it to be a swindling game. Coupons were sold for \$1.00, entitling the purchaser to one-quarter of a ton of hard coal briquettes, which were not to be delivered until the company was in full operation. Upon being asked by the detective when this would be, Mond is said to have responded he did not know.

**The Youth's Companion in 1905.**

It is impossible even to summarize in a single paragraph the many and varied attractions which *The Youth's Companion* announces for the coming year. A series of articles planned to interest especially the forty-five millions of Americans who look directly to the soil for their subsistence will treat of "New Fields for Young Farmers," "The Sanitation of the Farm," "The Future of American Cotton," "How Women Make Money on the Farm," etc. Seven serial stories and 250 short stories by the most talented and popular American writers of fiction will form part of the contents of the new volume for 1905.

Full Illustrated Announcement describing the principal features of *The Companion's* new volume for 1905 will be sent with sample copies of the paper to any address free.

The new subscriber who sends \$1.75 now for a year's subscription to *The Companion* receives free all the issues of *The Companion* for the remaining weeks of 1904, also *The Companion* "Carnations" calendar for 1905, lithographed in twelve colors and gold.

THE YOUTH'S COMPANION, 144 Berkeley Street, Boston, Mass.

Eastern Coal and Coke Notes.**New Eastern Enterprises.**

Bowers & Gilbreth, of Wilkesburg, Pa., will shortly open new coal mines near Sandy Creek, Pa. There is said to be enough coal in sight to last ten years.

The Delaware & Hudson railroad is looking for a site for a coal storage depot in the vicinity of Glen Falls, N. Y. The new storage depot will have a large capacity.

The Cascade Coal & Coke Co., of Pittsburg, Pa., is equipping its plant at Tyler, near Dubois, Pa., with many improvements, which will cost in the neighborhood of \$200,000.

The Lehigh & Wilkesbarre Coal Co., of Wilkesbarre, Pa., is making extensive improvements around its breakers in that city and will also open new collieries in and about Plymouth, Pa.

The Carbon Coal Mining Co., of Altoona, Pa., recently opened a new mine in Clearfield county, Pennsylvania, and has commenced the shipment of coal. This company controls several hundred acres of coal land.

McTurk & Co., of Pottsville, Pa., are making great progress in the erection of a new breaker on Black Creek, near Hazleton, Pa., and it is expected that within a few weeks the colliery will be ready for operation.

The Fall Creek Collieries Co. was recently organized at Portland, Maine, with an authorized capital of \$250,000, for the purpose of mining coal. The incorporators are M. W. Baldwin, of Portland, president; James J. Hernan, also of Portland, treasurer.

The Kentucky Bituminous Coal & Coke Co. was recently incorporated at Washington, D. C., with an authorized capital of \$500,000. The incorporators are Robert L. Jewett, Henry T. Anglin and Messrs. McCormick, Freeman and Kretschmann.

The Mohawk Smokeless Coal Co., of Grafton, W. Va., was recently incorporated for the purpose of developing 2,500 acres of coal land in Tygart's Valley, W. Va., which it recently purchased. The company is engaged in equipping mines at this place.

The Philadelphia & Reading Coal & Iron Co., of Philadelphia, has begun developing a new coal basin west of Mt. Pleasant, Pa. This company also has a new slope in the vicinity of Taylorville, Pa., well under way and it is thought that within a short time the output from this operation will be considerable.

General Eastern Coal and Coke Notes.

The Pennsylvania railroad will shortly resume operations at its Beavertown (Pa.) colliery, giving employment to about 180 men.

An explosion of gas at the Pennsylvania colliery at Shamokin, Pa., recently set fire to the slope. After a hard fight the flames were extinguished.

The masonry work for the breaker of the Lehigh & Wilkesbarre Coal

Co., of Pottsville, Pa., at Audenreid, Pa., is now ready for the superstructure.

The Buffalo & Susquehanna railroad, New York, is making progress in the development of its coal lands in central Pennsylvania and has extended its lines fifty-five miles.

The shops of the Coal & Coke Railroad Co., of Belington, W. Va., owned by Ex-Senator Henry G. Davis, were recently destroyed by fire, entailing a loss of about \$20,000.

The Manor Real Estate Co. has purchased from M. H. Kulp the flat north of the Scott colliery, near Maysville Park, Pa., where the erection of a new coal town will shortly be undertaken.

The Morris Run Coal Mining Co., Morris Run, Pa., served notice on striking miners formerly in the service of the company that work will probably be resumed at the mines on December first.

Work on a railroad from Monongahela to Zanesville, Pa., will shortly be begun. The road will be only sixteen miles in length and will tap a rich territory, making connections at Ellsworth with the Monongahela & Washington road.

Bids for furnishing coal for naval vessels will be opened December first at the naval bureau of equipment at Washington, D. C. Preference will, as far as is possible, be given to American coal kept at foreign ports, whenever the domestic coal is offered at prices not much in excess of that of foreign production.

The men engaged at the Fernwood Colliery, near Pittston, Pa., recently went on strike as a result of a disagreement relative to cars being hauled up a steep incline. The leaders of the strike did not notify any of the colliery officials of their action and the former feel that their attention should have been called to the trouble. The miners will be urged to go back to work pending an investigation of the trouble.

John Crozier, a well known coal man of Bellaire, W. Va., recently met with a distressing accident which resulted in the amputation of his right limb just below the knee. Mr. Crozier owns and operates a coal mine at Brooks Run, W. Va., producing domestic coal only, and while at work in the mine a huge mass of rock was loosened and fell on him. He was caught in such a way that the stone fell on his right ankle and foot, crushing it so badly that amputation was necessary.

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Literary Notes.

A distinctive feature of the *Review of Reviews* for November is the series of sketches of men of the hour, including, besides an elaborate character study of the late Senator Hoar, by Talcott Williams, briefer articles on John Morley and James Bryce, who are now visiting the United States; on Commander Booth Tucker, of the Salvation Army, whose work in America is just closing; on the late F. A. Bartholdi, the designer of the statue of "Liberty" in New York harbor; and on the late Lafcadio Hearn, the interpreter of Japan to the western world. Herman Rosenthal writes on "Prince Mirsky, Russia's New Minister of the Interior," and W. T. Stead contributes an interesting character sketch of Lord Grey, the new governor-general of Canada. Mr. Stead's article is followed by two other Canadian papers of exceptional interest—"The Trend of Political Affairs in Canada," apropos of the approaching elections, by Miss Agnes C. Laut, and "Western Canada in 1904," by Theodore M. Knappen. "Iowa's Campaign for Better Corn," by Prof. P. G. Holden, is a suggestive account of the work performed last spring by the so-called "Corn Gospel" trains. Edward A. Moseley, secretary of the Interstate Commerce Commission, contributes an authoritative article on American railroad accidents; their causes, and the means of securing greater safety in travel. Miss Florence E. Winslow reviews the work of the Episcopal Triennial convention, which has just completed its sessions at Boston. "What the People Read in Hungary" is the somewhat out-of-the-way subject of a paper by John Skotthy. The closing phases of the presidential campaign, the developments in the Russo-Japanese war, and other topics of the hour are discussed in the editorial department, "The Progress of the World."

The installment of "Frenzied Finance" in the November number of *Everybody's Magazine* offers what is probably the best account of a financial war ever printed. Mr. Lawson is now well into the main course of his narrative which leads by way of the Boston gas fights to Amalgamated Copper. Addicks has persuaded him to take charge of his—Addicks—contest with Henry H. Rogers and "Standard Oil," and for pure love of combat the Boston financier, with all his forces, has come to the rescue of the Delaware buccaneer. It is an exciting passage in which he tells of the attacks and retreats, the toils and stratagems of this campaign, and for interest and thrill it holds its own with the real fighting in "The Three Musketeers." Finally Lawson and Rogers come together and the dialogue between them as they proceed to adjust their differences is one of the most striking chapters in the story. The drama of the Standard Oil magnate tempting Lawson away from Addicks, and offering him millions to join the "Standard Oil" hand, and the Boston financier refusing, is described in language at once direct, forcible and picturesque, and once more forces home to the reader's mind the fact that truth is indeed stranger than fiction. The Lawson article is but one feature of an excellently balanced and readable magazine. There are seven rattling good short stories and a large installment of Hall Caine's great novel, "The Prodigal Son." The leading article in the number, on "New Fighting Machines," describes the latest devices of war, such as the new American rifle, the Japanese field guns, the last novelties in torpedoes, submarine boats, gunpowders, etc. Vance Thompson contributes an intimate study of the kindly old gentleman who is president of France, and Eugene Wood has one of his humorous discussions of health topics: "Is Bathing Good for Us?" The magazine also contains eight drawings of Washington by Vernon Howe Bailey, the clever artist whose series, "American Cities in Pencil," has attracted so much attention. *Everybody's Magazine* has now the largest news-stand sale in America.

Continued on page 966.

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Southern Coal and Coke Notes.

New Southern Enterprises.

The Wright Ice & Coal Co. was recently incorporated at Greenwood, Miss, with an authorized capital of \$75,000.

Coal deposits are being developed in the vicinity of Little Rock, Ark., by Max Mayer, George W. Clements and Fred Schader.

The Lamb Coal Co., of the county of Muhlenburg, Kentucky, was recently incorporated at Louisville with an authorized capital of \$40,000.

The West Coal Co. was recently incorporated at Coal Hill, Ark., with an authorized capital of \$1,000. The incorporators are L. C. Pennington, W. H. West and J. M. Qualie.

The Oneida Coal Co., of Scott county, was recently incorporated at Nashville, Tenn., with an authorized capital of \$10,000. The incorporators are J. M. Terry, W. A. Terry, A. C. Terry and A. McDonald.

The Mississippi River Coaling Co. was recently incorporated at New Orleans, La., with an authorized capital of \$100,000, to construct coal docks, wharves, etc. William C. Jutte, of Pittsburg, Pa., is president and J. Charles Jung, vice-president of the new company.

Carlos H. Johnson, of San Marcial, Sonora, Mexico, has been visiting New York and other eastern cities for several weeks for the purpose of making arrangements whereby shipments of coal can be made with more promptness and dispatch from his mines at San Marcial. Mr. Johnson stated that American capital is desirous of investing to exploit the Sonora properties.

The Kipps Anthracite Coal Co., Inc., was recently incorporated at Cambria, Va., with an authorized capital of \$25,000, to operate coal lands and mines and to conduct a mercantile business in connection therewith. The incorporators are: Ridgway Holt, president, Yellow Sulphur Springs, Va.; George V. Kipps, vice-president and manager, Cambria, Va.; H. Robert Kipps, secretary and treasurer, Cambria, Va.

General Southern Coal and Coke Notes.

The Mexican Coal & Coke Co., Mexico City, Mex., is employing Chinamen to work in its mines, having recently secured forty of them under contract.

The miners in the vicinity of Richardson, Trabue and Norman, Ky., went on strike recently, demanding an increase of ten cents per ton for mining coal.

The Standard Coal Co., which was recently incorporated at Birmingham, Ala., with mines in Walker county, on the Southern railroad, will soon be producing 150 tons of coal per day.

A fire was recently discovered at the coal and wood yards of T. J. Fannan, Alexandria, Va., opposite the Southern railroad depot, which partially destroyed some of the buildings.

R. H. Sayre and A. N. Cleaver, of South Bethlehem, Pa., and W. A.

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Luhvig Coal Washing
Plant operated in con-
nection with mine.

COAL

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A 600 ton daily capacity
Luhvig Coal Washing
Plant operated in con-
nection with mine.

Lathrop, of Wilkesbarre, Pa., recently made a trip to Alabama for the purpose of looking over their coal interests there.

The coal supply in the vicinity of Lexington, Ky., is rather short at this time, owing to a strike now on at mines along the Louisville & Nashville railroad, which was declared the first of September. Since that time no coal has been brought to Lexington from those mines.

The little town of Oliver Springs, situated thirty-six miles northwest of Knoxville, Tenn., is becoming quite an important mining center. A new mine was recently opened at that point by the Wind Rock Coal & Coke Co., and it is said to be one of the best mines in that vicinity.

A coal stock in the yards of the Byrne & Speed Coal Co., Louisville, Ky., which contained 50,000 bushels of slack coal, was recently discovered to be afire. It is thought the blaze started from spontaneous combustion. It was extinguished before a great amount of damage had been done.

The Wilburton mines, some twenty in all, at Wilburton, I. T., have resumed work after an idleness of over four months, and are now working full handed. It is supposed that the output of these mines will average from 150 to 200 tons of coal per day and give employment to about 3,000 men.

Much excitement was recently caused at the mines of the Soddy Coal Co., at Soddy, Tenn., by an alleged attempt on the part of discharged miners to assassinate Superintendent Wignon, of the company. Several other attempts have been made to injure officers of the company and it is supposed that striking miners are involved.

Miners of the Coal Creek district, in the vicinity of Knoxville, Tenn., are leaving for other sections, but it is stated that this will not affect the operations in that vicinity to any great extent. Operators are taking a bright view of the situation and assert that the work will be pushed with increased forces of other miners within a short time.

The Southern railroad at Salisbury, N. C., recently had some trouble with its colored employes, who went out on strike at the Spencer yards of this company, owing to dissatisfaction in the matter of wages. A relief force had to be transferred from Charlotte to this point in order to coal and equip the large number of engines required for the trains leaving the yards.

A company composed for the most part of British and German capitalists has recently been formed for the purpose of working a newly discovered coal field near Sabinas, in the state of Coahuila, Mex. The principal vein is from seven to eight feet wide and underlies an area of some 15,000 acres. It is located about seven and one-half miles from the Mexican International railroad.

LITERARY NOTES—Continued.

Prof. Henry Fairfield Osborn's paper on "The Evolution of the Horse in America," which is the opening article in the November *Century*, would give distinction to any magazine. It is the second in his group on "Fossil Wonders of the West," the first, on the "Bone Cabin Quarry of Wyoming," having appeared in September. This is the first complete account of the explorations of the American Museum of Natural History under the William C. Whitney fund, and presents very striking results in the direction of solving many problems in the study of the fossil horse. November being the month of the Horse Show in New York, *The Century* presents also three drawings of "The American Horsewoman," by Urquhart Wilcox: "The Morning Ride," "The Winner" and "In Perfect Form." The horse also figures in the frontispiece, St. Gaudens' Sherman group at the entrance to Central Park, reproduced from a color drawing by F. V. Dumond, which conveys not only the color but the vigor and spirit of the original. Two other examples of color work are a "Tiger and Cobra," drawn by Charles R. Knight, and a double-page drawing by Maxfield Parrish in illustration of Keats' ode "To Autumn," which is accompanied by a facsimile of the original manuscript, owned in Boston, and now first reproduced. There are also timely as well as seasonable features, reflecting the current interest in Japan and Russia. Hon. Andrew D. White continues his entertaining papers, with recollections and impressions of Russia during his service as minister in 1892. Mr. White gives his impressions of the present czar as czarovitch, and others of the imperial family—De Plehve, Makaroff, De Witte—and records in his frank criticism of the Russian foreign policy and its conduct toward Finland. "Japanese Devotion and Courage" is the title of a paper by Oscar King Davis, who describes graphically the three heroic attempts to block the harbor of Port Arthur, and several courageous actions on the part of the military. A short article on "The Peeresses of Japan in Tableaux" introduces a dozen views of a recent exhibition for charity in which, for the first time, the peeresses appeared in public—an extraordinary innovation, which is said to be not less remarkable than the feudal nobles' voluntary relinquishment of their fiefs in 1868. A curious paper by Gustave Michaud, entitled "The Brain of the Nation," undertakes to answer the question, "Where are the most intellectual people of our country?" In this respect the large cities are compared, with a result which is likely to cause surprise to most readers. "The Trackers of France" is a picturesque article written and illustrated by the two sons of the French painter, Maurice Boutet de Monvel, and describing with comprehensive detail the life of the men who drag the heavy boats on the French canals. Under the title, "A New Occupation," Lillie Hamilton French records the various work of "The Welfare Manager" in many commercial houses and manufactories, and the text is supplemented by Miss Harding's sympathetic drawings. "A Tibetan Leader," by J. Deniker, is a brief biography, with portraits, of Agwan Dordji, preceptor of the Dalai-Lama, and described as "something almost exceptional—a liberal lama." "Our Modern Blue-Jacket" is the subject of an article and pictures by R. F. Zogbaum, who has had much opportunity to know the navy. A striking picture shows a great gun loose on board a battleship. Of the fiction—the readers of "The Sea-Wolf" will turn first of all to the concluding chapters of that strenuous tale. The stories include "Within the Enemy's Lines," by Edward Boltwood; "Down the Flume with the Sneath Piano," by Bailey Millard; "The Man Who Forgot," by Alice Sedgwick (sister of Anne Douglas Sedgwick)—a story of cheating at cards; "An Impossible Possibility," by Elliott Flower, a story of municipal politics. These are illustrated, respectively, by Ashe, Russell, Marchand and Gruger. A fifth story, unillustrated, is "Miss Harriet's Extravagance," by Florida Pier. The art side of the magazine is reinforced by two wood engravings, one in Timothy Cole's "Old Spanish Masters" series, representing the "Washerwomen" of Goya, the other by Henry Wolfe, of Gilbert Stuart's portrait of Stephen Jones. The editorial articles relate to the need of an ethical revival in America, to vacations and to "Our Treasure in Keats."

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THE BLACK DIAMOND

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General Review of the Markets.

Now that the national election is out of the way there is reason to believe that the coal industry will come into its own and that business will in a measure make up by increased activity for the dullness which prevailed from April first to November first. While the result of the national election would indicate that from the early part of the campaign there was no uncertainty as to who would be the next president of the United States, nevertheless there was more or less timidity in commercial and industrial circles until the vote had been counted. Industries which a year ago purchased a large tonnage of coal during the summer months because it could be purchased cheaper and transportation conditions were more certain, refrained from doing so the past six or eight months, stock in consumers' bins at all times being kept to low proportions. As a consequence the volume of business up to the first of the present month was much less than it was in the corresponding period in 1903, and if there is a revival of industrial activity following the election, as is to be expected, the demand the remainder of the year and during the winter will be correspondingly increased, over what it was during the winter of 1903-1904. There is every reason to believe that many lines of manufacture which have been operating on half time during the past six or eight months will now resume on full time or better, and their fuel requirements will be increased in proportion. Activity in the iron and steel trade is well under way, and if it can be taken as an index to industrial conditions in other industries, and it is believed that it can, they must shortly follow this lead. With the increase in commercial activity there should be a larger increase in the consumption of coal than in that of any other one commodity.

Coal producers not only supply fuel to operate the factories, but they supply the agency which moves the transportation lines, and with any increase in the volume of freight or passenger traffic over the latter more coal is required. In this way it must be evident a resumption of business or increased business is a direct benefit to all coal producing companies. They benefit by the increased demand from industries requiring fuel and also increase the tonnage sold to the railroads.

There is only one feature of the situation which may work to the injury of the coal producing interests of the country. This is found in the unpreparedness and inability of the railroads to move all the freight delivered to them for transportation. The situation in this respect the present week is not any more encouraging than it was three or four weeks ago. As a matter of fact, in the eastern states it has grown worse instead of better. In the west there has been only an apparent improvement, due to the closing down of the mines in Illinois by strike last week, which enabled the coal roads to clean up the surplus on track and prepare for the freshly mined product when it comes forward. Within a few weeks, however, these roads will be in just as bad a condition as ever they were unless the weather shall continue warm and mild as it has for the past six weeks.

A Shortage of Cars at the Eastern Mines.

The main transportation artery of the east—the Pennsylvania railroad—is already extremely short of cars and in some sections of Pennsylvania it is reported that the supply is not over forty to fifty per cent of the requirements of coal producers. This system has taken steps to prevent conditions from growing any worse by embargoing its eastern connections and refusing to let its cars go to foreign roads in the New England states. The Baltimore & Ohio is in some better shape as to available equipment than the road referred to, but it is short of cars to the extent of twenty-five to thirty-five per cent of the requirements of coal interests shipping to tide.

Out of the Pittsburgh district to the north and northwest all the transportation lines are snowed under with loaded cars of coal and the shortage in the supply of empties at the mines has in some instances become a matter of discouragement, producing companies being unable to take care of their orders because they can not get cars to load. The Buffalo market is showing a much firmer tone on

bituminous coal as a result of these conditions and demand is improving at that point, buyers of coal realizing for the first time since last April that they will not be able to get the coal when they want it. Throughout the eastern states there has been a decided improvement in the price situation as a result of the car shortage and the more active demand from the consuming trade for coal. This advance at tidewater amounts to five to ten cents a ton over the figures prevailing a few weeks ago.

In the movement of coal from the producing fields in West Virginia to both tidewater and to the west there continues to be a shortage of cars. This situation especially applies to the Norfolk & Western railroad, which is in a badly congested state, owing to lack of motive power. Many of the sidings are filled with loaded coal cars and delays are frequent in moving the coal to terminal points. Most of the producers have accumulated orders in advance of the production, but no hope is entertained of relief until after the first of December, when the season of lake navigation will be brought to a close. On the Chesapeake & Ohio railroad the conditions are somewhat improved over a fortnight ago, but many of the producers are still backward in filling their orders, owing to inability to secure cars when they are needed.

Western Car Situation Will Become Worse.

The situation in the Ohio and western Pennsylvania fields, where coal is loaded for docks and lake shipment, continues to be bad. The rapid increase in the demand for cars by the steel and iron industry in the vicinity of Pittsburgh has created a shortage which seems to be increasing instead of diminishing. From authoritative sources it is learned that the Pennsylvania railroad will be able to supply only fifty to sixty per cent of the cars required by the coal producing companies the remainder of November, which, of course, will curtail the movement of the bituminous product up the lakes to dock points.

In the western all-rail trade the situation as to cars at the mines is not quite as bad as it was, due to the strike in Illinois last week, which resulted in relief and enabled western roads to clean up coal at switching and junction points and in their terminal yards. The situation as to the future, however, is not very encouraging. **THE BLACK DIAMOND** wishes to make the prediction that before the end of the present month the worst car shortage in the west in years will be experienced. The grain movement is now commencing, and with the largest production of corn on record and a fair yield of other grains, together with the increased movement of other commodities which will naturally occur, the rail lines will not be able to cope with the situation. Coal dealers and coal consumers in the west who have not taken in their supplies had better do so immediately or they will find to their sorrow later on that difficulty and annoyance will be experienced as well as higher prices. The situation contains all the elements which will bring about both these conditions.

In the anthracite trade there has been a reduction of production at the collieries the past week as a result of the short supply of cars. The situation at times has been somewhat serious and with colder weather in the east this has had an influence on the markets, making them stronger and increasing the demand. Most of the movement at present is confined to the all-rail trade in the east, where storage facilities are lacking and dealers must buy on a hand-to-mouth basis for this reason. Urgency has also been shown at the shoalwater ports to get in a few additional cargoes of coal before ice closes them.

In the western trade continued mild weather has resulted in a slack demand for anthracite in most of the large distributing points. There has been the usual run of small orders, however, and east of Chicago it is reported there is a tendency on the part of dealers to take in a larger tonnage than at any previous time for the past three or four months.

In the western bituminous trade the effect of the Illinois strike on prices has been lost to a slight extent as a result of the continued mild weather, although selling figures have not settled to the basis which prevailed before the strike occurred.

Reports from Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND.
CHICAGO, ILL., Nov. 11.

Coal demand in the west during the past week has been rather quiet, due to several causes, the most important of which was a continuance of the Indian summer weather which has prevailed for several weeks. The culmination of the strike of the hoisting engineers in Illinois and the return to work of the men in most of the mines the early part of the week also relieved the pressure to secure coal which was noticeable the latter part of last week and in connection with the weather conditions resulted in only a steady but not large run of orders. Undoubtedly the election on Tuesday also had some effect on conditions, but it is expected that the latter part of the week will see more business and more activity. The weather predictions at this writing are for a light fall of snow and colder weather, which undoubtedly will exert an influence on the market situation. There are still many consumers and dealers in coal throughout the west who are operating on a hand to mouth basis, so far as supplies are concerned, and when weather conditions are such as to warrant it they will be in the market and in many instances will probably be clamorous for the movement of coal to them immediately.

Now that the national election is out of the way and has been decided in a manner that leaves no question as to the sentiment of the country it is expected there will be a revival of business in all the important industries which will result in a heavier demand for steam coals than has been experienced the past six months. Many larger users of coal have been working on half time or only part time since the early part of June and have only bought such coal from time to time as they have needed. There will undoubtedly be an increase in the call for manufactured goods of all descriptions from this time forward and if it occurs it must necessarily increase the call for coal nearly to the normal point which was experienced in 1903 and in 1902. Now that the election is out of the way the last impediment to industrial progress and growth has been removed for the next four years and this should mean increased prosperity for all lines of business, among which may be included the coal industry.

Transportation Conditions Not Quite as Bad as They Were.

As a general thing transportation conditions this week in the west are not as bad as they were a week ago. The strike in Illinois released a number of cars, which helped the situation in Indiana, and while operators in some instances continue to report that they do not receive all the cars they require they are much better supplied. The surplus of fine coals has been practically removed from the Chicago market and cars which were tied up at junction and switch points on the main north and south lines in Indiana and Illinois have been released, which is giving the railroad companies better facilities for moving the fresh-mined product. There continues to be some complaint of a shortage of cars in the Ohio fields as a result of the heavy movement to lake loading ports. This particularly applies to the all-rail movement westward and to the supply of box cars, but with the close of navigation it is expected the situation will show a change for the better unless there are heavy snowstorms and cold weather, which, of course, will prove serious impediments to all train movements.

The most complaint continues to come from along the Norfolk & Western and the Chesapeake & Ohio, out of the smokeless regions of West Virginia. Of these two rail lines the former is probably in the worst shape. It is reported that it is congested with loaded coal cars from one end of the system to the other and has not sufficient motive power to clean up switch and side tracks. Shipping agents are doing everything in their power to get the coal forward, but are daily increasing the number of orders on their books for which they have received no coal. The best they can hope for is better train movement and heavier tonnage coming all-rail after the season of navigation closes, which will not be till the latter part of the present month. At present the energies of the rail officials are bent upon getting as much coal as possible to lake loading ports before the close of navigation and the all-rail interests are neglected to some extent. There is only a fair car supply out of the Fairmont and Pittsburg districts, but the bulk of the movement from those fields is to the lake ports.

Western Anthracite Trade Continues on Steady Basis.

The western anthracite trade continues to wait on weather conditions. While there is a steady volume of business it is confined largely to small lot orders for the purpose of keeping up assortments of sizes. East of Chicago it is reported there is a better volume of business than there is west of this city. Indiana, Michigan and Ohio are said to be taking about the usual allotment of coal, but dealers in the west are dilatory about placing their orders and will probably not be in the market to a large extent until forced to place orders by natural conditions. It is reported from the Twin Cities and the northwest that the volume of business is increasing, but it is still backward for the season of the year and there are said to be many consumers in that territory who are unsupplied with coal. Car supply is a factor of increasing importance at all dock points. Cars are variable in supply, there being sufficient to meet requirements one day, while the next day delays are encountered. It is to be feared that this will prove a serious phase of the situation before the middle of the winter, with increasing business in the west, as is always the case the latter part of November and the early part of December, the transportation companies will be unable to meet all the demands made upon them. If there is sudden cold weather followed by snow the situation undoubtedly will be critical for a time.

In the movement of anthracite all-rail to western territory it is reported there is a shortage of both chestnut and stove. In dock territory there is also a large shortage in stove coal and the companies are fearful they will not get sufficient tonnage of this size to the head of the lakes before navigation closes. Egg can be rescreened, however, and the stove size can be prepared in this way if the shortage should become too pronounced. Most of

the leading companies who receive all-rail anthracite in Chicago complain of the shortage of chestnut, and while it is expected this will be remedied later in the season, coming at this time it has resulted in coal being loaded from the docks for local shipment, which otherwise would not have been touched until later in the season.

In the movement of anthracite by way of the great lakes the tonnage showed a slight increase last week and it is believed it will be comparatively heavy the present week. From now till the close of navigation, which is only three weeks distant at the latest, and which may terminate before that time, the companies will use their best endeavors to move as much anthracite as possible. Docks in the northwest are in better shape to take in coal than they were a couple of months ago and this will enable the shipping companies to increase their tonnage.

Strike in Illinois Most Important Feature.

In the western bituminous trade there has been little change during the week. The most significant feature was the culmination of the strike of the hoisting engineers in Illinois on last Saturday, when an agreement was signed by the operators and miners' organizations of the state covering the wage agreement for hoisting engineers until April first, 1906. This agreement was ratified by the operators on Thursday at a meeting held in Chicago. Many of the engineers became identified with the miners' organization in the meantime and returned to work, and it is expected that practically every mine in Illinois will be in operation on next Monday. The assurance that operations would be resumed, coming at a time when the weather was mild, was reflected in the market, which has held steady on all western coals at the same prices that ranged a week ago.

Among eastern bituminous coals sold in the west, standard Pocahontas and New River are in short supply for all-rail delivery and most of the shipping agents have more orders for all grades than they can supply. In one or two instances it is learned that new orders are being refused until those now on the books are filled. Transportation conditions are largely responsible for the present scarcity, but the volume of this business has increased the latter part of the season, both east and west, giving producers about all the tonnage they can take care of. Standard run-of-mine holds to the basis of \$1.10 f. o. b. the mine or \$3.15 f. o. b. Chicago. THE BLACK DIAMOND hears of none of this coal being offered below full circular figures. While it is expected that the supply of lump and egg will increase as a result of the resumption of coke production on a larger scale in the Pocahontas and New River districts, the market continues firm on the previous basis of \$2.00@2.25 f. o. b. the mines, or \$4.05@4.30 f. o. b. Chicago. Tug River or thin vein coal has been a little scarce during the week and the market is showing a slightly firmer tone on the basis of 90c@1.00 f. o. b. the mine or \$2.95@3.05 f. o. b. Chicago for standard, with screened thin vein on the basis of \$1.10 f. o. b. the mine or \$3.15 f. o. b. Chicago.

Demand For Splint Coal Is Reported Active.

In the West Virginia splint list there is a fair volume of orders and circular quotations are well maintained. Some complaint is heard now and then of the car supply, but it does not seem to be quite as prominent as it was. Demand for splint for domestic consumption at this time is heavy, and most of the shipping agents report a good movement. Kanawha lump splint is quoted at \$3.30 f. o. b. Chicago for open cars and \$3.40 f. o. b. Chicago for box cars. Winifrede is quoted at \$3.55 f. o. b. Chicago and other grades \$3.40@3.55. Very little Fairmont coal is coming forward to Chicago all-rail, the bulk of the movement being by way of the great lakes. Prices remain on a steady basis at the former quotations for steam grades. Domestic lump prepared over four-inch screens is held on the basis \$1.50@1.60 f. o. b. the mines or \$3.40@3.50 f. o. b. Chicago.

It is reported that the demand for Hocking coal has been quiet since the recent advances became effective. All dealers who were in market for supplies then were, in most instances, warned that the advance was to occur and took in a sufficient tonnage of coal to meet their requirements for some time to come. As a consequence they are not in the market now and will not be until stocks in storage have been pretty well cleaned up. The advance of ten cents in the differential between open and box cars in the all-rail trade, making it twenty cents per ton, is also likely to have an influence toward reducing the tonnage moved in the all-rail trade west of Chicago. This makes the box car price f. o. b. destination, where rates are equalized between the docks and Chicago, within fifteen cents of the dock price and with such a slight differential the docks will probably do a larger business. In other Ohio coals there has been slight change during the week. Massillon continues on the basis of \$2.25 f. o. b. the mine for lump and it is predicted there will be an advance of twenty-five cents a ton on December first. Jackson Hill holds at \$2.25 f. o. b. the mine for lump or \$3.90 f. o. b. Chicago. Sedalia lump is quoted on the basis of \$2.25 f. o. b. the mine for lump or \$3.90 f. o. b. Chicago.

Not Much Illinois Coal Coming to Market Yet.

A fair demand is reported for the leading domestic and steam grades of Indiana coal. Block holds to the basis of \$2.25 f. o. b. the mine or \$3.05 f. o. b. Chicago, with mine-run quoted twenty-five cents lower per ton. Semi-block is held on the basis of \$1.80@1.90 f. o. b. the mine or \$2.60@2.70 f. o. b. Chicago for domestic preparation. Linton coal holds to the same basis of \$2.30@2.40 f. o. b. Chicago for four to six-inch lump and \$1.50@1.60 f. o. b. the mine. Sullivan county No. 6 vein, which is sold largely for domestic purposes, is generally held on the basis of \$1.50@1.60 f. o. b. the mine, with quotations ranging higher than this in some individual cases where preparation is excellent or where the coal has been widely introduced. In the steam grades, inch-and-a-quarter Indiana coal has been held at \$1.20@1.35 f. o. b. the mine or \$2.00@2.15, according to preparation and quality. Mine run coal from the Indiana fields is held at 90c@1.10

f. o. b. the mine or \$1.70@1.90 f. o. b. Chicago. Fine coals are in much better demand, inch-and-a-quarter Sullivan county screenings being held at 60@65c f. o. b. the mine or \$1.40@1.45 f. o. b. Chicago. Much of the surplus which was unloaded in Chicago during the recent congestion has been cleaned up and the market seems to be in fair shape with a prospect it will continue so the remainder of the winter.

In the Illinois field most of the operations which produce free coal did not commence work until Wednesday or Thursday of this week, those supplying contract coal commencing work first. Very little of the fresh mined product has come to market yet, but it is expected that prices will be on the same comparative basis as for Indiana coals of the same grade. Carterville domestic grades are held very firm on the basis of \$1.75 f. o. b. the mine for lump and \$1.65 f. o. b. the mine for egg. Northern Illinois coals rule on the basis of \$2.50 f. o. b. the mine for chunks and \$2.40 for lump. Screenings and steam coal are not offered in the open market yet and therefore quotations are not available.

Coke Market Shows Advancing Tendencies.

In the coke trade there continues to be a firm undertone and the market is showing advancing tendencies. Connellsville production is being largely absorbed in other markets with the result that the supply in the west is not large and prices for standard foundry are held firm on the basis of \$2.15@2.25 f. o. b. the ovens or \$4.80@4.90 f. o. b. Chicago, with the prediction freely made they will go higher. Southern coke in the foundry grades is also in better demand and the price has been advanced in the Stonega district of Virginia to \$2.50 f. o. b. the ovens or \$4.75 f. o. b. Chicago. Common grades of West Virginia coke are held at \$4.10@4.25 f. o. b. Chicago. By-product standard foundry coke rules at \$4.85@4.95 f. o. b. Chicago. Gas-house coke is held firm at \$4.00 f. o. b. Chicago, with the market more active.



Coal Trade Conditions at Cincinnati.

CINCINNATI, OHIO, Nov. 10.—(*Special Correspondence.*)—General market conditions here are practically unchanged. The conditions that have tended to constantly improve the coal trade during the past two months are still present, and the improvement, which has been gradual, is still progressing, and even better things are expected. Prices are slowly but surely climbing up, but not to such a degree as to shut off consumption, but rather only to such an extent as to stimulate buying. The glut in the fine coal market, which caused more or less of a disturbance a few weeks ago has practically disappeared, and the producers are again receiving fair, if not fancy, prices for their nut and slack. The demand for lump coal and other screened grades for household use is still the most important feature, though mine run and other grades usually sold for steam purposes are undoubtedly improving. There is a strong tendency toward higher prices. The only draw-back in the market is the shortage of cars. Without exception, every railroad entering Cincinnati is apparently short of equipment for properly carrying on the coal trade as desired at present. This shortage of cars exaggerates, to a certain extent, at least, the present excellent condition of the coal market. A dealer is likely to order ten cars of coal if he needs only five and thinks he is only going to get five. On the whole, however, there is no mistaking the fact that the demand for coal is good, prices are fair, and all the conditions, including weather, are to the liking of the coal men except the scarcity of cars.

It is no trouble to get \$2.00 a ton for New River and Pocahontas lump coal at the mines, and many shippers are getting \$2.10 and even \$2.25 at the mines for lump and egg on prompt shipments. Smokeless nut and slack is now selling readily at seventy-five cents and upward at the mines. Kanawha, Luhrig and Thacker lump are quoted at \$1.50 at the mines, but favorite grades are selling as high as \$1.65 at the mines. Splint, nut and slack ranges from sixty cents a ton upward, at the mines.

River Stocks are Very Low.

The river situation is still unchanged, except that stocks are growing less and less, and the river people are actually beginning to worry about their supplies. Very little coal is changing hands wholesale for the reason that there was very little coal on the general market in the beginning of the season, most of the stock belonging to the companies which own elevators here. The current prices for river coal afloat in barges range 7@8 cents a bushel for lump and 4@5 cents a bushel for nut and slack. Unless there is a rise in the river during the next ten days, it is likely that the river people will raise their prices both retail and wholesale.

The recent advance in the retail price of various coals here, taken with the continued unusually mild weather, has tended to retard the retail movement of coal. It is thought, however, that a few days of cold and blustery weather will start up the demand again. The official quotations on lump sold at retail are as follows: Pittsburgh, Kanawha, Thacker and Fairmont, \$3.25 a ton, delivered throughout the downtown part of the city; Luhrig and Kentucky lump \$3.00; Pocahontas and New River, \$4.00; anthracite, \$7.50; nut and slack, \$1.65@2.00, the latter price being Pocahontas and New River, and gas coke 9@10 cents a bushel. Gas coke has not advanced as yet, in price.

There is little, if any change, in the general coke market. Former quotations are still current, and sales are made more easily than at any time during the past eight months.

Cincinnati Coal Men Inspect Toledo Terminals.

About a week ago over one hundred business men of Cincinnati were taken to Toledo, Ohio, as guests of the Cincinnati, Hamilton & Dayton and Perc Marquette systems, to inspect the new terminal railroad which has recently been opened in the latter city. A movement is on foot to construct such a belt line around Cincinnati for the purpose of lessening the switching charges in many instances, and of quickening deliveries of car load lots of freight. The coal men of Cincinnati are vitally interested in the matter, and they are lending every effort to have a belt line built here.

Thirty-four business organizations of the city were represented on the trip to Toledo. A strong public sentiment has been created in favor of the building of a belt line here. Robert P. Gillham, William Marmet and Robert C. Crowthers were the coal men on the trip.

Attempt To Burn Another Coal Elevator.

A daring attempt to burn another coal elevator in Cincinnati was made last Wednesday night. Three weeks ago W. H. Brown's Sons' immense stables and coal elevator were burned with an estimated loss of nearly \$50,000, and there is little doubt but that the plant was deliberately set on fire by one or more of the striking coal team drivers. Last Wednesday night the night watchman at the Campbell's Creek Coal Co. noticed a light in the company's stable. Hurrying to the scene, he found a man with a large bunch of burning oily waste on the end of an iron rod, attempting to push the fire through the windows of the second story of the stable, and thus set fire to the hay in the loft. The night watchman immediately drew his pistol and fired several times at the miscreant, who fled crying loudly that he had been shot. Every effort of the police department will be made to locate the guilty person.

Cincinnati News Notes and Personals.

F. L. Garrison, president of the Kanawha Coal & Coke Co., spent several days of the week at Charleston and at his mines in the Kanawha district.

Robert S. Magee, general manager of the Pocahontas Co., the recently established large distributor of Pocahontas coal in Cincinnati, is spending a few days at St. Louis at the fair.

Receipts of rail coal at Cincinnati during the month of October, 1904, were 7,152 cars, as compared with 7,540 during the same month last year, while the shipments this year were 4,508 cars and the shipments during October last year were 3,579. These figures are taken from the reports of the Cincinnati Chamber of Commerce.

J. P. Bauer, manager of the W. H. Brown's Son's coal elevator, which was recently partly destroyed by fire, expects to be operating again within a few days. He has spared no expense in rebuilding his elevator and stables to have them the very best that can be built. Mr. Bauer has had charge of this elevator for many years, and is one of the old reliable coal men of the Queen City.

The Monongahela River Consolidated Coal & Coke Co. is reported to have purchased the three large towboats and thirty-two model barges of the St. Louis & Mississippi Valley Transportation Co. The river coal company will use the equipment in transporting lumber and other freight on the Ohio and Mississippi rivers in connection with its Huntington & St. Louis Towboat Co. branch.

A verdict against the old Chesapeake & Ohio Fuel Co. to the amount of \$95,403.04 was given in Judge Ferris' court last week in favor of the Chesapeake & Ohio railroad. The verdict represents charges for hauling coal to Chicago, but the coal company claims that the court has no jurisdiction, as it has no office in Hamilton county, Ohio. The case is an old one of the regime of Donald Macdonald.

M. O. Brooks, general manager, and William Burlingham, western manager of the Chesapeake & Ohio Coal & Coke Co., are making a tour of inspection through the eastern Tennessee coal district. While they would not admit it as a fact, it is believed that they intend to secure the output of several of the best mines in the district and use the coal in markets nearer the scene of its production, replacing it with Chesapeake & Ohio coal, which in turn will be sold in markets now controlled by these gentlemen.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Nov. 10.—(*Special Correspondence.*)—Perhaps the most notable development in the bituminous trade in the Pittsburg district during the past week or so was the issuing of new circular prices to consumers. The revised quotations show what may be considered an advance. This action on the part of the operators was the culmination of a series of interesting developments. First there was a marked improvement in the iron and steel industry; secondly, a general strike of the Illinois hoisting engineers, and thirdly, the approach of the end of the lake season. These conditions are mainly responsible for the advance in prices. That the producers were contemplating such a step was intimated several weeks ago in THE BLACK DIAMOND. At that time run-of-mine was quoted at \$1.05 a ton. This fuel later was advanced ten cents a ton as the result of a heavy demand caused by the resumption of numerous idle mills hereabouts.

When this advance was announced it was asserted in these columns that the raise was believed to be the forerunner of still higher prices. With enlarged inquiries coming into the offices of the local companies a further advance was bound to come. There is scarcely a doubt but what soft coal in this locality was sold during the summer at ridiculously low figures. In some cases there was hardly any profit for the producer. At one stage operators accumulated such a vast tonnage that they were willing to dispose of it at any cost. But since then the situation has been materially changed and the operators can now sell at a profit.

Present Circular Prices in the Pittsburg District.

Following are the revised circular prices and those which prevailed from last April up until the present week:

	November. Per ton.	April. Per ton.
Run-of-mine	\$1.50	\$1.05
Three-quarter-inch	1.60	1.25
One-and-a-quarter-inch	1.70	1.35
Slack .....	.85	.50

It is now hoped that lake navigation will extend to December fifth. The demand for coal at northwestern ports is exceptionally heavy and the

indications are that all contracts can not be filled prior to the close of the season. The Pittsburg-Buffalo Co. is sending coal to Illinois, owing to the strike that existed there. In summing up the market conditions, it can be said that the bituminous situation in this section is growing exceedingly interesting. The apathy that has dominated the trade for many months has been entirely dissipated and the indications for continued activity are very encouraging.

Alleged That Coke Corner Exists.

From reliable sources it was ascertained during the week that the United States Steel Corporation has practically cornered the coke market. On high authority it is asserted that the Steel Corporation, through the H. C. Frick Coke Co., has acquired control of all the available coke for delivery this year, so far as the Connellsville and Masontown districts are concerned. Interesting tales are being related relative to the practice of the combine. The resumption of pig iron furnaces throughout the valley naturally stimulated the demand for coke. Stagnation marked the pig iron and coke industries for the past year or more, but increased demand for finished material aided the pig iron and coke markets. It was the original intention of the Corporation to corner the pig iron market, but this product experienced several sharp advances which made it too expensive and too laborious for the steel combine to gobble up the available supply. In order to send pig iron prices higher, the combine decided to secure control of the coke market.

Among the concerns to dispose of its entire output to the Steel Corporation was the Oliver & Snyder Co. It is further declared that a sale of foundry coke was made this week at \$2.25 per ton. Some time ago the fuel could easily be bought at \$1.50@1.65 per ton.

River Coal Company Takes Over Transportation Line.

Official announcement was made a day or two ago that the Monongahela River Consolidated Coal & Coke Co. had concluded negotiations for the purchase of the business and property of the St. Louis & Mississippi Valley Transportation Co., of St. Louis, one of the most important grain transportation lines between St. Louis & New Orleans. The river coal company intends to add it to its present facilities for handling other products than coal for the south, and particularly to handle the products of the American Steel & Wire Co. The property of the St. Louis company includes three steamers, the S. H. Clark, the Hoxey and Lowrey, and thirty-one model barges, the latter of about 1,200 tons capacity each.

As forecasted in THE BLACK DIAMOND several weeks ago, the Pittsburg Coal Co. has closed a lease for the coal properties of the Pittsburg Terminal Railroad & Coal Co. and the operation of the plants has already been assumed. The Wabash-Pittsburg Terminal railroad is guaranteed a certain tonnage over the West Side Belt line and the Wabash-Pittsburg terminal and Wheeling & Lake Erie to lake ports. Although officials would not reveal this tonnage, it is declared to be equal to the present output of the West Side Belt mines, 250,000 tons a month. The deal removes one of the most dangerous rivals of the Pittsburg Coal Co. on the great lakes. It also solves the problem of operation for the Wabash-Pittsburg Terminal properties.

The first shipment of coal out of the thirteenth pool of the Monongahela river was made last week, when the little steamer Pastime towed several flat loads of coal from that point to Pittsburg. Heretofore the sixth pool has been the upper limit of coal shipments, but the completion of the government locks and dams on the upper Monongahela makes it possible to transport coal by water from the Fairmont district to Pittsburg and Ohio river points.

The St. Louis Coal Market.

ST. LOUIS, Mo., Nov. 10.—(Special Correspondence.)—Conditions in the St. Louis coal market have practically returned to their normal state. Prices were only put up by a few dealers who wanted to take advantage of the strike and they have all gone back to the old prices. The reputable dealers kept prices as they were before the strike and made no increase. The strike of the hoisting engineers did not frighten anyone here. The operators believed from the start that the matter would be settled within a few days by the leaders of the strike and the men who handled coal had plenty on hand for the time being so they did not care whether the price was high or low.

Prices now quoted on the east side are about \$1.25 for mine-run; \$1.55 for shaker screen and \$2.00@2.50 for high grade, all by car lots.

These prices show coal as a little higher than before the strike, but they are expected to drop to about the former figures within a few days.

New Coal is Now Moving Freely Again.

Coal is coming in freely already, and the few hoisting engineers who went out are now hard at work. Really in the Belleville district and the districts where St. Louis gets her coal from those who struck were comparatively few and nearly all the time the strike was on the majority of them were working.

The Aid Coal Co., of St. Louis, was incorporated a few days ago with a capital stock of \$10,000, half of which is paid in. The incorporators are Clarence P. Aid, Francis A. Aid and Herbert H. Aid.

The engine room and topworks of the Nigger Hollow coal mine, located on the St. Louis & O'Fallon coal road, near Belleville, Ill., are on fire. The topworks can be saved. The plant is the property of the Western Anthracite Coal Co., and is known as the Ed Thomas mine. It is the largest in St. Clair county. John Taylor, of Belleville, is the superintendent. The topworks and machinery are valued at about \$20,000.

Within a few days the three towboats and the thirty-two barges of the St. Louis & Mississippi Valley Transportation Co., with headquarters in St. Louis, will pass into the hands of the Monongahela Coal & Coke Co., of Pittsburg, Pa. The sale has not been concluded absolutely, but Capt. John Moreland, of Pittsburg, and Captain Menges, manager of the company, were in Cairo, Ill., a few days ago looking at the property, which includes all the

holdings of the Valley line. With its sale the company will be entirely out of business. The towboats are the Hoxie, Clark and Lowrey.

The hoisting engineers in the Belleville district employed in the coal mines held a meeting in Priester's Park, near Belleville, Tuesday, and decided to join the organization of the United Mine Workers of America, in compliance with the demand issued by the miners a few days ago.

Hoisting Engineers Are Joining Miners' Organization.

The miners, when the engineers went out on strike, refused to affiliate with them and supplied hoisting engineers in order that the mines could be operated. The miners stated that the hoisting engineers' union was in no way connected with the miners' organization, and the latter would not permit the mines to be closed. Consequently the miners made arrangements with the operators of the mines to resume work, and a scale of wages for the engineers to be supplied by the miners was agreed upon.

The strikers were informed they could return to work at the scale agreed upon, but they refused to do so in some instances.

In other districts in Illinois meetings were held and all agreed to join the miners' union, thus abolishing the hoisting engineers' union. The engineers in the Belleville district declared they would not join the miners' union, and held out after all the others had joined the organization. The decision Tuesday resulted in all hoisting engineers becoming members of the miners' union. The engineers returned to work at their old places Wednesday.

Kansas City and the Missouri River Trade.

KANSAS CITY, Mo., Nov. 10.—(Special Correspondence.)—The coal market in Kansas City and the southwest continues to be lifeless when the usual volume of trade at this season of the year is taken into consideration and a comparison is made. Indian summer weather prevails with no immediate prospect of a drop in the temperature. The weather is so warm throughout this part of the country that fires are not endurable in homes except early in the morning and in the evening. The big Kansas City office buildings and apartment houses are only burning pounds of coal where usually at this season of the year they consume tons. The demand for steam coal in the factories and power plants and by the railroads is fair, but is less than it was a year ago. The domestic demand is away off and dealers have become so accustomed to the dull conditions that they are resigned to wait until the market changes, which it must inevitably do. Prices remain the same as they were last summer on bituminous and semi-anthracite coals. The customary advance on October first was postponed till October fifteenth and then to November first. Now it is proposed to raise prices from twenty-five cents to \$1.00 a ton, retail, on November fifteenth and this will be done if the temperature permits. The situation is unparalleled in the history of the coal trade of the Missouri valley. Operators are exceedingly patient under the circumstances, as they are keeping their mines open and handling coal on a very narrow margin. Indeed, the profits in the trade are now reaped almost exclusively by the retailer.

Illinois Strike Did Not Benefit Southwestern Operators.

Southwestern operators are pleased at the quick termination of the strike in Illinois, although if it had lasted for any length of time they would have been afforded a much needed market for their surplus product. Not more than twenty-five car loads of coal were shipped to Illinois from Kansas City during the brief strike. When the hoisting engineers closed many of the mines temporarily, many of the railroads supplied from that district made inquiries for coal in Kansas City. Most of the railroads were in position to hold out for ten days, but then they would have been short of coal, if the strike had continued. Orders for about 100 car loads of coal were received in Kansas City, but most of these orders were subsequently countermanded. The strike had no effect in any way on the Kansas City market.

The Devlin-Wear Coal Co. has bought coal lands adjacent to Pittsburg, Kan., and will soon begin mining operations. The new mines are within one mile of the limits of Pittsburg and are said to be very rich in good bituminous coal.

Kansas City is at war with the Missouri Car Association over a demand for a large amount of money for demurrage on ears used in delivering coal to the water works plant. The city contends that the coal company should pay the charges, claiming that when it is "long" on coal, it shoves it in to the city, allowing the latter to be responsible for the charges on loaded ears.

A dinner by several of the business men of Kansas City was given at the Kansas City club this week to John Perry, one of the pioneer coal men of the city. Mr. Perry left Kansas City four years ago to live in London, England. He organized the Keith & Perry Coal Co. in 1872, now the Central Coal & Coke Co., and still retains an interest in it.

Connellsville and Coke Production.

CONNELLSVILLE, PA., Nov. 10.—The *Courier*, reviewing the coke trade, says: The week of the presidential election of 1904 will see the coke production in the Connellsville region either over or very close to 200,000 tons. Production is on the rise again this week. Demand for coke has been strong. Indeed it is a wonder that with the demand there has been prices have not taken a greater jump. They have advanced some, but not to the \$2.00 mark, where furnace coke should cease dropping, no matter what the conditions of the market are. There is a limited supply of Connellsville coal. It may be fifty or it may be one hundred years before that supply is exhausted, but it will come pretty nearly being within the next generation. Scores of operators who, during the past year have sacrificed their output at ridiculous prices, will within the next four or five years see periods when they could have easily secured double and treble the price for their product.

In the iron trade buyers now say they can get the standard Connellsville at \$1.60@1.80. That is for furnace. Contracts on a basis of these figures

have been made for the next six months' supply by several consumers within the past ten days.

Detailed Report of the Operation and Output.

The detailed report of the operation and output of the Connellsville region for the week ending on Saturday, October twenty-ninth, shows a total of 23,330 ovens, of which 16,205 were active and 7,125 were idle. The estimated production was 196,189 tons, compared with 192,247 tons the week previous. The gain in tonnage was due to better running time at the large and small plants. There was a small decrease in the active number of ovens. Quite a number of ovens were blown in during the week. At Grace of the Rainey interests there were 40; at Hec'a No. 1, 10; at Hecla No. 3, 15; at Oliver No. 3, of the Oliver & Snyder Steel Company, 130; at Rich Hill, 26 ovens. The Cochran interests more than balanced up this increase, however. All the Brown & Cochran plants are idle now except Juniata, where the 250 ovens are running full. Four hundred and thirty-seven of their ovens were banked last week. All of the Rainey works which during the week of October twenty-second ran but five days, for last week made coke in all of the six working days. This week there are a number of ovens going in blast, so the production is likely to be increased, and close to 200,000 tons for the presidential election week.

The shipments last week aggregated 10,757 cars. They were distributed as follows:

	Cars.
To Pittsburg	3,602
To points west of Pittsburg.....	5,617
To points east of Connellsville.....	1,536

This was a gain of a little less than 200 cars, compared with the shipments of the previous week. The gains were well distributed to all three shipping points, Pittsburg, the west and east.

In the Lower Connellsville region there are 6,189 ovens, of which 5,012 were active and 1,177 were idle. The estimated production was 61,574 tons, compared with 61,634 the week before. There were no changes reported in the active and idle lists of ovens.



The West Virginia Mining Field.

WHEELING, W. VA., Nov. 10.—(*Special Correspondence.*)—The turn for the better in the coal situation has been pronounced and from all points come news of improvement. As was predicted in the last issue of THE BLACK DIAMOND the advance in Ohio has been followed with an increase of prices in the West Virginia field and everywhere the demand is reported to be growing better.

In the Fairmont region there has been an advance of ten cents, bringing the run of mine up to ninety-five cents and lump to \$1.25. Run-of-mine

has sold as low as eighty-five cents during the year, but for the most part was placed at ninety cents.

Car supply is poor in the Norfolk & Western field where the demand for coal has stiffened considerably and on account of the transportation difficulty operators are somewhat restless.

The strike of the hoisting engineers has been a factor in sending some coal from West Virginia to Chicago and other points within the week.

Labor Troubles Disappear From Ohio Fields.

In the fifth Ohio sub-district, known generally as eastern Ohio territory, the output in October showed a gain of twenty-five per cent over September and about every mine in the district is working now and there is not a grievance or labor trouble, which is rather strange for that section.

This district is now the largest coal-producing field in Ohio. Every mine is being fully operated and many improvements are being made. The Lorain Coal & Dock Co. is adding new machinery and preparing to double its output and shortly will have twice the present force of men at its Lansing mine.

The Laughlin Tinplate Co.'s mine at Martins' Ferry has received an order to ship fourteen cars a week to the Crescent mill of the steel combine at Cleveland, Ohio, and began on this contract yesterday.

New Rules Adopted For Ohio Mines.

The rules adopted at the recent conference of Ohio mine inspectors with a view to limiting the fatalities and casualties in the Pittsburg seam mines in Belmont, Jefferson and Harrison counties contain some stringent features. No explosives will be allowed to be taken into mines on cars operated by electric motors, and miners will not be allowed to keep blasting powder near electric wires or power cables, nor have lighted lamps around where cartridges are being prepared. Machine miners are forbidden to cut in any place until the soapstone has been removed previously and loaders after machines are forbidden to load coal under soapstone or draw-slate under any circumstances, till made secure by ample posting, regardless of the possibility of danger.

Other rules regulate the miscellaneous admission to mines of people without permits or guides or of miners to old workings, or of trappers, switchboys and other boys riding around on empty cars or trips unless it is their duty. The rules generally are designed to restrict carelessness among mine employees.

The first tow of coal ever brought out of the upper Monongahela river was recently taken to Pittsburg by the Big Falls Co., a new corporation at Beechwood, Monongalia county, West Virginia, and consisted of a fleet of thirteen flats. The completion of a slackwater along the upper Monongahela, which is in West Virginia, has greatly fostered the development of coal territory.

New Hoisting Engineers' Agreement Signed in Illinois.

At a meeting of the Illinois Coal Operators' Association, held Thursday morning in the Old Colony building, Chicago, the agreement with the United Mine Workers, providing for a wage scale and conditions of work for the hoisting engineers employed in the mines of the state was ratified. The meeting was largely attended and after a brief discussion of the nature of the agreement and its various clauses the operators accepted it. This ends the final chapter in the negotiations which have completely disrupted the Brotherhood of Hoisting Engineers in the state of Illinois.

At a conference of the executive committee of the Illinois Coal Operators' Association and the state executive board in Illinois of the United Mine Workers, held in Springfield last Friday evening, negotiations were undertaken to bring about a settlement of the strike of the hoisting engineers. As a result of this conference a wage scale was agreed upon and accepted on both sides providing for a scale of wages for the hoisting engineers, to expire on March thirty-first, 1906, calling for a reduction of 5.55 per cent in the scale paid last year and noting the conditions under which the hoisting engineers shall work. The agreement specifically provides that the engineers employed shall be members of the United Mine Workers of America, in good standing, and, if they are not now, the operator shall use his best endeavors to get them to join that organization as early as possible. It also provides that the pit or local committee of the United Mine Workers shall have no jurisdiction over the hoisting engineers employed at any of the mines to safeguard the mine owners against damage and loss in event of a strike of the miners. Other safeguards are provided in the new agreement which make it satisfactory to both interests.

Through the adoption of this new agreement the Brotherhood of Coal Hoisting Engineers was literally ejected from the state of Illinois.

Under the tentative agreement reached, hoisting engineers formerly members of the Brotherhood were given until next Monday to return to work, to accept the new conditions and to identify themselves with the United Mine Workers. In event they fail to go to work on Monday their places will be filled with union engineers supplied from the ranks of the miners' organization.

Work Resumed in Mines of Illinois.

As a matter of fact, many of the Brotherhood engineers returned to work on Monday of this week and others on Wednesday and Tuesday. Possibly a few of the mines are still without engineers, but there are not many such and no difficulty will be experienced in filling their places next week if they do not return at that time. Monday morning most of the mines in the northern Illinois district resumed and on Tuesday those in the Danville, Belleville and other southern districts. Resumption in the Virden and most of the Springfield districts occurred on Wednesday morning, and a few scat-

tering mines resumed later in the week. By next Monday there will be no evidence that a strike of the hoisting engineers ever occurred in Illinois.

The new agreement accepted by both the United Mine Workers and the Illinois Coal Operators' Association is as follows:

Memorandum of Agreement, made and entered into, by and between the Illinois Coal Operators' Association and United Mine Workers of Illinois witnesseth:

First.—That on and after November first, 1904, until April first, 1906, the coal hoisting engineers employed by the members of the Illinois Coal Operators' Association in the state of Illinois shall be paid the following scale of wages, to-wit:

CLASS A.—Mines with a daily capacity of 500 tons or over, and employing one, two or three engineers, first engineer \$85.00 per month, second engineer, \$75.56 per month, third engineer \$70.84 per month.

CLASS B.—Mines with a daily capacity of 200 tons and less than 500 tons, employing one, two or three engineers, first engineer \$80.28 per month, second and third engineers, each, \$70.84 per month.

CLASS C.—Mines with a daily capacity of less than 200 tons and more than 100 tons, employing one or two engineers, first engineer \$80.28 per month, second engineer \$68.48 per month, each for a nine-hour working day, and each to do his own firing.

CLASS D.—Mines with a daily capacity of 100 tons or less, employing one or two engineers, each engineer \$66.11 per month for a nine-hour day; the engineer to do his own firing.

Engineers employed at mines in course of sinking shall be paid \$2.83 per day of eight hours and shall do their own firing when required.

Conditions Under the New Agreement.

Second.—It is understood and agreed that, except as provided in classes C and D, the foregoing scale is for eight hours' work, seven days in the week; but that any mine in classes A or B can establish a nine or ten-hour day for one or two engineers by paying therefor a proportionate rate, and any mine in classes C or D can establish a ten-hour day by paying therefor a proportionate rate based on the above nine-hour scale. The eight hours' work at mines in classes A or B and the nine hours' work in classes C and D shall be exclusive of noon or dinner time, where one or two engineers are employed; but where the engineer is required to work during the noon or dinner time he shall be paid accordingly.

Third.—No engineer shall lay off or exchange shifts without the consent of the operator.

At mines working three engineers, the first engineer shall complete the hoisting shift, where desired, without overtime, and the remainder of the twenty-four hours shall be divided between the other two engineers and paid for the same as two full eight-hour shifts.

Provided, that where it is mutually agreed, the engineers may exchange shifts or the second engineer may complete the hoisting shift; and should the question of competency arise it may be taken up through the proper channel.

Fourth.—It is understood and agreed that where the above scale of wages is paid, there shall be no charge for overtime by the engineers except as hereinafter provided; any or all engineers shall perform such work when required.

The hoisting engineer, being generally in charge of all engines and machinery on top, such as dynamos and compressors, and engines for shaker screens, box-car loaders, dirt-dump haulage, etc., it is understood to be a part of his duties to repair them (with the exception of electric repairs to dynamos) in cases of emergency without overtime or extra pay; but it is further understood and agreed that where any engineer not on duty is required to come to or remain at the mine on account of a breakage or accident to the machinery, which is not attributable to the negligence of the engineer, such overtime shall be paid for at an hour rate based on his monthly salary.

All engineers will attend to the ordinary, incidental repairs without overtime, even

though some overtime has to be worked. But if an engineer at a mine where two or more engineers are employed is required to come out or stay out to do some work on another shift, on account of a breakage or accident, as stated herein, he shall be allowed overtime; or if, where only one engineer is employed, he is required to work overtime repairing a breakage or accident, not attributable to his negligence, he shall likewise be entitled to overtime on the same basis.

It is also agreed that in case of sickness or unexpected absence of any engineer the other engineer or engineers shall perform his duties, and if desired by them his wages for the time so absent shall revert to the engineers performing such extra service.

Fifth.—When the mine is in active operation hoisting coal, it is, of course, understood that the engineer's place is in the engine room; but otherwise when not so employed, and when he is on pay, he shall perform any work not herein specifically excepted in connection with the boilers, machinery and appliances directly under his charge, that the operator or his accredited representative may direct, except patching boiler or inserting new flues.

No engineer shall be required to clean boilers without assistance, such assistance to be selected by the operator.

Sixth.—A licensed engineer shall be employed at all times when steam is required at the throttle in compliance with the state law. He shall, at the option of the operator, do his own firing at class A and B mines, except the engineer that hoists the coal on days when hoisting in excess of an aggregate of fifty tons of coal per twenty-four hours for railroad chutes or wagon trade, and except when the mine shuts down in the middle of a shift. The engineer shall do his own firing at mines of any class (except as herein provided), except when compressors or haulage engines are running or dynamos are operated for other purposes than furnishing light for the company's premises, or for operating the ventilating fan of the mine.

Safeguards Operators in Case of a Strike.

Seventh.—In case of either local or general suspension of mining, either at the expiration of this contract or otherwise, the engineers shall not suspend work, but shall, when mining is suspended, fully protect all of the company's property under their care and operate fans and pumps and lower and hoist such men or supplies as may be required to protect the company's property, and any and all coal required to keep up steam at the company's coal plants; but it is understood and agreed that the operators will not ask them to hoist any coal produced by non-union labor for sale on the market.

Should the interests of the engineers be directly involved in any issue at the expiration of this contract and any engineers cease from work, the United Mine Workers of America will provide competent men to perform the emergency work above recited.

Eighth.—It is also agreed that in case of any dispute or trouble arising between any engineer and the operator by whom he is employed, work shall not be suspended, but the grievance shall be taken up by the proper officials.

Ninth.—As rapidly as the requisite corps of competent engineers is provided at the different mines, the engineers shall become members of the United Mine Workers of America, and thereafter only members thereof shall be employed as hoisting engineers when such members, competent to fill the positions, can be obtained.

Tenth.—The capacity of the mines shall be determined by the operator and engineer or engineers of each mine, and in the event of their failure to agree it shall be immediately referred to the officials of the respective organizations, whose decision shall be final and binding upon both parties.

Eleventh.—No hoisting engineer shall be subject to the authority or espionage of the local union or pit committee. It is not the intent of this contract either to enlarge or to restrict their duties and privileges as heretofore existing or exercised, or to change any established condition. In case of any dispute between any engineer and operator which they can not adjust, it shall be referred to the operator or his superintendent and the miners' sub-district president for adjustment; and upon their failure to agree it shall be referred to the state officers of the respective organizations for adjustment. The provisions of the state contract between the Illinois Coal Operators' Association and the United Mine Workers of Illinois shall apply to the engineers only to the extent that they are in harmony with this contract, and with the conditions and practices heretofore recognized between the operators and their engineers, and the mode of settling disputes arising between them.

Twelfth.—It is agreed that where engineers have been on strike and their places have been filled by other men, the old engineers who promptly apply will be reinstated to their former positions, without prejudice, except where the operator has good reasons to refuse reinstatement, and in all such cases the dispute will be immediately taken up by the operator involved and the sub-district president for adjustment, as set forth in the eleventh paragraph of this agreement. In no case will the operators discriminate against an engineer on account of his having discontinued work on November first.

The foregoing agreement was adopted at a joint conference of the executive committee of the Illinois Coal Operators' Association and the state executive board of the United Mine Workers of America, district No. 12, held in Springfield, Ill., November fifth, 1904, subject to the approval and confirmation of the Illinois Coal Operators' Association.

Prevailing Wagon Prices at Chicago.

	Per ton. Dealers' Wagons
Grate	\$6.50
Stove	6.75
Chestnut	6.75
Egg	6.75

BITUMINOUS.

ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg	3.50
Carterville stove, washed No. 1	3.75
Carterville nut, washed No. 2	3.75
Westville-Danville domestic lump	3.00
Danville lump	3.00
Staunton lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00

INDIANA COALS.

Brazil block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.25
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00

OHIO COALS.

Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00

PENNSYLVANIA COALS.

Cannel lump	\$6.50
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

P. C. Richards Acquires Interest in Coal Firm.

Announcement is made this week that P. C. Richards, resident manager of the Marmet Co. at Chicago for the past seventeen years, has acquired a half interest in the firm of Eugene Ambler & Co., which entered the Chicago shipping trade nearly two years ago and is now a member of that firm. Under the new management Eugene Ambler & Co. will represent the Marmet Co. in Chicago and tributary territory as its exclusive agents, this company having decided to close its Chicago office.

Mr. Richards has been in business life for the past twenty-five years, although, comparatively, he is a young man. His first position was with a gent's furnishing goods house as traveling salesman, where he continued for seven years, he having taken this position two years before he attained his majority. He then became identified with the Cincinnati office of the Marmet Co., and a year later when this company decided to open a branch in Chicago he was sent to this city as manager, continuing without interruption for seventeen years in this capacity. Mr. Richards opened the Chicago office of



P. C. RICHARDS, CHICAGO.

the company and built up its very successful business in the west through his own ability and ambitious effort. Through the marked success which he gained with this company he is probably one of the best known and most popular of Chicago coal men, as well as one of the oldest continuously connected with the trade in point of years of service.

With the change Eugene Ambler & Co. will materially increase the scope of their business. They will continue to make a specialty of gas-house coke from Cincinnati, on which they have a large business, and in addition they will handle anthracite in all the prepared sizes, Monarch and Marmet City splint produced in the operations of the Marmet Co., and all descriptions of bituminous coal from West Virginia, Pennsylvania, Ohio, Indiana and Illinois commonly sold in the western markets.

Both Mr. Richards and Eugene Ambler & Co. are entitled to warm congratulations upon the change in the personnel of the firm, and THE BLACK DIAMOND wishes to join with their numerous other friends in wishing them the most complete success possible.

Recent sales reported by the Williams Patent Crusher & Pulverizer Co., Old Colony building, Chicago, of Williams patent coal crushers are reported as follows: Semet-Solvay Co., Burt Portland Cement Co., Seneca Coal Co., Bessemer Coke Co., Illinois Steel Co., Western Portland Cement Co., Lehigh Valley Coal Co., Link-Belt Machinery Co., Latrobe Coal Co., Cascade Coal & Coke Co., Temple Iron Co., Warrior Run Coal Co., Lehigh & Wilkesbarre Coal Co., River Coal Co., National Mining Co., United States Coal & Coke Co. The various operations of the United States Steel Corporation now use fourteen Williams' coal crushers, most of which have been placed within the past sixteen months. The company is now making a No. 8 Jumbo crusher with a capacity of from 300 to 350 tons per hour. All interested in coal crushing machinery are invited to communicate with the general sales department, 545 Old Colony building, Chicago.

E. W. Howe, formerly president and director of the Atchison Coal Mining Co., Atchison, Kan., recently severed his connection with that company. William Carlisle was elected to succeed him. Douglas Cain has offered his resignation as vice-president and will be succeeded by W. B. Collett.

Western General and Personal Notes.

W. L. Rambo, sales agent for Louis F. Dreiske & Co., of Chicago, was in the city this week to vote.

D. J. Overholt, a well known coal operator of Pana, Ill., passed away recently in Chicago, death resulting from heart trouble.

E. M. Poston, president of the New York Coal Co., Columbus, Ohio, was in Chicago the early part of the week on a business trip.

H. J. Willis, a prominent coal merchant of Winona, Minn., was in Chicago this week and called at the office of THE BLACK DIAMOND.

Announcement is made this week by J. K. Dering, Old Colony building, Chicago, of the resignation of J. J. Kelly, sales agent of the company for the past year and a half.

J. W. Miller, of the Wilke Coal & Ice Co., North Clinton, Iowa, was in Chicago this week on a business trip and called for a few moments at the office of THE BLACK DIAMOND.

Fred Grooch, the well known coal dealer at Sandusky, Ohio, was in Chicago last week for the purpose of meeting his son from South Dakota, who is on his way east on his wedding trip.

The coal trade had an interest in the recent election in North Dakota. The governor-elect is A. Y. Sarles, a brother of O. G. Sarles of the O. G. Sarles Lumber Co., Hillsboro, N. D., a line yard company.

E. W. Arbogast, president of the Milwaukee Bituminous Coal Co., Milwaukee, Wis., left the middle of the week on an eastern trip and will visit Cincinnati, Ohio, and West Virginia before his return home.

Charles R. Kline has been appointed sales agent of Coxe Bros & Co., Inc., the Rookery, Chicago, with territory in western Iowa and Nebraska. Mr. Kline is well posted in the coal business, his father having been a prominent retailer at Byron, Ill.

Albert Minnick, carpenter and millwright employed at the yard of Coxe Bros., & Co., Inc., Milwaukee, Wis., was caught in the shafting on Tuesday and was almost instantly killed. He was fifty years of age. A widow and one child survive him. Death was purely accidental.

P. C. Richards, of Eugene Ambler & Co., Ellsworth building, Chicago, left Tuesday night of this week on an eastern business trip, during which he will visit New York city, Philadelphia and other important coal centers. Mr. Richards will be absent from Chicago about a week.

H. C. Easterly and A. J. Huskey, of the Gilmore & Easterly Co., Old Colony building, Chicago, have returned from a western business trip, and while their business was good they report that on account of weather conditions western dealers are not buying as much coal as usual at this season of the year.

A libel suit is the result of a fight over the contract to supply 8,000 tons of coal to the Ohio State University, at Columbus, Ohio. The W. J. Hamilton Coal Co., of that city, is the plaintiff, alleging that a member of the board of trustees of the university made libelous statements concerning this company.

Isaac N. Perry, the prominent business man of Chicago, who has been charged with having set fire to the Hegewisch plant of the Chicago Car & Locomotive Co. during October, is well known in Ottawa, Ill., where he was at one time connected with the Start Coal Co., operating in Bruce and Eagle townships.

George H. Farrand, president of the Sedalia Coal Co., Fisher building, Chicago, left on Tuesday evening of this week on an eastern business trip, during which he will visit the mine of the company at Glouster, Ohio, and important coal centers in the east. Mr. Farrand will be absent from Chicago for about a fortnight.

Coal receipts at Duluth, Minn., show a steady increase, but it is thought that they will be less than in 1903, when a total of 1,415,296 tons was unloaded at the local docks, according to records in the customs office there. The total amount this year, so far, is 1,067,425 tons, leaving a deficiency, when compared to last year's record, of 347,871 tons.

For several weeks prior to the election Frank J. Posta, manager of the Chicago & Wellston Coal Co., Twelfth and Clark streets, Chicago, was laboring in behalf of A. J. Sabath, and corraling stray votes for his favorite candidate. Owing to the landslide Mr. Sabath, who is a very popular democrat, did not win out. This accounts for the far away expression which Mr. Posta has worn since Wednesday morning.

The Sedalia Coal Co., Glouster, Ohio, with offices in the Fisher building, Chicago, has decided to double the output of its mine at that point. New boilers will be installed, together with a new electric generator, and additional electric motors will be purchased, just doubling the present haulage system and equipment. Under the new arrangement the mine will never be obliged to close down owing to lack of power.

Long Bros. & Co., of Youngstown, Ohio, recently closed a deal with the Youngstown & Southern railroad whereby they have contracted for the entire output of the railroad's coal mines at North Lima, Ohio, the contract having gone into effect the first of this month. Long Bros. & Co. will put in one of the largest coal yards in Youngstown and will also have yards at North Lima and Columbiana, to sell coal at wholesale and retail.

Coal shipments from Cleveland have fallen off considerably in the past two weeks, almost all the big boats being rushed to the head of the lakes to supply the demand for ore tonnage. During the summer there was a

noticeable rush of boats at the Irishtown coal docks, but the scene of activity has now shifted to the ore docks in the old river bed. It is stated, however, that Cleveland's shipments of coal this year will likely be heavier than ever before.

The C. Reiss Coal Co., of Sheboygan, Wis., is sending out a neat circular to its friends and patrons, which reminds them that "there is no coal like Powell's Run Hocking for a lasting, steady heat for roasting a Thanksgiving turkey." This is quite timely and should appeal to all who are planning a Thanksgiving feast. On the reverse side of the folder are given the prices for anthracite and bituminous coal, which are attractively arranged. The company also calls attention to the fact that cars are not going to be scarce—but are scarce.

The sad news was received in Chicago this week of the death on Tuesday at Kalamazoo, Mich., of Harry C. Potter, traffic manager of the Chicago, Kalamazoo & Saginaw railroad. Mr. Potter was well known in the coal trade at Chicago, Toledo and Columbus, Ohio, through the fact that his company is engaged in the car lot business at Kalamazoo and handled a large tonnage every year at that point. The cause of death is not known, but it is believed to have been due to stomach trouble. Mr. Potter was about forty-five years of age and had been identified with the railroad for a number of years.

W. A. Nelson, of St. Louis, who was connected with the Westinghouse Electric Co., of Pittsburgh, Pa., for nearly five years, recently resigned his position of assistant superintendent of that company to become superintendent of equipment of the Allis-Chalmers Co., of Milwaukee, Wis. He began his services with that company in August and will have duties in connection with all of the works of the Allis-Chalmers Co. The experience he has had with the Pittsburgh firm and other firms in the east, where he had full charge of plans for the arrangement and location of machinery, admirably qualifies him for this responsible position.

Richard F. Taylor, who makes a specialty of coal lands and coal properties, Fisher building, Chicago, has returned from a week's trip of inspection of the Pocahontas fields of West Virginia. Mr. Taylor reports that there are plenty of cars in the region to transport all the coal that can be produced, but the failure of the Norfolk & Western to move these cars after they are loaded is due to a lack of motive power, with no prospect of any immediate improvement. Mr. Taylor traveled through the entire region, most of the way on horseback, covering about 150 miles in this manner. He varied the trip by going on a coon hunt with several of the natives last Saturday, remaining up all night, but finally shooting one of the largest coons ever captured in the state.

J. R. Robinson, president of the Robinson Machine Co., Monongahela, Pa., called upon Ira E. Stevens, the "machinery man," Old Colony building, Chicago, last week, and incidentally took in the Louisiana Purchase Exposition at St. Louis on his western trip. He also made tests of a number of Robinson fans, which have been extensively introduced into the west during the past year. At the mine of the Indiana Hocking Co., Farmersburg, Indiana, he tested a six-foot fan which is being operated by a direct connected 9x8-inch engine. The result showed the fan to be furnishing 93,392 cubic feet of air per minute against a pressure represented by 1.2 inches water gauge, the speed of the fan being 286 revolutions per minute. The Robinson fan is rapidly increasing in favor on account of the high degree of efficiency which it develops.

John McGregor & Co., shippers of coal, Old Colony building, Chicago, have engaged in a new industry which promises to be a profitable side line. Mr. McGregor, the head of the firm, served his apprenticeship in a coal mine as a miner. Recently, while at a mine in the southern part of the state he noticed that the sulphur balls were being thrown into the gob pile and wasted. Upon his return to Chicago he investigated and found that most of the sulphur sold by chemists was obtained from remote parts of the country or Mexico. After using some pressure he induced one of the large chemical companies to make a trial of Illinois sulphur. The trial proved successful and Mr. McGregor has found a market for all the sulphur he can obtain, which is much cheaper to local drug companies, on account of the lower freight rate, than that obtained abroad and answers the same purposes. The sulphur industry promises to become an important feature of the local coal market.

Col. T. N. Mordue, resident manager of Castner, Curran & Bullitt, Old Colony building, Chicago, returned the middle of the week from Pittsburgh, where he went for the purpose of conferring with officials of the Pennsylvania railroad with reference to an increased car supply for western all-rail shipment. Mr. Mordue took occasion to investigate the condition of transportation out of the Pittsburgh district while in that city and reports that the railroads will be unable to move anywhere near the lake coal to loading dock points before the close of navigation that the producing companies desire to forward. One of the leading officials of the Pennsylvania system reported that car supply was only about sixty per cent of the present demands in the coal, ore and steel and iron trade in that field. An illustration will show the immense amount of traffic that has originated in that field within the past thirty days. On October first there were 12,000 cars in and about Pittsburgh used in the iron and steel industry, principally in hauling ore from the lakes. On November third there were only 7,000. The iron and steel industries, being unable to secure other cars, utilized the ore and open cars for shipments of their finished product and are now short of cars for hauling ore and other material. The situation will grow worse instead of better. Colonel Mordue believes the car situation will be one of the worst features during the winter and looks for a great deal of trouble on that score.

New and Modern Coal Dock Completed at Milwaukee.

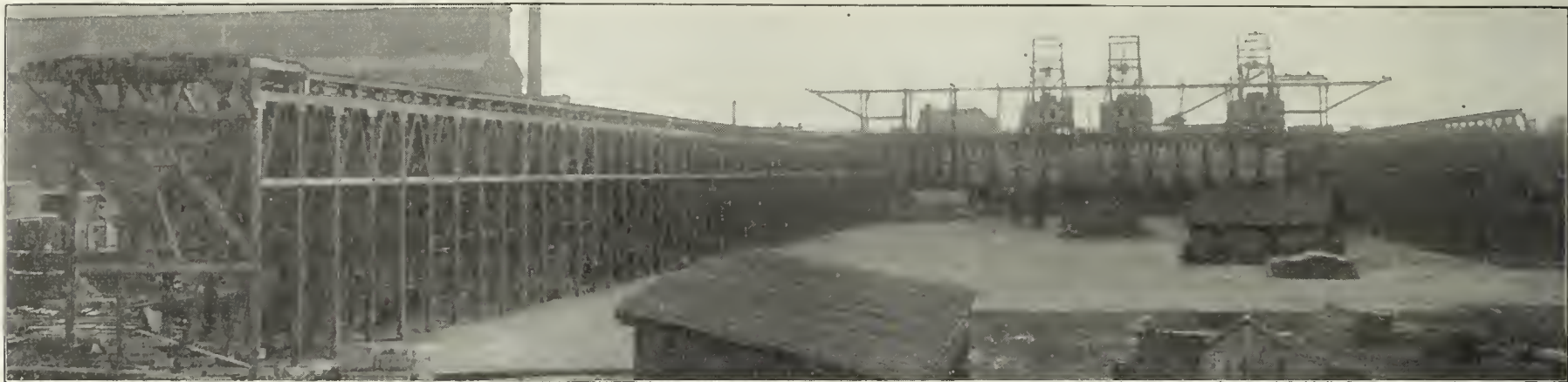
Except for a few of the finishing touches, which will be added as time permits, and which are not essential to its ability to handle coal, a new and thoroughly modern coal dock has been completed at Milwaukee, Wis., for the W. B. Stone Coal & Coke Co., with offices in the Old Colony building, Chicago. In building this dock and equipping it with machinery no expense has been spared and no device has been overlooked which would add in any way to its efficiency. As a consequence it already takes rank as one of the most modern on the great lakes. The hoisting towers and machinery are of the latest pattern and it was equipped with a view to economical operation as well as to provide rapid facilities for handling coal.

The tract of land secured for the dock has a frontage of 400 feet on the South Menominee canal and is 700 feet in depth, well located as to switching facilities on all the railroads which lead from Milwaukee to the west and northwest. This gives an immense area of 280,000 square feet for dockage purposes which will be wholly utilized in the coal trade.

The largest boats on the great lakes can discharge their cargo at this

A detailed description of the manner in which coal is handled at this plant will no doubt be of interest to many in the trade. The three hoisting towers shown in one of the illustrations are used in hoisting coal from the vessel. They are equipped with clam buckets, each having a capacity of one and a quarter tons of coal. The engines which operate these towers have five lever motions and each is operated by only one hoisting engineer. The clams are controlled at all stages of the journey to the top and can be operated in any of five directions by the levers, enabling the engineer to direct them with precision.

The clam buckets discharge directly into two-ton dump cars or into the pockets. The system of dump cars is operated by means of cable haulage. These cars take the coal from hoppers located at the base of the hoisting towers and are hauled to the point where they are to be dumped, dumping automatically at that point and returning to the hopper again. No one is required to operate them on the various trips, except when they are loaded, thus resulting in an economy of labor. They pass over the steel



REAR VIEW OF NEW DOCK OF THE W. B. STONE COAL & COKE CO., AT MILWAUKEE, WIS.

dock, the only exception being the Augustus B. Wolvin, which can not navigate the river owing to a turn in it, but which otherwise could enter the slip, there being a depth of twenty-one feet of water in the canal at that point. All other vessels which can pass through the straits can reach this property.

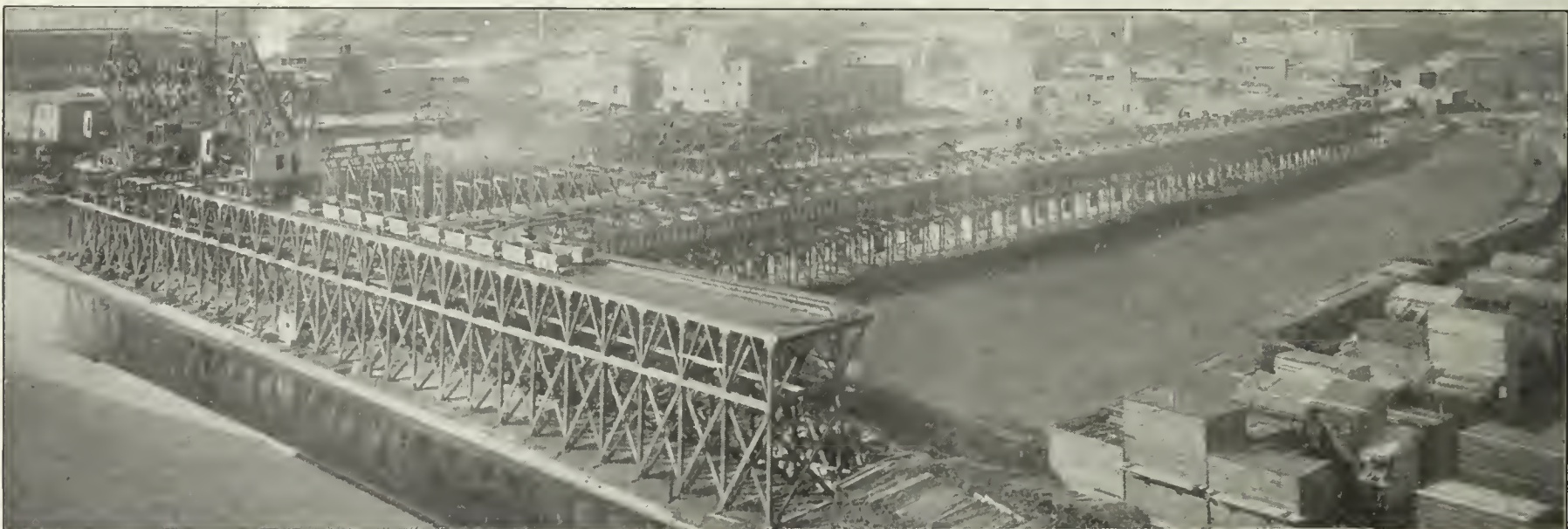
In building this dock record time was made. The first work was done on July fifteenth of the present year, and at that time an old slip with eighteen feet of water had to be refilled and the land graded to meet dockage requirements. This was all accomplished, the machinery was installed and the hoists were in working order when the first boat arrived on the twenty-fourth of October, three months and a few days after the first spade of dirt was turned.

The accompanying illustrations give a very good idea of the arrangement of the dock. The elevated structure on which the three hoisting towers are located extends along the entire water front of the dock. To the rear of

bridge which spans the yard and which is shown in the illustration, and if desired will dump from this bridge into any one of the stock piles, or will pass over the bridge, discharging into any of the hoppers automatically.

In installing this haulage system 3,200 feet of steel cable was required, which, as easily noted, is about two-thirds of a mile in length. This gives a very good idea of the extent of the dock and its capacity, as every foot of this steel haulage cable extends to points where coal is to be dumped and there is no duplication of the area to be covered in that way.

The steel bridge which spans the yard and which moves in a lateral direction to the hoisting towers is one of the most important features of the equipment. It can be utilized to make a passageway for the dump cars from one side of the dock to the other, or it can be used in moving the coal from the stockpiles to the hoppers or to other parts of the dock. From it coal is also dumped into stock piles from the dump cars. This bridge



BIRD'S-EYE VIEW OF NEW DOCK OF W. B. STONE COAL & COKE CO., AT MILWAUKEE, WIS.

this elevated way are the two pockets, each 700 feet in length, one devoted to the wagon trade and the other to the rail trade, from which coal is loaded directly into dealers' wagons or into railroad cars for shipment to the west and northwest. In the illustration showing a bird's-eye view of the dock, to the right of the hoisting towers is a tract of land which at the time the picture was taken was not improved. Since then work has been commenced on extensive covered sheds in which anthracite will be stored.

When the coal is elevated from a vessel by means of the hoisting towers it will be transported to any part of the dock by means of a cable haulage system and a movable bridge which travels back and forth on tracks on top of the hoppers, enabling the coal to be unloaded in any portion of the hoppers or in any part of the stockpile direct from the dump cars which are loaded at the hoisting towers.

is equipped with trolley clam buckets which are operated by an engine similar to those on the hoisting towers. These clam buckets can also be utilized in almost any position and will be used principally in moving the coal from the stock piles to the pockets.

The storage capacity of the pockets is 4,000 tons of coal. As previously stated, part of the pockets on one side will be used to supply the wagon trade and the coal will pass over screens where all the fine sizes will be taken out on its way over the chute to the wagon. Coal loaded into box cars for western shipment will also be rescreened from the pockets to the cars. The dock has facilities for loading twenty box cars at one time, the coal being rescreened at the time that it is loaded.

The dock is also equipped with track scales on which all the cars are loaded empty arriving at the exact tare weight and then after they are

loaded the gross weight is obtained, giving the exact contents of the car and providing against any complaint from short weight. This is especially important at this time, as it has been repeatedly demonstrated that the marked tare weight of many cars is erroneous, while the net weight as arrived at on track scales under these conditions is absolutely correct and there can be no question as to the invoice weight given when the car is shipped.

This dock is one of the largest at Milwaukee, having a storage capacity

The New York Subway is Now Complete.

The New York subway, recently completed, is one of the greatest engineering feats of modern times. Its equipment is of the most perfect and efficient character ever produced for urban traffic. The Allis-Chalmers Co., of Milwaukee, Wis., recently sent out to its numerous friends a booklet, which is a work of art, showing illustrations and giving a description of the



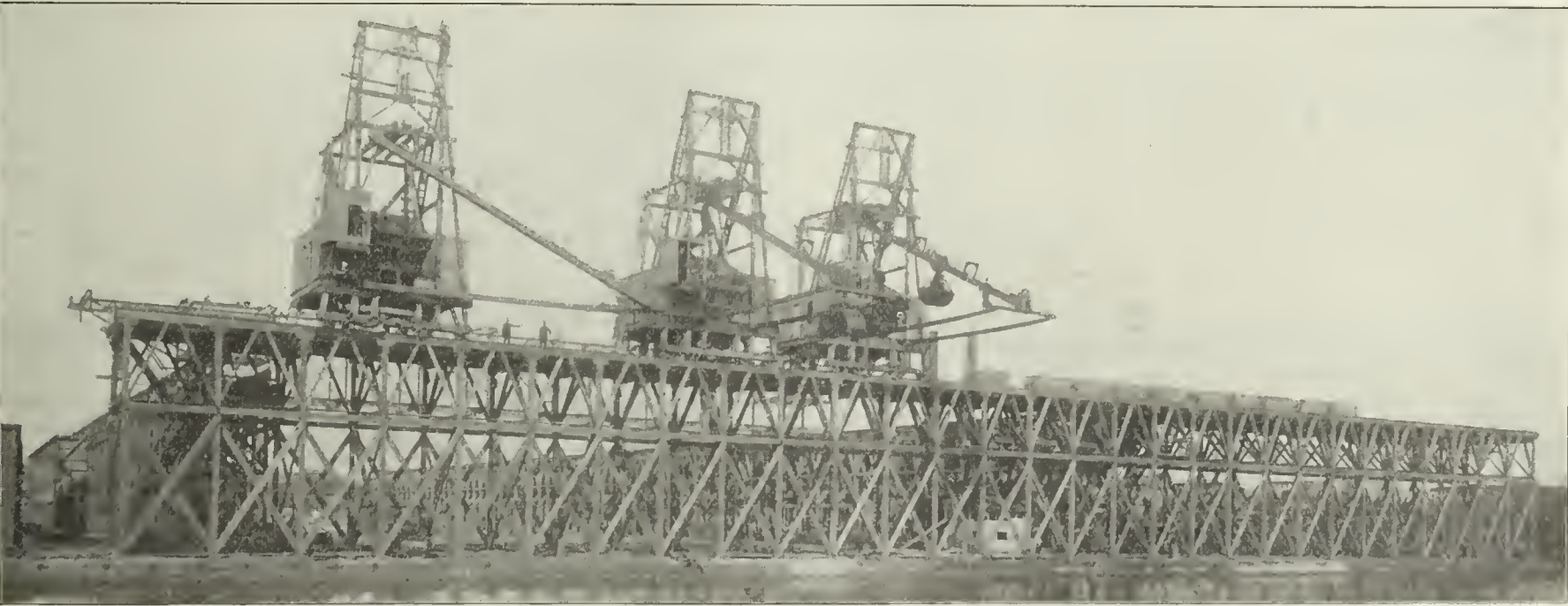
FIRST VESSEL DISCHARGING COAL AT DOCK OF W. B. STONE COAL & COKE CO., OCTOBER TWENTY-FOURTH.

of 150,000 tons of all descriptions of coal, which means that it has a handling capacity of about 300,000 tons, the handling capacity of most docks being based on twice the storage capacity.

The officers of the W. B. Stone Coal & Coke Co. are well known in the western coal trade. W. B. Stone, the president of the company, has been identified with western coal interests for the past twenty-five years, and about two years ago organized this company, which has built up a large business in all descriptions of bituminous coal. W. L. McCauley, secretary of the company, is also a veteran of the western trade, having commenced his career as a retailer at Sioux City, Iowa, later being identified with a

powerful engines which it installed in the Subway power house, together with full description of all the equipment which will be required in the operation of this road and the different stations along the line. Nine great Allis-Chalmers steam engines form the heart of the Subway and each engine is rated nominally at 8,000 horsepower, but its actual capacity is 12,000 horsepower.

The Ingersoll-Sergeant Drill Co., of New York city, has also issued a very neat and attractive little catalogue, entitled "Driving the New York Subway," which describes the tunnel drilling. The rock excavation in open cut and tunnel was by far the most costly feature of the building of this



VIEW SHOWING HOISTING TOWERS AT NEW DOCKS OF THE W. B. STONE COAL & COKE CO., MILWAUKEE, WIS.

number of the largest of western anthracite shipping agencies with responsible duties. Mr. McCauley has been identified with western coal interests for the past twenty years and became identified with the W. B. Stone Coal & Coke Co. about a year ago, when he acquired stock in the corporation and was elected secretary.

This dock will be stocked with a full line of bituminous coals, including Hocking, Youghiogheny, Belmont, Rich Hill, splint, Pocahontas, Lilly smithing and other grades.

It is not expected that there will be any change in the price of coal at the mines in the vicinity of Bay City, Mich., during the winter.

great Subway, and is illustrated in this booklet, showing the drillers at work at various points and giving a view of the Ingersoll-Sergeant air compressors in the power house at Union Square. The rock drills and air compressors produced by this company played a very important part in the vast enterprise. Of the twenty-six air compressors used by the various contractors, sixteen were built by the Ingersoll-Sergeant Drill Co., while one hundred and ninety-four rock drills of this company were used in driving the Subway.

Readers of THE BLACK DIAMOND will be interested in knowing that a thousand tons of coal are required each day to feed the Subway engines installed by the Allis-Chalmers Co.



THE BLACK DIAMOND IS THE OFFICIAL NEWSPAPER OF THE FOLLOWING ASSOCIATIONS:

The Illinois Coal Operators' Association

President, O. L. Garrison, St. Louis, Mo.; Vice-President, Jos. A. Agee, Chicago, Ill.; Secretary-Treasurer, E. T. Bent, Oglesby, Ill.; Recording Secretary and Secretary of the Commission, C. L. Scroggs, Chicago, Ill.; Commissioner, Herman Justi, Chicago.

The Indiana Coal Operators' Association

President, J. C. Kolsem, Terre Haute, Ind.; Secretary, Philip Penna, Terre Haute, Ind.

The Iowa Coal Operators' Association

President, C. H. Morris, Des Moines, Iowa; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa, Iowa; Treasurer, T. W. Carpenter, Des Moines, Iowa; Commissioner, John P. Reese, Albia, Iowa.

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ONLY 1,457 days until another national election.

BEGIN A campaign against the coal thieves. They will shortly be out in full force.

COAL IS \$10 a ton at Port Arthur. Wonder if the local newspapers there attribute the price to the "coal trust."

THANKSGIVING is less than two weeks distant. It usually comes at a time when coal men give thanks for the small favors which precede it.

SNOW IS predicted for the west the latter part of the week. It certainly will look "beautiful" to the coal men who have had small profits or none at all during the past eight months.

BOTH THE national election and the probability of war between Great Britain and Russia are out of the way. Soon the daily newspapers of the country will have nothing to do but slander the coal men.

IT WILL take more than a national election to bring prosperity to the coal man. The weather man who will turn on the below zero faucet and keep it on for the next six months is the one who will earn the heartfelt and genuine approval of the whole industry.

THERE is talk of making the present wage arrangement in the anthracite region permanent when the present agreement expires in April of 1906. While the conciliation board has been a greater success than was expected it is still too early to consider this matter seriously. Many unusual conditions may arise before the termination of the agreement and they may make a decided change in the way in which the matter is viewed. Evidently consumers are decidedly opposed to the plan, if we consider the complaints

they frequently make as to the price of anthracite, in the production of which labor is the most important factor.

Should Test Coal Dust at St. Louis.

Reference was made a short time since in THE BLACK DIAMOND to the experimental work being done at St. Louis, under the direction of the United States Geological Survey, to determine the relative values as well as the approximate value of the different bituminous coals produced in this country. We agitated at that time a thorough test of the efficiency of fine coals, such as screenings, to show their utility and value as an economical fuel. There is still one feature of this experimental work which should be touched upon. In scientific circles there is a growing tendency to regard coal dust with increasing favor as a fuel. In a practical way many experiments have been made along these lines and in some instances they have proved successful. Blowers have been patented and have been tested, the purpose of which was to feed the flames evenly and continuously with the finest possible particles of coal.

In spite of the private capital which has been enlisted in an effort to secure the general introduction of coal dust for fuel purposes, sufficient headway has not been made to be fully convincing, although the general impression of even the layman is that with further experiments much good can be gained along these lines.

The experimental plant at the world's fair ought to be utilized to increase and advance the use of coal dust. This can be accomplished in two ways. One of them is to utilize such machinery, including automatic stokers and blowers, as is now on the market and present to the larger coal users of the country the results in tangible shape in order to educate them along those lines. Briquettes, except in California, have never proved a great success in this country, no doubt due to the low price at which we produce coal. Nevertheless this form of conserving the by-product of the bituminous mine and of making it possible to transport lignite coals long distances from the point where they are mined is sooner or later to become a problem of importance. At present we are profligate in the use of our fuel resources coming to us in the form of coal. We burn the largest chunks and lumps that we can obtain and waste all the fine particles. The time is not so far distant when we must learn the value of economy in this respect. The experimental plant at St. Louis should be used for the purpose of hastening that time when the economy that would result from the consumption of all coal that is produced in the mine, whether lump or dust, will be practical and will be universally recognized as such. Experiments to determine the best method of manufacturing briquettes, of furnishing a cheap and economical binder for them, of securing their use as fuel after they have been manufactured on an advantageous basis, are along the line of progress and can not be ignored. If proper steps are taken at this time before all of our coal resources are exhausted a great benefit will result to the later generations of fuel consumers in the United States. The stored wealth of the earth will be held more nearly intact and will not be produced before it is required, and the future generations will not be obliged to pay the high prices which will prevail if the waste of coal by-products continues as widespread as at present.

The time for experimental work at St. Louis along these lines is short. Perhaps, there will be no opportunity for the officials of the geological survey to take up these matters. In that event, and in any event, whether the experiments are made or not, the matter of securing a permanent coal testing laboratory ought to be agitated and brought to the attention of Congress. A permanent laboratory of this character located at Washington, in charge of competent officers and conducted as most government bureaus are, could accomplish great reforms in the course of the next decade. It could arrive at results such as can not be obtained at St. Louis, because of the lack of time and the restrictions placed on experiments there in the bill providing for the appropriation to defray the expenses of the experimental laboratory. Possibly the coal industry would obtain the greatest results from a permanent coal testing laboratory, located at Washington, but we are inclined to believe the benefit to the public would be almost as great. If it were operated with a view to doing the most good for the greatest number, questions pertaining to consumption of fuel, drafts, grates and all others applicable to getting the greatest results with the least outlay could be answered and given widespread publicity to coal consumers of the United States, much to their benefit. There is no one necessity of life in such common use concerning which so little economical advancement has been made as in the consumption of coal. While we do not believe in paternalism, we do feel that this is the only way to bring about the education of the fuel consumers of the United States and that the establishment of such a permanent coal testing plant would save a great many dollars, not only to the rich, but to the poor of this country in the course of the next few years.

Result of the Engineers' Strike in Illinois.

A week ago last Monday when the Brotherhood of Hoisting Engineers in the state of Illinois went on strike it committed suicide as a labor organization. This culmination of its ill-advised strike was foretold in THE BLACK DIAMOND of last Saturday. Since then the executive board of the Illinois Coal Operators' Association and the officials of the United Mine Workers' in Illinois have held a joint conference at which a wage agreement was signed providing for a reduction of 5.55 per cent in the wages of the coal hoisting engineers. The new agreement became effective at once and mining was resumed on a much larger scale on Monday of this week, although the Coal Operators' Association did not ratify the agreement until Thursday.

Until the recent crisis the coal operators of Illinois, largely for sentimental reasons, hesitated about signing an agreement with the miners' organization providing a scale for the coal hoisting engineers and prescribing the conditions under which they should work. For these same sentimental reasons they probably would never have done so voluntarily, but they were forced into it and they are now satisfied with the change.

As a matter of fact, a wage agreement with the miner's organization seems much preferable to one with the Brotherhood of Coal Hoisting Engineers. The record of the miners' organization in recent years in the state

of Illinois, except for local violations of the wage agreement, has been a commendable one. Agreements have been observed as sacred and binding, and the reduction in wages which became effective April first of this year was accepted by the men with so little friction as to be of no great consequence.

There is still another feature of the new arrangement which makes it seem desirable now that it is a reality. The miners' organization is rapidly becoming one of the older bodies of organized labor. It is out of its swathing clothes and has grown to man's estate. In such bodies radicalism is not nearly so likely to prevail as in a newer organization or one where the officials have not had experience in dealing with employers.

The change in the agreement from the Brotherhood to the United Mine Workers at present appears to be a welcome one. There is one thing certain, it can be no worse than were the conditions under the old arrangement. The new agreement will be in force until April, 1906, when the miners' wage scale expires. This insures peace in Illinois in all branches of the mining industry until that time. Had the Brotherhood continued in control of the hoisting engineers a year hence, in all probability there would have been a renewal of the recent fight, perhaps, with more disastrous results than on the recent occasion.

Now the National Election Has Been Held—What Next?

It is not the purpose of THE BLACK DIAMOND to discuss political issues, platforms or candidates. There are enough newspapers in the field who make a specialty of these things to make it unnecessary for class publications to even remotely consider questions of public policy affecting the nation. But it is the province of the technical paper, and especially one of the character of THE BLACK DIAMOND which makes a specialty of market information, to consider what the future has in store for the industry which it represents.

Regardless of the result of the election, now that the national campaign is out of the way, the business outlook in the country is directly improved. A national campaign lasting from May till November has a demoralizing influence on business. Capital is timid, no matter how certain seems the result, and is not likely to engage in new enterprises or to so heavily invest in material and labor in the enterprises in which it is engaged. This brings about a stagnation, principally due to the fact that all business is conducted on a hand-to-mouth basis in the interim; there is no accumulation of stock in anticipation of possible higher prices later on, due to increased cost of raw material, and no pressure can be exerted on buyers of raw products to make them change their policy in this regard.

In its effect on the coal trade the national campaign was everywhere in evidence. Large users of coal for steam purposes did not take in surplus stocks during the summer time, as they did in 1903, notwithstanding the fact that prices were lower and the utmost pressure was exerted on them to buy. As a consequence the trade enters practically the winter season with little

coal accumulated ahead, except in dock storage, anywhere. And what is true of coal is true of almost every other industrial product. Manufacturers will now exert themselves to make up for lost time. They will not only run their factories on full time again, but will require extra help and will operate on extra time. They will call for coal as they call for other raw commodities and business will undoubtedly improve with more rapid strides than some of the pessimists expect.

What makes the situation more favorable to the rebound of industrial activity is the conclusive manner in which the election was decided and the general elements which conduce to prosperity. While crops this year were not as large as in some former years, the price received for his product by the farmer means a greater prosperity for him than if crops were large and prices low. Twelve bushels of wheat per acre at \$1.20 per bushel return a greater profit to the farmer than twenty bushels at sixty cents. With wheat at \$1.15, corn commanding a high price, cotton at twelve cents a pound and other products on the same basis, the fundamental basis of prosperity—the return to agriculturists for their product in a substantial measure—is certain. Domestic conditions in the United States spell prosperity regardless of who is president, so long as he is careful and conservative. Add to this foreign complications which have increased the market for our products abroad and we have every element which is necessary not only to a substantial revival of industrial activity in this country, but to its continuance for some time to come, in which the coal industry will participate in proportion to the general welfare and happiness of the nation.

Getting After the Peddlers in the Coal Business.

This is the time of the year when the farmer comes in and buys a few cars of coal, having it shipped to the side track at his town, there disposing of it to the disadvantage of the local coal merchant. If the farmer does not do this, then the local drayman or some other person is the culprit. As a consequence, the coal merchant who has invested his money in a well equipped yard, who has opened an office and installed scales and who has bought teams and employed local labor throughout the year is cheated out of profits which legitimately belong to him. He pays the taxes and pays his men, while the carlot peddler parades as a public benefactor because he advertises coal at a cheaper price. Frequently the carlot peddler knows so little about the business that he sells his product at a price which does not return him a profit, even under his lessened expenses.

These carlot peddlers are illegitimate and every effort should be made to eliminate them from such neighborhoods or communities as they invade.

The most effective way to accomplish this is to invoke the aid of the local law requiring all peddlers in a town or city, no matter what their nature, to take out a license in lieu of paying taxes before they are permitted to do business. If they attempt to do business before taking out the local municipal license, then have them arrested for violating the law. If they continue to violate the license law after one arrest, have them arrested again

and keep at it until they conform to the law or go to new pastures where their troubles are not likely to be so numerous.

By applying to local authorities in towns and cities coal men can do much to remedy this evil. Ordinarily the statute provides that any man who sells a commodity without having a regular established place of business in a community is a peddler. This is the line of demarcation between the regular merchant and the transient business man. It will apply to the man who sells coal from a car and who has his office under his hat, as well as he who peddles bananas or shoestrings from a basket.

If the coal man is unfortunate enough to live in a community where there is no license law on the statute books, he still has the remedy in his own hands. He should unite with the other merchants, and most of them will join him, to have such an ordinance enacted as soon as possible. In some states there is a state law governing this point and the sale of coal at any railroad siding in that state from cars in small lots of a ton or two at a time would constitute peddling.

The regular dealer has the remedy for these conditions largely in his own hands. He should apply it and in such allopathic doses wherever necessary that carlot coal peddlers will give his town and his community a wide berth.

Western Coal and Coke Notes.

New Western Enterprises.

The Illinois & Indiana Coal Co. was recently incorporated at St. Paul, Minn., with an authorized capital of \$10,000, of which \$1,500 is in Illinois.

The Skookum Coal Co., located a short distance from Olympia, Wash., is pushing development with a full force of men. A small tonnage of coal is now being produced.

The Lebanon City Coal Co. was recently formed at Lebanon, Ill., with an authorized capital of \$25,000. The incorporators are Homer Eismayer, J. C. Eisenmayer, William Kolb.

The Winters Coal Co. was recently incorporated at Bartonville, Ill., by S. P. Winters, John Noel and Frederick Stamerjoahan. The authorized capital of the new company is \$90,000.

The Ashland Coal Co. was recently incorporated at Stevens Point, Wis., with an authorized capital of \$150,000. The incorporators of the new company are D. E. Frost, J. E. Walker and I. E. Whitney.

A new coal mine will shortly be opened in the vicinity of Augusta, Iowa, by A. R. Hamilton, of that place, who purchased a ninety-acre tract of coal land in that vicinity and will commence development work at once.

The Hitchman Coal Co., of South Benwood, Iowa, is planning improvements to be made at its plant. The increased traffic at that point demands greater facilities for handling coal and with that end in view the company has decided to enlarge its bins at the coaling station. It is also stated that the company has completed plans for a number of coke ovens.

The Ca'met Fuel Co. was recently incorporated at Denver, Colo., with an authorized capital of \$1,000,000, for the purpose of buying coal lands and to produce and deal in the various products thereof. The principal office of the company will be in Denver, but it will operate in several different counties of the state. The incorporators are Charles W. Waterman, Elroy N. Clark, William N. Vaile, Colin A. Chisholm and Herman H. Dunham, all of Denver.

General Western Coal and Coke Notes.

The mines controlled by the Saginaw Coal Co., Saginaw, Mich., are producing 115 cars of coal a day and the output is increasing as rapidly as cars can be secured.

The strike of the employes of the Coal Belt railway in Williamson county, Illinois, was settled a few days ago. All differences are to be adjusted by conference.

The Silver Coal Co., of Zanesville, Ohio, recently signed a regular scale of wages and as a result its forty miners, who have been out on strike some time, have returned to work.

The office of the Vesuvius Coal Co., at Danville, Wash., was recently wrecked by an explosion of dynamite, believed to be the act of discharged miners or some one in sympathy with them.

The embargo which the railroad companies have placed on Indiana coal is putting the people of Muncie, Ind., in a rather hard place and it may be necessary to close down the electric light plant for the lack of fuel.

The Big Three Coal Co., of Rich Hill, Mo., recently discovered a three-foot vein of cannel coal at a depth of twenty-seven feet, through twelve feet of slate. This is the first strike of cannel coal made in the Rich Hill fields.

About two hundred and fifty miners in the mines of the Coal Valley Coal Co. at Sherrard, Ill., recently went out on strike on account of a disagreement regarding the placing of cross bars. The mine has been closed.

The Venona Coal Co., of Detroit, Mich., has lost over \$1,000 worth of coal, which was shipped on cars through West Bay City. After an investigation had been made it was found that a number of small boys had stolen the coal.

Dr. W. C. Cox, J. N. Walker and others of Everett, Wash., will shortly commence shipping coal from their mine on the main line of the Northern Pacific near Palmer Junction. It is stated that the coal is of an excellent quality and the veins are large.

The office of the Chenoa coal shaft at Chenoa, Ill., caught fire recently and burned to the ground, with all the books and accounts of the company and about \$100 worth of miners' tools. The fire is supposed to have been caused by the falling over of a stove.

The Cass River Consolidated Coal Co., of Saginaw, Mich., recently acquired the property of the Riverside coal mine, for which it had been quietly negotiating for some little time. The consideration is not known, but it is thought to have been heavy.

The United City Coal Co., of West Bay City, Mich., recently adopted the plan of paying its miners so much a ton for coal raised instead of day wages, as formerly. The working force has been increased and the output of the mine has grown proportionately.

The fire recently reported in the Beaver Hill district, in the vicinity of Marshfield, Oregon, is reported to have been extinguished, and it is thought there will be no loss of importance. Within a short time the mine will be ready to produce 500 tons of coal per day.

The office of the Big Creek Coal Co., of Kewanee, Ill., which was formerly located in the Lyman block, that city, has been moved to St. David, Fulton county, where the company has about completed a commodious building which will be used solely for office purposes.

The Michigan Coal Operators' Association recently held a meeting at Bay City, Mich., for the purpose of discussing business matters. Trade conditions came in for a share of the discussion, but no changes in prices or other matters of interest to the public were considered.

A Milwaukee Coal Company Reorganized.

The Van Auken-Smith Coal Co., of Milwaukee, Wis., has been reorganized, Mr. Van Auken being no longer a member of it, and the name has been changed to the Milwaukee Bituminous Coal Co. The reorganized company has engaged in the shipping trade and will make a specialty of bituminous coal to dealers and to the steam trade. It is probable that next

year it will also secure a shipping dock at Milwaukee with a capacity of 40,000 tons, but no definite arrangement has yet been made along that line. Under the reorganization the company has materially increased its capital and has elected new officers and a board of directors. The officers are as follows: President and general manager, E. W. Arbogast; vice-president, Harvey B. Smith; secretary and treasurer, August F. John. The present board of directors is as follows: E. W. Arbogast, Harvey B. Smith, August F. John and Edward H. Walker.

Mr. Arbogast, the new president and general manager, while only a young man, is a practical coal man, having served a part of his boyhood days as a miner in the coal fields of Ohio. Later he removed to Columbus, Ohio, where he organized and was

president and manager of what is now known as the Standart Transfer & Storage Co., of that city. He became associated with the Van Auken-Smith Coal Co. about a year ago as general sales agent and acquitted himself so favorably that he is now at the head of the new organization.

Harvey B. Smith, the vice-president of the company, is also a young man, having considerable means and has been vice-president of the Van Auken-Smith Coal Co. since its organization, prior to which time he was associated with E. P. Bacon & Co., grain commission merchants at Milwaukee. He is well known in that city, is well spoken of, and has a large circle of friends.

August F. John, the secretary and treasurer of the reorganized company, has been secretary and treasurer of the Van Auken-Smith Coal Co., and was re-elected to the same position in the new company. He is one of the most successful young business men of Milwaukee and has been connected with the German-American bank of that city for the past twelve years. This connection he severed when he became associated with the Van Auken-Smith Coal Co. He is also the treasurer of the Milwaukee-Indiana Oil Co., and is the organizer and will be the cashier of the New Century National bank of Milwaukee, which will have a capital of \$500,000. He is the owner of the Fairview apartment building, one of the handsomest structures of its kind in Milwaukee, and in addition has many other interests requiring his business attention and care.

HARVEY B. SMITH.

Mr. Walker, a member of the board of directors, is one of the largest and best known lumber men in the state of Wisconsin, being president of the Rib Lake Lumber Co., and having other large lumber interests throughout the state. It is therefore very evident that the reorganized company has plenty of financial backing and that it is in position to become an important factor in the coal business of the Cream City.

The new company has connections with M. A. Hanna & Co., Cleveland, Ohio; the Chesapeake & Ohio Coal & Coke Co., of Cincinnati, and the Columbus & Hocking Coal & Iron Co., of Columbus, Ohio, being the representative of these companies in the northwest in the sale of their coals.



E. W. ARBOGAST.



HARVEY B. SMITH.



AUGUSTUS F. JOHN.

Reports from Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND, .
NEW YORK, Nov. 10.

Anthracite trade continues to gradually improve as more seasonable conditions prevail. The colder weather with us since the first of the week promises greater activity in a few days, as stocks are now being freely consumed in all households, and these conditions must in consequence be reflected in the wholesale market shortly in the way of larger demand for coal. Indeed, the market, even at this time, is strong and for all the active sizes shippers have about all the orders they can conveniently provide coal for. Egg is the only grade which is inclined to drag and in a few cases it is long, but with the greater demand now being experienced for this size there must shortly be an improvement which will stimulate all grades accordingly. No doubt many of the producing companies would like to do a larger business, and if urgent orders were pressing them, could possibly get more coal forward, but as a matter of fact they are doing about all they can with the present available supply of empty cars at the collieries, the supply being greatly curtailed, and in many cases is limiting shipments on certain lines of business. This necessitates the closing down of the collieries on days when cars are not available. This, it is thought, will be sufficient curtailment from now on till the winter months, without recourse to forced idleness; in fact, it would not be surprising to see a considerable shortage in tonnage if sudden activity was to develop in the trade.

All-Rail Business Continues to be Most Active.

The all-rail business is still the most active. This is naturally so on account of the lack of storage among retail dealers, many of whom must buy on a hand-to-mouth basis, owing to the fact that the communities are small and storage facilities would be unprofitable and it is not necessary to store the same amount of tonnage for the fall and winter months. Much of this business is now quite urgent and orders are sufficient to keep shippers busy, more, however, from their number than the volume of tonnage involved, although the amount is of good proportions and entirely satisfactory.

The coastwise markets in the east are still dull, and while a regular run of business is being done in a quiet way it is not large. No one fears, however, that the active business usual from that territory in the fall will not develop on a generous scale as soon as the weather becomes more effective. This market is taking more small coals for steam purposes, especially at sound points, than it did earlier in the season. The volume of this business will increase as the requirements for steam expand.

A considerable tonnage is going to the west and shippers are making efforts to get it forward now as early as possible to fill up storage, but it is greatly interfered with by the shortage of cars and is delayed at connecting points, and on foreign roads. Enough coal, it is believed, will be moved to all the important points there to carry that trade over the winter, before ice makes on the lakes.

The retail trade at all important consuming centers is reported as active, due to the more favorable weather. This is really the most important feature of the market at this time.

Improvement Noted in Seaboard Bituminous Trade.

The Atlantic seaboard bituminous trade is improved all along the line and the question at the moment is not one of orders, but an increase of coal for delivery. All the producers report a surplus of business in hand and with shoal-water and ice ports making large demands upon the coal coming forward, in excess of what was expected for this class of trade, the continuance of a strong market seems assured and is making shippers slightly uneasy as to their supplies.

This increased demand on one hand and the shortage of car supply on the other, places the shipper in a position that is novel to that which has prevailed for several months. The car supply is complained of from all sections, though different roads are able to give different proportions of cars to their patrons. On the Chesapeake & Ohio and the Norfolk & Western, for instance, it is believed that producers are not getting more than about thirty-five to forty per cent of their requirements. The Baltimore & Ohio is somewhat easier and able to supply sixty to seventy-five per cent, while the Pennsylvania is meeting fifty to sixty per cent of shipper's needs. This has obliged the railroads to place restrictions on terminal destination of their cars so as to get the greatest possible service out of them. The Pennsylvania railroad has placed absolute embargoes on all its cars to points on foreign roads and especially to the New England trade, for all-rail delivery. This will have some effect on this all-rail business to the New Haven road, though the Baltimore & Ohio in giving the latter a better through rate of freight will be likely to get most of the coal for transportation. With any increase in the interruption to traffic, by lack of motive power or short car supply, it will be only a question of time when this road will also be obliged to embargo shipments to that territory.

Tidewater Prices are Showing a Firmer Tone.

Prices at all the tidewater markets are a little firmer and some of the larger producing companies have been asking since the first of the month 5@10 cents a ton more than they did all summer. In the coastwise trade, captains are inclined to look askance at the far eastern Maine ice ports at present, November tenth being the date after which, by general consent, it is considered unsafe to ship coal by reason of possible ice. Most shippers have been expecting an advance in ocean freights, but it has not occurred and charters are heard of, just made, at sixty cents from any of the lower ports to the deep-water points around Cape Cod, while the barge rate from New York harbor to sound ports remains ridiculously low.

From the far east the demand is good and all the leading shippers are short of coal for present business, this being caused principally, outside of

the ice ports, by the low coastwise freights. Trade along the sound is active, especially from the shoal-water points, where delays in putting in a winter's stock have been longer than usual. New York harbor trade shows a decided improvement in tone and some advances in price of 5@10 cents are noted. The all-rail business is largely increased and some producers say to such an extent that it is cutting into the allotment of cars that ought to go to tidewater, and is regulated accordingly.

Transportation from the mines to tide is fairly good and no complaints are heard in that direction. In the car supply there is a decided shortage, as above stated. In the coastwise vessel market, a large proportion of the vessels are discharging in the east, but enough seem to reach the loading ports to take care of the coal as it arrives. Freight rates are unchanged and weak. Philadelphia quotes on large vessels 60 cents to Boston, Salem and Portland; 60@65 cents to Portsmouth; 75 cents to Lynn and Newburyport, and 50 cents to the sound ports. New York rates to points around the cape are 60 cents. Barge rates to New Haven are down to 25 cents and 35 cents to Providence.



Buffalo and the Great Lakes Trade.

BUFFALO, N. Y., Nov. 10.—(Special Correspondence.)—While the results of the election have not had time to show here, still the majority of coal men are expecting that the improved general business conditions which will come after the disturbance will have a good ultimate effect in their business.

Both the anthracite and bituminous coal markets, so far as the local sales agents are concerned, are showing improvement as winter approaches and the holiday business begins. The car supply, both at the mines and at this distributing point is an important factor in the situation. Coke prices are the feature of the local market, as they have soared high and are still advancing.

Anthracite sales agents might be doing a large business were it not for the shortage in the supply of cars, both at the mines and at terminals. The number of orders is large and the demand is good, but the western roads are still having difficulty in supplying enough cars and the sales agents are consequently getting further behind in their deliveries. One company reports that it would require at least 2,000 cars to fill all back orders. It is probably safe to say then that all the companies could use about 5,000 cars today. Coal is not moving as freely from the mines as is desired on account of the general increased demand for cars.

Shipments of Anthracite by the Lakes are Heavy.

Shipments of anthracite by water continue to be good, as the companies are filling out their docks for the winter. A steady movement will continue until the end. Movement for last week showed a good increase over the week before and indicates that there is somewhat of a rush at the end of the season. The Lackawanna Co. is at present the heaviest shipper and it reports that it will ship coal as fast as it can get it from the mines. The shipments for last week were 117,860 tons, as against 110,250 tons for the previous week. The week's shipments were distributed as follows:

	Tons.		Tons.
Chicago	60,250	Toronto	1,200
Duluth	20,050	Windsor	1,100
Superior	18,900	Parry Sound	560
Milwaukee	8,700	Bay City	400
Sheboygan	3,000		
Toledo	2,050		
Houghton	1,650	Total	117,860

In the other section of the trade coke is the feature. Reports from the ovens in the Connellsville district indicate that the fall has been an unusually dry one and there is therefore no water for washing and cooling the product. This has resulted in the closing down of many ovens and a consequent shortage in the supply of coke on the open market. Sales agents report that they are far behind in their coke orders and are taking new ones cautiously. This shortage in the supply has sent prices way up. The Rochester & Pittsburg Co., which is always the lowest in price, has raised its quotations to \$4.00 at the bridge. Most of the sales are being made at an advance over that, some Pittsburg coke being quoted as high as \$3.25 at the ovens. If the condition continues much longer the price is bound to go even higher. When rainfall strikes the blighted coke district and the supply becomes normal again, it is expected that the price will fall, but not as low as it was before the advance. Coke was selling too cheap then, and it is believed that with the increased demand for furnace coke that is coming on with the resumption of the iron mills, prices will range higher than during the slump this summer.

Shortage in Car Supply Affects Bituminous.

The shortage in the car supply is still the feature of the bituminous market, so far as local coal men are concerned. It is fully as stringent in the Pittsburg district as it has been, on account of the revival in the iron and steel trade and the increased use of cars by that industry. The situation along the river is not serious, and that coal is coming through in fairly good shape. There has been some delay at this end of the route in returning the cars to the mines, but it is not so pronounced now as the fruit and produce traffic is not as heavy. Special efforts are being made to get cars back to the mines as soon as possible. The demand for bituminous coal is better than it was, from all sections, and this has caused a stronger demand and some increase in prices. Pittsburg lump is worth about \$1.10 at the mines in this market and slack is bringing fifty cents.

One of the large lake disasters of the year occurred during the past week. The propeller Germanic, owned by J. T. Hutchinson & Co., of Cleve-

land, laden with coal shipped by the Pittsburg Coal Co., burned to the water's edge. The boat had gone aground in the St. Clair river and she took fire while being pulled off and will be a total loss. She was insured with Smith, Davis & Co., of this city, as was also the cargo.

Reports from Montreal indicate that the shipments of Canadian bituminous coal from Montreal and over the St. Lawrence river route for the season will amount to 1,500,000 tons, the largest ever known.

Prominent Railroad Official Passes Away.

J. H. Barrett, general superintendent of the Buffalo, Rochester & Pittsburg railroad, died at seven o'clock Tuesday morning in Rochester, aged fifty-seven years. He has been in the railroad service for many years, beginning as an operator and agent at a small station, and rising to be one of the foremost operating men of the country. He has been general superintendent of the New York, Lake Erie & Western, Southern, and Chicago & Alton roads. The funeral will be held in Cleveland at the residence of his daughter, 378 Prospect avenue, at 9 a. m., Friday morning.

H. H. McDonald, formerly the representative here of the Pittsburg-Buffalo Co., has resigned to become assistant superintendent of transportation of the Monongahela River Consolidated Coal & Coke Co., at Pittsburg. Mr. McDonald has many friends here, who will learn of his departure with regret. T. P. Jones, vice-president of the company, is in charge of the local office at present.

J. B. Duval, of J. B. Duval & Co., has appointed Raymond Norton traveling salesman, vice J. C. Garvin, who resigned to go with the Acme Coal Mining Co. H. M. Albee has severed his connection with the Morlock Coal Co. and has opened an office for himself at No. 106 Pearl street. He starts out for himself with considerable experience. It is reported that C. F. Warmington, with F. M. Boynton, will soon open an office for himself.

C. B. Kinne, of C. B. Kinne & Co., left Wednesday night for a trip to the mines. Among the visitors in the city this week were W. C. Blodgett, sales agent of the Ontario & Western at Oswego, and R. E. Gibson, president of the Conger Coal Co., of Toronto.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., Nov. 11.—(Special Correspondence.)—There is continued activity in the hard coal market at this center and a fair tonnage is going forward to both the retail and consuming trade. The slightly colder weather the past week developed many wants in the way of coal supplies with the consumer and had an appreciative effect upon the wholesale market. Orders for prompt shipments are plentiful and at times quite urgent, while the buying for future needs is also increased, due to the daily depletion of stocks for several weeks past. The autumn season has been cooler than usual this year and the consumption of coal has, in consequence, been above the average. The trade, too, it is thought, has not been so forehanded in putting in supplies, making the market more sensitive to weather conditions. There is more coal going eastward and while the demand from there is rather light, enough regular business seems to come in to keep the vessel service moving. Continued cold weather will stimulate trade in that territory, as a good supply of coal is being carried by consumers, but its development should produce a larger volume of business. Tonnage the past week from the mines was somewhat heavier, but the car shortage is still interfering with the output of coal. Evidently some heavy shipments were made during the month of October as shown by the production of 5,121,000 tons, though the reports from the mines at no time indicated a full supply of cars and the large figures are therefore somewhat surprising. Shipments do not show any accumulation and it is manifest that the coal has gone into some of the active channels of the trade.

Bituminous Coal Shows an Improvement.

The bituminous coal market shows an improvement and while possibly not accentuated to the same extent in this territory as elsewhere, it is quite good and brought about by similar conditions existing. One of the chief features responsible for the more active state of things is the car situation which has been greatly retarding shipments on all roads, making consumers more restive and anxious to get some coal forward. The Pennsylvania is unable to give any of its shippers the number of cars desired to provide for the business now in hand demanding prompt delivery. This has resulted in the announcement of embargoes on cars to practically all points off the main lines to foreign roads and is especially affecting the New England markets on the all-rail shipments. The Baltimore & Ohio is somewhat better equipped, but a continuation of the general shortage of cars may also accentuate its position and reduce the number of cars it now has available. The reduced shipments to the Virginia cape ports and the extremely low ocean freights have stimulated buying materially in the east and more of this business is now coming to the Philadelphia and New York harbor ports for delivery. The all-rail trade is active and all consumers are inclined to increase their orders over what they have been taking. Prices are firmer and in some instances have advanced 5@10c. Transportation is fair, but cars are very short. In the coastwise vessel market rates are demoralized and quotations on freight are: Boston, Salem and Portland, 60c; sound ports, 50c; Portsmouth, 60@65c; Lynn, 75c.



Boston and the New England States.

BOSTON, MASS., Nov. 11.—(Special Correspondence.)—There is a fair demand for anthracite coal in this market and while still of a sporadic character it has improved the trade to a great extent. The entire tendency of the consuming trade is now towards heavier requirements and orders must in consequence shortly show a decided increase over what they have been in the recent past. The all-rail business is much the more active and is producing the largest proportion of the new business now developing in

the hands of shippers. The coastwise demand has not yet shown any great revival, though is better than it was. A larger percentage of the tonnage coming to the receiving ports is reshipped all-rail to inland points, especially from the sound, on account of the restriction in cars from the mines by the main line roads. This condition of cars on the all-rail shipments to this territory is not likely to improve in the near future; indeed, the opinion seems to be that it may be worse and this is borne out by the situation as it now appears. All the railroads are short of their usual equipment of coal cars and many of those in service being obliged to go to distant and off main line points, are very uncertain of getting back where they can be used. The receipts for the month of October manifest a gratifying increase in tonnage as compared with the figures of the two preceding months and this is likely to show a decided increase during the current month in order to meet the requirements which it is known still prevail here. At retail trade is fairly brisk and dealers have about all the orders they can conveniently look after. Prices are firm and show no deviation from schedule figures.

Bituminous Market Takes a Decided Turn for the Better.

The bituminous market has taken a decided turn for the better. The dilatory policy of consumers for several months past in not securing some stock for the winter's use and avoiding the usual delays to transportation at this season, has acted against the consuming trade during the week by a shortage of coal at the tidewater shipping ports, chiefly Norfolk and Newport News, where vessel tonnage is congested to many times the amount of what coal is there and likely to arrive for several weeks to come. The curtailment of the allotment of cars for shipment to these ports by the railroads has severely cut down the shipments and sometimes for days in special car shortage, but little coal arrives for loading. Everything in the way of coal in this harbor was cleaned up the first of the week and many buyers were eagerly looking for cargoes that might be available at an early date. Much of this business was on contracts, consumers not being forehanded and are accordingly now inconvenienced. October receipts of soft coal in this harbor show a decrease from the September figures, but is an increase of about 30,000 tons over October of 1903. Prices are unchanged but firmer, and there is talk of another advance of ten cents on Pocahontas and New River coals. The ocean freight market is very weak and rates have not changed materially from any of the ports. New York quotes to Boston 60c, and this also applies to the lower ports.



Receipts of Lake Coal at Milwaukee.

Receipts of coal by lake at Milwaukee, Wis., for October and for the season till November first, 1904, as compared with similar period in 1903, as reported by the North Western Fuel Co., at that point, were as follows:

Description.	Oct., 1904.	Oct., 1903.	Year to Nov. 1, 1904.	Year to Nov. 1, 1903.
Anthracite	113,801	130,257	654,305	844,348
Bituminous	177,470	138,457	1,038,139	1,120,080
Totals	291,271	268,714	1,692,444	1,964,428

The decrease in the lake shipments of anthracite to November first, 1904, as compared with the figures for last year amounted to 190,043 tons; and 81,941 tons of bituminous coal, creating a total shortage of 271,984 tons of all descriptions of coal.



New York Central Coal and Coke Tonnage.

Coal and coke tonnage originating on the New York Central railroad in the Beech Creek region of Pennsylvania for the week ending October twenty-first, the year to that date and the corresponding period in 1903 was as follows:

Coal tonnage for week	151,787
Total for year 1904	5,805,366
Total for last year	6,093,356
Coke tonnage for week	667
Coke tonnage for year	21,266
Coke tonnage for last year	85,321



Huntingdon and Broad Top Coal Tonnage.

The Huntingdon and Broad Top Railroad & Coal Co. reports the following coal tonnage transported over its line for the week ending November fifth, the corresponding week last year, the year to date and the corresponding period in 1903:

	Broad Top.	Cumberland.	Total.
Week ending Nov. 5, 1904...	8,840	19,528	28,368
Corresponding week, 1903...	15,430	29,831	45,262
Total for year 1904	488,592	932,610	1,421,203
Corresponding period, 1903	897,169	1,052,856	1,950,025



The judges at the world's fair, St. Louis, Mo., recently awarded first prize to the Pittsburg Coal Co., of Pittsburg, Pa., which covers that company's exhibit at the fair, and a gold medal on the mine model exhibited, which was said to be of the most perfect design.



Two bituminous coal mines at Osceola, Pa., have been leased by Senator Hertzler, of Port Royal; S. L. Meloy, Harrisburg, and D. G. Corbin, Granville, Pa. The firm will be known as the Coal Run Coal Co., and will have an output of twelve cars of coal daily. Senator Hertzler is president of the company and S. L. Meloy, secretary and treasurer.

Eastern General and Personal Notes.

William Chamberlain, for some time identified with the coal trade in New York city, has accepted a position as salesman for Lemuel E. Wells in the handling of his high grade products in this territory.

The formal transfer of the Poughkeepsie bridge system to the New York, New Haven & Hartford railroad was accomplished during the week when new boards of directors of the various lines represented were elected.

The Manhattan Coal Briquette Co., of New York, to manufacture fuel, is a new corporation with an authorized capital of \$75,000. The directors are as follows: Herbert Levenson, Bernard Nevelson and Davis Gumbiner, all of New York.

Anthracite production for the month of October is reported to be 5,121,000 tons, a considerable gain over September and in excess of what was generally anticipated. This output exceeds September this year by 1,153,400 tons and October, 1903, by 1,194,400 tons.

Daniel F. Connor, sales agent for Whitney & Kemmerer at New York, spent several days of last week at the company's mines in an effort to secure increased shipments for current business. The firm reports October as being their banner month for the present year.

Jeremiah Skidmore's Sons, of New York, are putting up a modern coal handling plant at their First avenue yard and, when completed, it will give them facilities their trade has demanded for some time. The foundations are now in and other work is being hurried along.

J. D. Huddell, New York sales agent, for the Keystone Coal & Coke Co. was in Philadelphia the first of the week on a business trip. Mr. Huddell is working up a considerable business for his company in this market and the east. He anticipates even better things in the future.

It is reported that Marston & Son, of Brooklyn, have been awarded the contract to supply the Arbuckle sugar refinery of that city with 20,000 tons of soft coal for delivery during the ensuing year. It is understood that Wilfred Johnson & Co.'s Ursina coal will be furnished on this contract.

Lucien Hill, manager of the New York office of the United Coal Co., left on Thursday of last week for a business trip to Canada and the east. He will visit Montreal, St. Albans, Portland and Boston. This company is doing a nice business on its gas coals since entering the tidewater markets.

The new breaker of the Lehigh Coal & Navigation Co., at Carbondale, Pa., has been completed and it is expected that by the first of the year this colliery, which will be one of the most modern in the anthracite region, will have a capacity of 1,000 tons and give employment to a vast number of men and boys.

Swan Hartwell, of the H. N. Hartwell & Son, of Boston, Mass., who has been in the Maine woods for the past two weeks hunting, returned to New York on Monday of this week with a full string of game and in splendid physical condition. He left in the evening for Boston to resume his official duties in that city.

G. D. Curtis, of the Curtis-Blaisdell Co., of New York, returned on Wednesday of last week from a visit of several days to the scenes of his college days at Gambier, Ohio. Mr. Curtis is a graduate of Kenyon college at that place and he attended the exercises that were being held there at that time and incidentally renewed old friendships with former acquaintances.

Charles W. Hays, who is one of the oldest residents of New York identified with the coal trade, with offices at No. 1 Broadway, has accepted a position as salesman with the Keystone Coal & Coke Co. to cover New York and adjacent territory. Mr. Hays has had a wide and long experience in the sale of coals, and with his usual energy and ability should do well in this new undertaking.

The New River Coal Sales Co. has appointed J. C. Wheeler western sales agent for the company and has established offices in the Neave building, Cincinnati, Ohio. The company has recently increased its tonnage at the mines and, being desirous of placing coal in the west, it was decided to enter that market at this time. E. A. Willard, general manager of sales, will have supervision of the western sales department.

Hillebrand & Moore have shown splendid progress in the development of their business since the first of the year, when they entered the coal trade. They have recently made arrangements with the Pennsylvania railroad as bonded shippers over that line, enabling them to pay their freight on all tide shipments and are in a strong position to further increase the trade on their high grade coals in the New York market.

The Big Falls Coal Co., of Beechwood, W. Va., recently delivered in Pittsburg, Pa., the first tow of coal ever brought out of the upper Monongahela river. Those interested in the company are F. D. Grannis, G. D. Grannis, J. W. Minor, W. E. Minor, O. J. Boggess and J. A. Todd. This company is extensively engaged in the development of lands along the upper Monongahela, and if it does not find a market for its coal at Pittsburg it will be reloaded and forwarded to the lakes.

Aldrich & Kelly are a new firm in the transportation business, connected with the New York harbor and river coal trade. They opened an office on the third floor of the Whitehall building, New York city, the first of the week and own a fleet of boats. Formerly they were located at Kingston, N. Y., and engaged principally in the river and canal business. W. D. Dittmar, a vessel broker for several years in the harbor, is associated in the office with them and is making his headquarters there.

The Pennsylvania railroad issued an announcement to shippers over its line last week to the effect that all shipments of coal to New England territory, all-rail, in connection with the New York, New Haven & Hartford railroad are embargoed, both on the company's cars and those of the New

Haven road for all commercial purposes. It is thought this may mean a reduction of all-rail shipments to that territory and may be made permanent in view of a possible further shortage of cars as the winter weather approaches. Officials of the road say they do not know when the embargo will be removed.

The Board of Directors of the Lehigh Coal & Navigation Co. at its meeting on Monday last, declared a semi-annual dividend of three and one-half per cent, and authorized a stock allotment of ten per cent, which is offered to the stockholders at par—\$50. per share. There was general expectation that the dividend rate would be increased to four per cent, making an eight per cent stock, but President Riley of the company says, that while the earnings for the current year might justify an increase in the regular rate, the management does not consider it wise as heavier charges will have to be made against this year's earnings to cover repairs to the canal system owned by the company.

The Boston Chamber of Commerce, of Boston, Mass., reports the receipts of coal by water for the past month and the year to date as compared with the same period the previous year as follows:

	1904		1903	
	Month.	Year.	Month.	Year.
	Tons.	Tons.	Tons.	Tons.
Anthracite	182,106	1,727,456	176,719	1,888,805
Bituminous	196,840	2,095,129	166,211	1,812,124

Receipts of provincial soft coal show quite a falling off for the year to November first as compared with last year, the receipts for the ten months amounting to 450,811 tons as against 527,044 tons in 1903, a decrease of 76,233 tons.

The New York Glucose Co., owners of a large plant at Edgewater, N. J., on the west bank of the Hudson river, opposite the Riverside drive and the residences of prominent New Yorkers, which is alleged to have been the worst violator of the smoke ordinance, recently complained against by residents of New York, now announces that it is prepared and will spend \$125,000, in altering its furnaces for the use of hard coal and will thereafter burn only that fuel. While this does not give the entire relief desired by the complainants, other plants still continuing the evil, it is worthy of note that this company's action was not taken in obedience to a court order, but in recognition of the rights of the people and in response to popular protests. There are many conspicuous offenders of years standing on that side of the river who continue to pollute the atmosphere in disregard of the law and it is hoped they may take a lesson from the action of this company.

The Ingersoll-Scrgeant Drill Co., of New York city, who supplied much of the machinery used in the excavation and building of the New York subway in the way of air compressors, rock drills, hoists, pneumatic tools, etc., has just issued a descriptive booklet on the history and construction of this piece of engineering which is of considerable interest and is greatly appreciated by friends of the company who have received it. The book is beautifully bound, printed on heavy book paper and attractively illustrated with views of the tunnel, taken at different stages of its construction, and the power operating plants attached thereto. It contains among many other things about the tunnel a complete history of the difficulties encountered in the undertaking; also the chief engineer's report of some of the quantities of the principal materials required in the work, showing that by far the most costly item was that of the rock excavation in open cuts and the tunnel.

At the invitation of President Baer and President Thomas, the Interstate Commerce Commission accepted an invitation last week to visit the anthracite collieries for the purpose of investigating mining and transportation conditions in connection with the suit brought against the coal-carrying roads. The party which was conveyed in private cars over the Reading railroad was accompanied by President Baer, Vice-Presidents Voorhees, Henderson and Luther; J. D. Campbell, general solicitor; A. T. Dice, general superintendent, and General Superintendent Richards, of the Philadelphia & Reading Coal & Iron Co., left Philadelphia Thursday night and spent Friday in the Shamokin and Pottsville fields. It then proceeded to the upper region, where on Saturday the commission was accompanied by President Truesdale, of the Lackawanna; Mr. Brownell, of the Erie, and President Thomas, of the Lehigh Valley, on a trip of inspection. Many questions were asked of the superintendents and engineers at the collieries as to conditions existing. The commissioners said on their return that they had gained knowledge that would be useful to them in the fulfillment of their official duties.

The exports of coal and coke from the United States for the nine months ending September thirty-first are reported by the Bureau of Statistics at Washington as follows: Anthracite, 1,781,562 tons, an increase of 82,980 tons over the same period of last year; bituminous, 4,687,808 tons, an increase of 72,201 tons as compared with 1903. Coke exports amounted to 392,929 tons, as against 311,197 tons last year. This makes a total shipment for the nine months of coal and coke of 6,862,299 tons. Canada is the largest consumer of anthracite and, with Mexico, also takes most of the coke exported. Canada received 1,759,745 tons of anthracite and 3,197,153 tons of bituminous, showing an increase of 82,976 tons in the former and a decrease of 179,980 tons of the latter. Shipments to Mexico were 686,291 tons, showing an increase of 72,660 tons. Cuba received 342,483 tons, an increase of 57,158 tons, while the other West Indies increased 26,886 tons over the same period of last year. France took three times as much of our coal this year as compared with last year and Italy twice as much. The imports into the United States during the same period amounted to 1,187,464 tons, a decrease of 1,636,845 tons. Of the coal imported this year, 44,424 tons was classed as anthracite, the balance being bituminous, most of the imports going to the Pacific coast ports.

Talks in the Field of the Retail Dealer.

Written for The Black Diamond.

The program for the retail dealer during the month of November should involve the greatest activity of the year.

The first and foremost consideration should be to get as much coal in consumer's bins as possible, so that later, when there is a car shortage and the dealer is having difficulty in getting supplies of coal, there will not be so much demand made on him for supplies.

The one thing that should be kept in mind is that conditions as to car supply and transportation this winter will be more serious than they have been for a couple of years—possibly as serious as they were during the season immediately following the anthracite strike, when every one was clamoring for coal and there was no coal to be had.

The intelligent retailer will act upon a condition which always obtains in the coal trade and that is that the consumer never knows trade conditions and usually places himself in the worst possible position in his buying policy.

This is borne out by the recent history of the buying policy of householders.

A year ago consumers bought all their coal in the summer time with the consequence that prices were lower in the winter and they could have bought their fuel supply at a less figure in January than in July. Some of them were pretty hard hit and determined to buy their coal this year as late as possible in the hope that the same conditions would prevail.

As a consequence householders have neglected to take in even a nominal supply of fuel this fall, and unless they are urged to buy early in the winter they will get hit as hard, owing to this dilatory policy, as they did a year ago, although in a different way.

When they want the coal they will find that prices are higher than they were in the summer and that transportation has entered into the situation to such an extent that it is almost impossible to obtain fuel when they need it.

The retail coal dealer who advises his customers acting upon this view of the situation will be conferring a real benefit upon them.

Take Off List of Consumers Who Have Not Yet Bought Coal.

For my part, if I were in the retail coal business I would go through my books and would take off from them about the first of November a list of householders who had neglected to take in coal.

With this list in hand I would endeavor to reach each one individually and emphasize the features of the situation which have been outlined above.

This can be done either by personal solicitation or by sending them through the mails a neatly printed card calling their attention to these conditions in an emphatic manner.

My own plan would be to personally solicit the larger trade and to send the card to the smaller consumers.

I do not believe in personally calling upon the small consumer for the reason that the average person so called upon will interpret your visit to mean that you are over-anxious to secure business and will endeavor to secure lower prices and concessions that otherwise you would not be obliged to grant.

Small users of coal seem to think that as soon as a coal man calls upon them that if they give an order for fuel concessions should be made them. This is not a condition, but an actuality.

The large consumer will not look upon this matter in the same light. In fact, you can reason with him and if he thinks you are very anxious to secure business, you can throw out a hint that he will find, from a careful investigation, that you are endeavoring to aid him.

If he resents this hint and attempts to demand concessions, tell him the truth about the future and then let him alone.

If he does not believe you, he will be brought to a realizing sense of the truth of your statements before the end of the winter, and the next time that you approach him you will find that he is one of your friends.

Now as to the card that should be sent out. I would have it printed on one side of a fairly heavy cardboard in such a size as will slip easily into an envelope. I think I would print such a card in some such manner as follows:

MR. ROBERT JONES:

Dear Sir—Upon looking over our books we find that you have not yet taken in your winter supply of coal. We feel that you do not fully appreciate the conditions that will apply to the coal trade this winter, and therefore desire to call your attention to them. After the first of December much difficulty will be experienced in getting coal from the mines, owing to the heavy freight traffic and a shortage of cars. These conditions will be worse than they have been in a number of years and prices later on are likely to be much higher. If you desire to get your fuel supply at as low a price as possible we would advise you to order immediately. We have every facility for delivering our coal promptly at the lowest cash figures now, while later all coal dealers may be unable to meet your wants.

Yours respectfully,
SMITH & SON.

This letter, we believe, will bring in considerable business. Of course, in sending such a letter the idea is outlined in a general way.

The dealer who is facing local conditions may be able to make it much more emphatic than we have made this suggestive letter. It should be made as strong as possible.

I think a very good idea would be to follow it up about the last week in November with another letter which is still stronger, to those who paid no attention to the first.

Should Follow It Up With a Second Letter.

This second letter I would write something as follows:

ROBERT SMITH, Esq.:

Dear Sir—We wrote you once before about taking in your fuel supply for winter, but have failed to receive your order thus far. The situation in the meantime is becoming very serious as far as transportation is considered. We are confident that our prediction will be more than justified and that if you do not take in your coal now you will pay a much higher price for it. This matter merits your attention, not because we need the business, but in order to save you money. We have about all the business we can take care of, but we consider in bringing this matter to your attention that we are doing you a favor which you will appreciate before the end of the winter. Our prices are already slightly higher than they were and there are still further advances in prospect.

Yours truly,
SMITH & SON.

In addition to these methods of stimulating business I would also suggest that the retail coal dealer ought to keep his local newspaper informed concerning any phase of the transportation situation which is likely to result in short supplies of coal later in the year.

I do not mean by that that he should be interviewed on any false phases of the situation. If he is interviewed for the local newspaper he should tell the truth, and I feel confident that probably before the end of November there will be enough bad features of the situation so that such an interview would attract attention.

Of course a coal dealer who gives out such an interview as this not only benefits himself, but all the other dealers in business in that community. It is probable that he benefits himself most, because, if the facts sustain him later, he gains the confidence of householders to such an extent that they are likely to remember him when placing orders for coal.

Benefit of Securing Orders During November.

The careful retail coal dealer is the one who does business under the most favorable conditions.

Deliveries of coal made in November on the same basis of gross profit as those in January are to his advantage. In the early part of the season he does not have to contend against ice and snow in making his deliveries and usually he is not quite so busy, so that he can give them better attention and get better returns from his labor, such as teamsters and yardmen.

From a business standpoint, he should endeavor to get as much coal as possible delivered as early as possible, because it will make his profits surer and not results greater.

This is the consideration that should induce the retailer to be aggressive in his business methods during November, but as I said in the first place, he will confer a favor on his customers by getting them to take in coal early, from the fact that he can sell it at a more reasonable price.

I think it will develop during the winter that there is a considerable shortage of coal in dealers' hands, and arguments along the lines I have indicated will be fully sustained.

A dealer who calls the turn on the future situation in this way for the benefit of his customers will not only gain their good will, but their confidence as well.

Next year they will pay attention to suggestions of this character, if they appear to be, and are necessary, and benefiting consumers in this way will attract business to him that he never before had.

In other words, the confidence of the public in the practical coal dealer who looks out for the public will be greatly increased, and confidence on the part of the consumer of any commodity means a greater volume of business.



A terrible accident occurred recently in the Nanticoke mine at Pittston, Pa., which threw ten men down the shaft to their death. When the loaded cage started down the shaft the engineer lost control of it, but after it had shot down 1,000 feet or more, the safety clutch worked, stopping the fall so suddenly that the bottom of the car was forced out, dropping the men to the bottom of the shaft.



The output of the Dominion Coal Co., Nova Scotia, for the month of October showed an increase of more than 18,000 tons over that of September, which increase was also apparent in the shipments of this company.

Western Retail Notes.

Bert Shaw has purchased the retail coal business of Malmberg Bros., at Litchville, N. D.

C. E. Jamieson is a new wood and coal dealer at Stillwater, Minn., with an office in the Albert Wilson book store.

Botts & Co. have erected coal sheds at Henderson, Minn., and will engage in the retail coal and wood business at that point.

John Hiler, of East Grand Forks, Minn., is considering the advisability of establishing a branch of his retail coal and wood business at Erskine, Minn.

Ford Davis, of Middlefield, Ohio, has leased the retail coal yards and feed business of William Adams at East Claridon, Ohio, and has taken charge.

The town council of Chinook, Mont., recently awarded the contract to furnish a supply of bituminous coal to the municipality at \$3.80 per ton to William Kerr.

The board of public safety has awarded the contract to furnish bituminous coal to the fire department of Terre Haute, Ind., to the New Pittsburgh Coal & Coke Co. at \$1.95 per ton.

The Consolidated Lumber Co. has been awarded the contract to supply the city of Stillwater with 100 tons of Hocking at \$4.80 per ton and fifteen tons of anthracite at \$8.75 per ton the coming year.

The city council of Sioux Falls, S. D., for the second time has rejected all bids to supply coal for municipal purposes and will advertise again. It is probable the contract will be made for Illinois coal.

The Great Western Elevator Co. is planning to establish a retail coal yard at Gary, Minn., which it is claimed will be the first in that town. The residents of Gary are jubilant over the addition of this enterprise to those already there.

It is reported that John Gibson of the Gibson Coal Co., Des Moines, Iowa, was recently investigating a large tract of land on University avenue between Fifteenth and Seventeenth streets, Des Moines, with a view to purchasing it.

The Aid Coal Co. has been incorporated at St. Louis, Mo., with an authorized capital of \$10,000 to do a general coal and coal mining business. The incorporators of the company are Francis A. Aid, Herbert H. Aid and Clarice P. Aid.

The North Liberty Lumber & Coal Co. has been incorporated at North Liberty, Ind., with an authorized capital of \$10,000. The incorporators are Isaac Colborn, Goodland, Ind.; Abraham R. Colborn, Michigan City; Frank H. Foe, North Liberty.

The Youghiogheny & Lehigh Coal Co. and the Jones & Adams Co. have been awarded the contract for furnishing the bituminous coal required by the city waterworks of St. Paul, Minn., during the coming year. The contract amounts to over \$7,000.

On November first the Northwestern railroad advanced the freight rates on Iowa coal into Council Bluffs and Omaha from \$1.01 to \$1.06 per ton, which corresponds with the advance recently made effective by the other Iowa lines entering those two cities.

The board of county commissioners at Crookston, Minn, recently awarded a contract to furnish anthracite to the county buildings to N. P. Stone at \$7.00 per ton. George and Albert Lillo were awarded the contract to furnish 300 cords of dry poplar body wood at \$3.75 per cord.

G. H. Currier, of Prescott, Iowa, has sold his grain and coal business at that point to George A. Stebbins, of Chicago, who took possession on November first. It is understood the price obtained was \$5,000. Mr. Stebbins, Jr., and Ray Currier will manage the business.

The retail coal market at South Bend, Ind., is now on a steady basis and a fair amount of business is being done. Anthracite is held steady at \$8.00 per ton, a price which will prevail all winter and the yards are well stocked with that description of coal and with bituminous.

While tests are being made of the coal furnished the public schools of Detroit by the Detroit Coal & Coke Co., its bill is held up pending the decision. The Detroit Coal & Coke Co. has retaliated at this action by refusing to deliver any more coal until its bill, now due, is paid.

The American Coal Co. has been organized and has leased the elevator owned by A. White and has purchased his stock of coal at Ripley, Ohio. W. G. Wagenhals is general manager of the company and C. M. Torrence, superintendent. They expect to increase the business of the company and in addition to doing a retail business will engage in the wholesale trade.

M. C. Camp & Co., have succeeded to the retail coal, salt and grain business of J. M. Camp at Bement, Ill. J. M. Camp, who retires, has been in the coal business at that point since 1872. He has other interests which will take his attention. The new firm is composed of M. C. Camp and L. Z. Camp. M. C. Camp has grown up in the business and is thoroughly posted concerning it.

An effective way of stopping thefts of coal has been tried in Bay City, Mich. The Wenona Coal Co., of that city, has suffered heavy losses from this cause and after watching for some time recently caused the arrest of twenty boys, who, it is alleged, were helping themselves to coal owned by this company and shipped by way of the Grand Trunk railway. The Wenona Coal Co. will not prosecute the boys, as most of them have paid for the coal which they stole and have promised not to commit any more thefts of this character.

The Porter Lumber Co., of Luverne, Minn., and the Tuthill Lumber Co., of Sioux Falls, S. D., are said to be engaged in a trade war, which has resulted in a cut in the price of anthracite. Some time since it is reported that the Tuthill Lumber Co. opened a branch office and yard at

Luverne. This was considered an invasion of its territory by the Luverne company, and it retaliated by invading Sioux Falls and offering anthracite at \$9.00 a ton, a dollar below the established price. The state peddlers' law was invoked against it in South Dakota, and due to the fact the company had no sheds in Sioux Falls it was held to be a transient dealer and was assessed taxes on this basis.

Eastern Retail Notes.

It is stated that coal prices at Hartford, Conn., will be steady for some time to come, and that coal market is in satisfactory condition.

The coal business at Delanson, N. Y., on account of the recent death of W. H. Sheldon, has passed into the hands of Wilson Briggs.

The Bowenville Coal Co., of Fall River, Mass., has entered suit for \$10,000 against the city of Fall River to recover damages caused by the alleged filling in of their docks by sewage.

The Phelps & Spaulding Coal Co. was recently incorporated at Saratoga Springs, N. Y., with an authorized capital of \$10,000. The incorporators are Watson E. Phelps, Fred Spaulding and Will H. Blackmer.

Harry Brown and Harry G. Werner, of Lebanon, Pa., recently formed a partnership to engage in the coal business and purchased the Brandywine coal yard from H. H. Lincaweaver, at that place. Both are well known and popular business men.

The East New York Coal Co. was recently incorporated at Elmira, N. Y., with an authorized capital of \$65,000. There are three directors of the company, James B. Rathbone, of Elmira; William S. McCord and George Sergeant, of Brooklyn, N. Y.

It has been denied that the Dock & Coal Co., of Plattsburg, N. Y., has a contract for supplying coal to the state hospital for consumptives at Raybrook, N. Y., and other institutions in that state. This company supplies the coal used at the hospital, but no contract exists.

The Philadelphia Coal Exchange recently held its regular monthly meeting in the Bourse building, Philadelphia, Pa., at which there was a very large attendance. Nominations were made for officers and directors and it was stated that members are well satisfied with present conditions.

The McKown Coal Co. was recently organized at Boothbay Harbor, Maine, with an authorized capital of \$100,000 for the purpose of dealing in building materials. The promoters of the new company are C. A. Backer, president, Melrose, Mass.; Jason C. McKown, treasurer; M. D. McKown, James N. Albee, C. R. Tupper and E. S. McKown, of Boothbay Harbor.

The Retail Coal Dealers' Association of Wilmington, Del., recently held its annual meeting when the following officers were elected for the ensuing year: President, Lewis W. Brosius; secretary, Edward Mendenhall Phillips; treasurer, Joseph H. Gooding; executive committee, A. D. Warner, chairman; Lewis P. Bush, Lewis W. Brosius, H. T. Sergeant, Edward M. Phillips.

Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York.

There is still a scarcity of tonnage wanting freights to Cuban, Mexican and Windward Island ports, although there are occasional steamers desiring such business for special reasons, and willing to accept less than quoted market rates. Owners of steamers much prefer cargoes to Cuban rather than to Mexican ports at the difference in rates that is now current, and seem to object strongly to Tampico business on account of Schedule No. 3 conditions for discharging. The steamer Ostergotland accepted a low rate on coal to Vera Cruz, owing to the fact that it was chartered for coastwise business in Mexico, and was obliged to proceed to Vera Cruz, and the steamer Drumelzier secured a high rate for Havana, as the shippers were obliged to charter a prompt boat.

Shippers of coal to South American ports seem to be unable to secure tonnage at their limits, owners asking slightly higher figures. Steamer Yanariva, 2,155 tons register, was chartered in London to load coal at Norfolk for Lisbon at about 8s 6d, and although additional tonnage has been offered at this figure for the Mediterranean range, shippers do not seem to be able to meet owners' ideas. Steamers are again offering freely for far cast freights, but there is no demand for tonnage in this direction.

We would quote freight rates by steamer as follows: \$1.30 to Havana or Matanzas; \$1.75 to Cardenas or Sagua; \$1.50@1.55 to Cienfuegos; \$1.45 to Port of Spain, Trinidad; \$1.60 to St. Lucia; \$1.65 to St. Thomas; \$1.75 to Barbados; \$1.50 to Kingston; \$1.25 and port charges to Curacao; \$2.15@2.25 to Demerara; \$1.70 to Bermuda; \$1.45@1.50 to Vera Cruz; \$1.55 to Tampico with Schedule No. 3 conditions for discharging; 7s 6d@8s 6d to a direct port in the Mediterranean, not east of the west coast of Italy, Spain excluded; 9s@9s 6d to Rio; 7s 6d@8s 6d to Buenos Ayres; \$5.00@5.10 to Manila

Pennsylvania Coal and Coke Shipments.

Shipments of coal and coke originating on the lines of the Pennsylvania railroad east of Pittsburg and Erie for the week ending October twenty-ninth aggregated 841,283 tons. This was distributed as follows:

	1904. Week ending Oct. 29.	1904. Year to Oct. 29.	1903. Year to Oct. 31.
Anthracite coal.....	97,017	3,694,062	3,567,047
Bituminous	562,480	22,230,326	23,162,959
Coke	181,786	7,017,076	8,103,308
Total	841,283	32,941,464	34,833,314

Eastern Coal and Coke Notes.**New Eastern Enterprises.**

The Miller Coal Co. was recently incorporated at Philadelphia, Pa., with an authorized capital of \$10,000.

The Wilson Coal Co. was recently incorporated at North Belle Vernon, Pa., with an authorized capital of \$10,000.

The Nevada Coal Co. was recently incorporated at Dover, Del., with an authorized capital of \$1,000,000 for the purpose of acquiring coal lands.

The Crystal Block Coal & Clay Manufacturing Co. was recently incorporated with headquarters at Allegheny, Pa., with an authorized capital of \$100,000.

The Mohawk Smokeless Coal Co., of Grafton, W. Va., is arranging for the development of 2,500 acres of coal land near that place and mines are being speedily equipped.

The Lincoln Coal & Coke Co., of Scottdale, Pa., was recently incorporated with an authorized capital of \$75,000. The directors are A. L. Keister, B. F. Keister, F. O. Keister, A. C. Overholt and Charles Loucks, all of that place.

The Great Lakes & Middle West Coal Co. was recently incorporated at Portland, Maine, with an authorized capital of \$10,000. The officers of the new company are: K. S. Harris, president, Portland; H. P. Sweetser, Portland, treasurer.

General Eastern Coal and Coke Notes.

A half interest in the Coal River & Western railway at Charleston, W. Va., was recently transferred from Ohio people to Senator W. C. Sproul.

The Trotter Coke Works, Connellsville, Pa., recently resumed operations and the 464 remodeled coke ovens are the scene of great activity. Employment has been given to 500 men.

In the grievance of the miners of the Northern Anthracite Coal Co., Bernice, Pa., it was decided by Umpire Wright that the miners had no cause for complaint and that they should return to work.

The season for the receipt of coal at Toronto Harbor, Ont., closed the last of October with a gain of 2,150 tons for that month over that of October, 1903. For the entire season, however, a falling off is to be noticed.

The W. A. Stone Coal Co., of Uniontown, Pa., recently purchased 250 acres of coal land in the Cass district in Monongalia county, W. Va., which it has commenced to develop. This company is capitalized at \$100,000.

The Oates Bros. Co., of Monongahela, Pa., has recently purchased several acres of coal land in Monongahela for the Charleroi Fuel Co., of Pittsburgh, which is capitalized at \$5,000. Coal will be placed on the market in a short time.

Upon the completion of the new Baltimore & Ohio railroad bridge at

Fairmont, Pa., which will result in a branch line into that field, three veins of coal, embracing thousands of acres of coal lands, will be accessible for development.

The widows of eighteen miners who lost their lives in the Harwick mine disaster, near Pittsburgh, Pa., on January twenty-fifth last, have sued the Allegheny Coal Co. for \$10,000 each, charging negligence on the part of the company.

Nearly all the anthracite mines in Pennsylvania were closed down on Mitchell Day, Saturday, October twenty-ninth, to give the miners an opportunity to properly observe the day. Some of the mines did not resume work till Wednesday morning of this week.

A new record was made at the government coaling station at Bradford, R. I., recently, when 170 tons of coal were loaded into the United States collier Sterling in less than an hour, while 2,100 tons of coal were unloaded from the collier Hannibal in less than four days.

The Philadelphia & Reading Coal & Iron Co., has decided to wipe out speakeasies and the liquor traffic from its property and has served notice on its many tenants to this effect, which notice, if not obeyed, will result in their ejection from the premises of the company.

There has been a slight spreading of the mine cavein at Duryea, Pa., cracks having been noticed on different streets, and it is believed that the flood in the mines, which caused the cavein, is finding its way to the Hallstead mine workings in the vicinity of Duryea.

The Crystal Rock Coal & Clay Co., of Allegheny, Pa., recently incorporated, has begun the development of a tract of 300 acres of coal land in Mercer county, West Virginia. In addition to a vein of soft coal there has been found a vein of cannel coal from six to eight feet thick.

A mass meeting of the miners in the Tamaqua (Pa.) district was recently held to consider the action of the Lehigh Coal & Navigation Co. in discharging several miners who refused to work on Mitchell day, and it is feared that if they are not reinstated serious trouble will ensue.

The H. C. Frick Coke Co. recently broke the record for hoisting mine cars at its Lambert mine in the Connellsville region by hoisting 575 cars in the six hours from 6:00 a. m. till noon, the depth of the shaft being 640 feet. This is an average of nearly 100 cars an hour, which is a remarkable record.

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Shipments "All Rail," and from yards and docks at Chicago and Toledo.

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If you wait too long

before getting in a supply of coal you may have considerable trouble in securing prompt shipment. Better let us quote you now.

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Old Hickory, Low Vein Block.

JONES & ADAMS CO.,

Miners and Shippers,
GENERAL OFFICE, 355 Dearborn St., CHICAGO, ILL.

Literary Notes.

The Youth's Companion uses entertainment as a means rather than an end, conveying always in its fiction and its articles some convincing truth or some contribution to the useful knowledge of its readers. The 225 men and women enlisted to write for *The Companion* represent an infinite variety of talents and callings. Through *The Companion* they address not only the young and impressionable, but the fathers and mothers of the nation. The entire family claim a share in the good things which fill *The Companion's* pages. Full illustrated announcement, describing the principal features of *The Companion's* new volume for 1905, will be sent to any address free. The new subscriber for 1905 will receive all the issues of *The Companion* for the remaining weeks of 1904 free from the time of subscription, also *The Companion's* "Carnations" calendar for 1905, lithographed in twelve colors and gold.

THE YOUTH'S COMPANION, 144 Berkeley street, Boston, Mass.

The November St. Nicholas, No. 1 of Volume XXXII, is notable by virtue of the first chapters of L. Frank Baum's new serial, "Queen Zixi of Ix." Mr. Baum will be remembered as the author of "The Wizard of Oz" and other delightful absurdities; and this new story starts off so fascinatingly that every young reader will welcome the announcement that "Queen Zixi of Ix" is to run all through the year. Very timely for a Thanksgiving month issue is Leslie W. Quirk's "A Goal from the Field," another "Baby Elton" story. "Little X," by Winifred Kirkland, is a pretty story of life in a girls' school, with a sugar-coated moral. Bertha E. Bush has written of "A Roman Boy's Birthday." Isabel Gordon Curtis's "The Debut of 'Dan' Webster" is exceedingly clever. "A Composition on an Apple" is the story of a little lad and his teacher, for young and old. The number also brings the last chapter of Gensai Murai's story of a Japanese Boy, "Kibun Daizin." The November St. Nicholas brings, too, the first of what promises to be a series of rarely instructive and valuable papers for young readers by the well-known art critic, Charles H. Caffin. The papers will be grouped under the heading, "How to Study Pictures." And there is another series of helpful and instructive articles beginning in this issue, entitled "The Practical Boy," by Joseph H. Adams. This first paper treats of simple carpentry and joining and the use of tools in a clear, practical manner, with many illustrations to help the amateur

Continued on page 1070.

G. C. BOWMAN MINER and SHIPPER

ANTHRACITE — COKE — BITUMINOUS

SOLE SHIPPER

"Avoca" (Pittston District). "Lopez" (Bernice District).

MINE AGENT

"Buck Mountain"

"Big Vein Lehigh"

"Wilkes Barre"

And other grades Anthracite

Connellsville, Latrobe, Gallitzin and West Virginia Coke.

ADDRESS ALL COMMUNICATIONS TO 119 WILLIAM ST., PITSTON, PA.

Anthracite Shipments made by Rail or Water via P. R. R., P. & R. R. R., L. V. R. R., Erie R. R., and their connections.

"Perfection" Smithing
"Best" Gas
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And other grades Bituminous

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A 600 ton daily capacity
Luhrig Coal Washing
Plant operated in con-
nection with mine.

Southern Coal and Coke Notes.

New Southern Enterprises.

It is reported that a company was recently formed at Deerfield, Va., for the purpose of developing coal deposits on the land of D. S. Taylor and Ida and Etta Summers, near that place.

The South & West Coal Co. was recently organized at Big Stone Gap, Va., with an authorized capital of \$25,000. R. B. Allover is president; R. A. Ayers, vice-president, and W. H. Hylton, secretary-treasurer.

The Emory River Coal Co. was recently formed at Atlanta, Ga., by George P. Howard, A. H. Wood, A. J. Howard and W. S. Wood, the author-

"Don't Wabble"

In times such as you have been going through when the effect of a strike is problematical.

When the market is nervous and unsteady.

"When nobody knows nothing."

The Chicago Coal Clearing House is better than a Red Raven Split — It keeps you steady — Keep in touch with us — *It pays.*

Inquire of us what you want — List what you want to sell.

"Saves Time, Makes Money"

Chicago Coal Clearing House Company

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F. N. SIMMONS, General Manager

ized capitalization being \$10,000. The company will deal in coal and manufacture and sell coke.

A territorial charter was recently granted to the National Farmers' Exchange at Guthrie, Okla., with headquarters at Pierre, S. D., and Chicago, Ill., with an authorized capital of \$50,000,000. The purpose of the organization is to deal in coal, lumber, etc.

The Morton & Gordon Co., composed of John G. Morton, William L. Gordon and M. K. Gordon, all of Madisonville, Ky., was recently incorporated at Frankfort, Ky. The company has the power to buy, sell and deal in coal mines and sell the products of these mines.

General Southern Coal and Coke Notes.

Owing to the heavy coal traffic on the Paducah (Ky.) branch of the Illinois Central, the company has converted 250 ballast cars into coal cars.

The development of the coal resources of Leeds, Ala., is pronounced and far-reaching in its scope and character. Two or three new mines shortly will be opened up in that vicinity.

It is stated that labor troubles in Alabama have improved somewhat, but that contract coal will be transported by the Southern railway for several months. Shippers at Knoxville, Tenn., are having no trouble in getting cars.

A twenty-two inch vein of coal was recently opened up a few miles north of Lamar, Ark. The shaft has been sunk to the depth of fifteen feet and the coal is of an excellent quality. The development of this enterprise will be rapidly pushed.

The Pioneer Mining & Manufacturing Co., of Birmingham, Ala., with its furnaces, coal and ore mines, quarries and a short line railroad, has been sold to the Republic Iron & Steel Co. The value of the properties was large.

The Pittsburg Coal Co., formerly known as the Monongahela River Coal & Coke Co., with mines in Walker county, Alabama, near Corona, has installed a bunkering plant at New Orleans and will handle a larger amount of coal through that port than ever before.

William B. Phillips, director of the Texas University mineral survey, at Austin, Tex., recently called a convention of miners of that state to take place at Marfa, Presidio county, Texas, November twelfth. The purpose of this meeting is to discuss matters of importance pertaining to the development of the mining industry west of the Pecos river, and to ascertain why certain valuable mining properties are neglected.

LITERARY NOTES—Continued.

carpenter. The number seems to promise a full and rich year for that old yet always new favorite, *St. Nicholas*.

"Affairs at Washington," a panorama of Americanism in the making; "John Hay Speaks for the Nation"—two great addresses by the secretary of state; "Empire-Building in Northwest Canada"—an astonishing paper illustrated with portraits of a dozen of the empire-builders; "Along the Color Line" in the South—with three remarkably fine portraits of negro types; "The Minute Man," a vivid and witty pen sketch of the typical New Englander; "The Story of Mark Twain," a California "big tree"—these and a dozen other features show the continental scope of the *National Magazine* for November. Applied science is touched in "A Master of Dissection," the story of our greatest living anatomist. New portraits of Effie Shannon, Eleanor Robson and Minnie Madder Fiske, adorn brief, concise biographical sketches of these famous players. Yone Noguchi, the Japanese poet, gives an unique character study of Edwin Markham, the famous American poet, whose newest portrait is presented with the article. Frank Putnam pungently reviews four state campaigns of national interest, with portraits of Deneen of Illinois and Folk of Missouri. "The Home" department is richer than ever, with new ideas for every member of the family, from Baby to Dad. The foregoing is the mere framework of the magazine. It is filled in with five fine short stories and five poems of the kind you clip and paste into your scrap-book. The stories are: "Teddy's Romance," by Mrs. Bunting; "The Tale of a Stage-Struck Girl," by John A. Schetty; "How Reuben Spent Thanksgiving Night," by Lillian O'Connell; "When the Hens of Germany Went on Strike," by Ethel Ames, and "The Evolution of Richard Rush, Attorney," by Edward M. Woolley. Fifty men and women contribute to the number—with pencil, brush and camera.

It has seemed in years past as if *St. Nicholas*, that true and tried friend of more than one generation, was as good as a magazine could possibly be; but 1905 promises to be a banner year. First and foremost in importance comes the new serial, "Queen Zixi of Ix," by L. Frank Baum, author of "The Wizard of Oz," "Father Goose—His Book," etc., etc. Beginning in November, 1904, this new story will run to October, 1905. "Queen Zixi of Ix" will be notable for its illustrations, sixteen full pages in color—a charming innovation for *St. Nicholas*—besides sixty or more colored illustrations in the text. But this feast of fun and fancy will have plenty of richly attractive short stories for company. Just a few of those who will contribute fiction and sketches through the year are Commander Robert E. Peary, Bertha Runkle, Joaquin Miller, Elliott Flower, Winifred M. Kirkland, Captain Harold Hammond, U. S. A., Dane Coolidge, Leslie W. Quirk, Henry Gardner Hunting, and Frank J. Stillman. "The Practical Boy" will be a series of twelve valuable papers for the boy who likes to do things, by Joseph H. Adams, for years chief designer of artistic wood and metal work for a big manufacturing firm in New York. The paper will treat, among other subjects, simple carpentry and the use of tools, decorating a boy's room, the making of camping outfits, ice-boats, skating-sails, skees, a home-made gymnasium, boats, motor-boats, canoes, windmills, power-wheels, pet-shelters, and other handicraft. Another important series of papers, six in number, by Dr. E. E. Walker, will discuss "Until the Doctor Comes." These are designed to tell, briefly and clearly, what to do in case of accident or sudden illness, burns, sunstroke, sprains, fractures, apparent drowning, etc. Charles H. Caffin, one of America's leading art critics, has prepared for the 1905 *St. Nicholas* a series of articles on "How to Study Pictures," in which he adopts the plan of contrasting, in each article, the work of some great artist with that of another equally great master—showing a single picture painted by each, and pointing out the likenesses and differences between the two pictures and the methods of the two painters. Many other notable contributors and contributions will add to the value and interest of *St. Nicholas* during 1905. In every family where there are young people, *St. Nicholas* should be not alone a welcome visitor and a valued friend, but a necessity. Today is the best time to subscribe for 1905.

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THE BLACK DIAMOND

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General Review of the Markets.

The condition of transportation as reflected in the supply of cars in the various coal producing districts of the country continues to be the one of uppermost importance in connection with market conditions. Very little improvement has been noted in the general supply of cars throughout the country during the past week, although the weather was mild and if any improvement was to have occurred, it should have become effective. As a matter of fact there is more reason than ever to believe that the principal difficulty that will be experienced during the winter by producers and shippers of coal will be in the matter of securing a car supply sufficient to handle the tonnage that will be required. This thought is borne out by the conditions which have been experienced ever since the car shortage commenced. Buyers of coal who had the entire summer to take in stocks and were advised to make their purchases at that time, owing to the low prices prevailing, did not begin to take much interest in the situation until they discovered there was difficulty in getting coal forward from the mines. When they made this discovery their anxiety to take in supplies increased with the growth of the deficiency of available cars for the movement of coal. This condition is likely to be confronted all winter. Whenever the car supply is at its worst; whenever the railroads are resorting to all possible methods to get coal forward that is most urgently required, then will recalcitrant buyers come forward in droves and use pressure to get coal to their plants, insisting that they must have it immediately. Whenever there is a tendency toward higher prices in any commodity the buying interest on the part of consumers of that commodity increases in proportion to the advance in prices, helping the upward movement along. This same principle will apply to the car situation during the coming winter. Many of the petty annoyances which will occur could have been avoided if buyers, and especially large consumers of coal, had taken in stocks when they could get the product at the right price, when there was no hint of a car shortage anywhere, and when, as a matter of fact, railroads expected to move a large tonnage of coal and did not only because buyers would not take it in.

In all probability the car shortage in the east continues as bad as anywhere in the country, with the single exception of the smokeless fields of West Virginia. Production in the anthracite collieries is being seriously interrupted as a result of the failure of the rail lines to supply sufficient box cars for western shipments and empties for movement to tide. In the eastern trade there is a shortage of the stove size and in the western trade a shortage of nut. It is asserted that part of this shortage is due to the fact that the collieries are unable to operate full time, due to lack of cars and consequently at a time when ordinarily the movement of these two descriptions is at its height, they are seriously crippled. Movement of coal to lake loading ports does not seem to be suffering so greatly as is the movement westward all-rail. In the latter branch of the industry some of the shippers are behind with their orders from a week to ten days, owing to failure to move the coal promptly from the mines. In the eastern all-rail movement there continues to be a good demand for the prepared sizes of anthracite. The embargo of the leading coal roads into New England territory has been removed, but it is not believed the tonnage which will move forward by way of the all-rail route will be large at this time, as cars are short and the producing companies will give first attention to their tide-water business and to their eastern line trade. The New England trade is fairly well supplied, except such factors as do not have storage room and who must buy on a hand-to-mouth basis. In the west the retail demand for anthracite continues more or less quiet as a result of the continued mild weather for this season of the year and the absence of severe storms which always create a demand among householders who buy their fuel from hand to mouth as they require it.

Supply of cars in the smokeless fields of West Virginia continues to be as bad as it was last week, if not slightly worse. The Norfolk & Western is not making good time in getting the cars out of the min-

ing fields, while connecting roads are holding loaded cars at junction points before moving them forward to terminals. Owing to the delays in moving coal out of the field, and the cause of them, buyers of these coal are more urgent than ever in their desire to obtain stock. As a consequence the pressure on selling agents who have accepted orders and can not fill them because the railroads will not move the coal forward is enormous. The situation is a railroad one entirely and most of the selling agents for the smokeless companies would fill orders if they could. Being unable to get the coal forward they are doing the best they can under the circumstances, and the little that comes in is distributed to as many customers as possible. In the western trade, owing to these conditions, dealers who have been under pressure to supply their customers with coal have been obliged to pay slight premiums in a few instances to get the spot product to meet their most urgent requirements. These premiums have not been more than five or ten cents a ton, but they show that the market in on a strong and healthy basis and are evidence of the pressure there is to get supplies of smokeless coal in the west at present.

Out of the Chesapeake & Ohio region where most of the New River smokeless coal is produced there is a possibility of a slight improvement in the supply of cars through a strike which has occurred in the Cabin Creek splint region. This strike involves about twenty mines and while the operators are inclined to believe it will end before the middle of December at the latest and will possibly be brought to a termination by the first of the month, the interim will give other producers in that field a slightly better supply of cars. In the aggregate the direct benefits to other operators will be light, however, and this is only mentioned to show the strenuousness of the situation and the feeling among operators that any relief, no matter how slight it may be, will be welcome.

In the movement of bituminous coal to the lake loading ports from the West Virginia Fairmont fields, from the western Pennsylvania and Ohio fields there has been little change in the supply of cars over last week. It is generally conceded now, however, that the producing companies will be unable to move all the coal they had expected to dock points before the end of the season of lake navigation and that the total tonnage which will be supplied there will be smaller than in either 1903 or 1902. There was some surplus coal on the docks at the opening of the season of navigation this year and that will make up part of the deficiency in the amount forwarded since the lake strike was called off, but not all of it. With a normal winter it is anticipated that dock supplies of coal will be closely cleaned up at all points next spring, and for that reason every effort is being made to get coal forward to loading points before the close of navigation. With only a couple weeks longer in which to forward coal by way of the great lakes there is more pressure than ever this week to secure cars and vessels for loading purposes, but so far as can be learned no great progress has been made in that direction, the tonnage loaded at Cleveland, Loraine, Toledo, Sandusky and other points for upper lake docks being about the same as last week.

The grain movement from the west and southwest is just commencing but is not yet seriously interfering with the supply of cars at the mines in the states located in the Mississippi valley. Kansas City shippers report they are short of cars at the mines about one day in the week, but this is causing no great shortage of coal. In Illinois and Indiana, generally speaking, the supply of cars the past week has been satisfactory and the production has been heavy. As a matter of fact, it has been so heavy that prices have begun to sag again, especially on steam coals and the finer sizes, such as screenings and slack. Every mine in the west almost has been producing during the week and with this immense production and weather, which has been mild for this season of the year, the tendency has been dull on practically all descriptions of coal except that required for domestic purposes, which only holds fairly firm and is not as active as it ought to be at this season of the year.

Reports from Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., NOV. 18.

Trade conditions in the bituminous coal industry in the west are not as satisfactory this week as was expected. While the temperature throughout the Mississippi valley has gradually lowered, it has not registered sufficient change to appreciably increase the consumption of coal. On the other hand, every operation in the great bituminous fields, including many that were closed down during the summer, has resumed and production is considerably in excess of current requirements. This is especially true of steam coals and the fine coals, such as screenings and slack. The Chicago market today is about what it was before the hoisting engineers' strike the first of the month with considerable pressure necessary in order to get consumers to take in steam coals. Domestic grades are on a better basis than they were prior to the strike and furnish the most encouragement. This business, however, is irregular, there being a good run of orders one day, followed by more or less depression the next day or two. Some dealers will report that business is good with them, while their neighbor dealing in a similar coal will have hard work to keep from demurrage on coal at terminals. Even the domestic trade is not as active as it should be at this season of the year, when there ought to be more orders than there is coal. Apparently the only thing that will bring about the desired change is a severe drop in temperature accompanied by the usual snow and ice which comes in this latitude the latter part of November.

Shortage of Coal Reported on the Docks.

There is one encouraging feature of the situation which stands forth prominently at this time and which is bound to have an influence before the winter is over. This is the inability of the shipping companies to forward as much coal as expected by way of the great lakes before the close of navigation. The figures of tonnage passing through the Sault Ste. Marie canal to dock points on Lake Superior up to November first show a deficiency of approximately 1,400,000 tons of bituminous, as compared with 1903, and approximately 90,000 tons as compared with 1902. In addition there is a deficiency in the movement of anthracite to the same territory of approximately 300,000 tons. While there were some stocks of both anthracite and bituminous coal on the northern docks on the first of last April which would account for a portion of this deficiency the feeling prevails that docks on April first of next year will be practically bare of all descriptions of coal. These conditions ought to afford more or less of an outlet for all-rail coal into the northwest during the winter, and such a condition will occur without any doubt if the winter is a severe one—even if it is not quite as severe as last winter.

Dock interests have given up hope now of forwarding as much coal westward as they planned at the commencement of the season. The interruption to navigation the early part of the season for two months was a greater handicap and created more of a deficiency in northwest dock supplies than could be made up the latter part of the season. This was especially true, inasmuch as lake forwarding has fallen short for the past three or four weeks from all the fields shipping by lake and rail to the northwest, due to the inadequacy of the car supply at the mines. These conditions continue bad in Ohio, West Virginia and western Pennsylvania and especially out of West Virginia, where the railroads continue to be more or less crippled.

Very Little Change in the Supply of Cars.

In the car situation there has been no change during the week of importance, probably due to the mild weather throughout the central west. Out of West Virginia both the Norfolk & Western and Chesapeake & Ohio roads continue unable to move all the coal tonnage offered them. The supply of smokeless coal in the west has been further restricted due to these causes and while the railroad officials are doing everything in their power to bring about a betterment of transportation facing such physical conditions it is an impossibility. No improvement is to be expected immediately in the movement of coals from those fields. Western Pennsylvania coal producers are still short of coal, as well as those located in Ohio. In Indiana and Illinois movement of coal has been fair during the week, but as there has been a congestion at the terminals on fine coals and steam grades it is anticipated that movement the coming week will be some slower and there will be some complaint of a shortage of cars. In western business the grain movement is commencing from the south and southwest and this week assumed substantial proportions. Occasional complaint is made of inability to secure cars for prompt loading, but thus far the favorable weather has prevented this from becoming a source of much annoyance. In the northwest it is reported there is a shortage of cars at dock points and that movement of coal to the trade has been interrupted to some extent owing to this cause.

In the western anthracite trade Chicago continues to report a shortage of chestnut coal. This is especially true of the all-rail trade which is apparently suffering to some extent from the car shortage at the eastern collieries. Another factor causing the shortage is the light demand for egg coal in the west. Some shippers report they could obtain a better supply of chestnut if they could take more egg coal, but being unable to take this, owing to the light demand at this time and the fact that reorders are not coming in freely, the shortage of chestnut continues to be a feature of more or less importance. The shortage also extends in some instances to stove coal.

Stock of Anthracite Will Also be Short.

With the near approach of the close of the season of navigation there is a feeling that the stock of anthracite on western docks is insufficient to meet all the requirements that will be made on stock piles during the winter. Several conservative shippers have expressed this opinion during the week

and have advised customers to take in stocks now while they could obtain them. Interruptions to all-rail transportation, after the close of the season of navigation on the great lakes, make it a physical impossibility to forward all the coal that will be required for current consumption at that season of the year, and if the docks have lighter stocks than will be required there seems to be little question but what some difficulty will be experienced the latter part of the winter in obtaining all the coal required by dealers.

The continued mild weather during the week has had more or less influence on demand, although the latter part of the week there was a quickening of business in some quarters, indicating that dealers were again in the market for supplies and that their stocks taken in the earlier part of the fall had been pretty well exhausted. If this is the case then there will doubtless be a steady demand from now on, although it will require severe weather to stiffen this demand into the activity which it has been expected would develop all the fall, owing to the small amount of coal taken in during the summer.

In the western retail trade there is a steady demand for coal which continues more active in the country than in the larger cities. In the country districts farmers are taking in supplies as a result of good roads and inability to do much farm work now that the ground is frozen. In the cities householders who have not taken in supplies of coal are waiting until the weather is much more severe than it is at present and when this comes it is safe to assume that dealers will be flooded with orders and that they will, in some instances at least, have difficulty in taking care of all the business that comes to them. Retail prices are well sustained throughout the west and THE BLACK DIAMOND hears of very little cutting below the established circular anywhere. Such cutting of prices might be expected in the larger cities owing to the backwardness of trade thus far, but the retail factors have become fairly well educated to see the futility of giving away their profits and doing business for nothing.

Smokeless Coal Strongest Item on the List.

In the bituminous trade the strongest item on the list in the west continues to be smokeless coal. Nearly every large shipping agent in Chicago has orders in at the mines for coal that should have been shipped two or three weeks ago, but owing to transportation conditions they are unable to get these orders filled. In some instances this has resulted in slight premiums being offered for run-of-mine coal on the spot, quotations named during the week being as high as \$3.20@3.25 f. o. b. Chicago for standard grades where dealers must obtain coal at once to fill current orders. In several other instances where dealers were short of coal and pressure was being exerted on them to supply their customers as a personal favor a few cars have been diverted to tide them over. The smokeless market is the strongest of the year and is in a good healthy condition. If the railroads could forward a little more tonnage there would be little complaint, but owing to transportation conditions it is feared there may be an actual shortage which will be a source of some trouble later on. Standard Pocahontas and New River run-of-mine hold firm on the basis of \$1.10 f. o. b. the mine or \$3.15 f. o. b. Chicago. Lump and egg continues to be in short supply, sales having been made during the past week on the basis of \$4.20@4.25 f. o. b. Chicago for new business. There is still some unfilled business taken on the basis of \$2.00 f. o. b. the mine or \$4.05 f. o. b. Chicago.

Splint coal continues to be in active request and shipping agents report a fair run of orders, this coal being substituted to some extent for Hocking coal in the Chicago trade, where it is meeting with a larger sale than ever before in its history. Kanawha splint continues to be quoted on the basis of \$1.40 f. o. b. the mine or \$3.30 f. o. b. Chicago for open cars and ten cents higher for box cars. Other descriptions of splint are quoted at \$3.45@3.65 f. o. b. Chicago, according to quality and preparation. The supply of cars in the producing field is not large and some delays are reported in the movement as a result of the congestion on the West Virginia roads.

Youghiogheny three-quarter coal has been in good supply during the week in the Chicago market, with prices showing about the same range as a week ago of \$1.00@1.15 f. o. b. the mine or \$2.90@3.10 f. o. b. Chicago.

Hocking Coal Prices are Being Cut.

Hocking coal, which was advanced twenty-five cents a ton at the mines on the first of November for open cars and thirty-five cents for box cars, is on a wobbly basis, and while an effort is being made on the part of some of the shippers to secure these figures in the country trade calling for single car lots, in the Chicago trade the average price has been about \$3.00@3.15 in the movement to retailers and ten cents off from these prices in the movement to jobbers. One of the large producing companies is said to have tied up a large tonnage for November delivery in Chicago proper during the month of October at the figures prevailing at that time, so that dealers who use a large tonnage of coal are getting most of their deliveries on the old basis. This has necessitated outside interests meeting this price, which they are doing to a very large extent. Shipping agents who are not meeting such figures are accumulating coal and unless there is severe weather soon the attempt to boost prices may prove a boomerang resulting in a badly demoralized market, which has not before been experienced in Chicago since the opening prices were made last spring. Demand for Hocking at former quotations is steady, but very few sales, comparatively speaking, have been reported at the new prices.

In Indiana and Illinois coals the principal descriptions sold for domestic purposes are on a steady and unchanged basis from last week. Cartersville lump and egg are held at full circular prices of \$1.75 f. o. b. the mine and \$1.65 f. o. b. the mine, respectively. Domestic grades of Sullivan and Greene county lump and egg are held at \$1.60@2.00 f. o. b. the mine. Linton lump coal is held on the basis of \$1.60@1.70 f. o. b. the mine.

Lincoln and other grades of domestic coal mined in the central district of Illinois are held on the basis of \$1.50@1.70 f. o. b. the mines. Northern Illinois coal continues steady on the basis of \$2.50 for chunks and \$2.40 for lump f. o. b. the mine.

In the steam grades of coal, inch-and-a-quarter lump from the principal producing regions in the west are held at \$1.10@1.20 f. o. b. the mine or \$1.80@2.00 f. o. b. Chicago. Run-of-mine coal from Springfield is held on the basis of 85@90c f. o. b. the mine or \$1.60@1.65 f. o. b. Chicago. Clinton run of mine is held on the same basis at the mine or \$1.65@1.70 f. o. b. Chicago, while occasionally some Sullivan county is held on the basis of \$1.75 f. o. b. Chicago.

Supply of Screenings Said to be Increasing.

There is a tendency on the part of screenings to sag in price owing to a surplus during the week. Receipts on Wednesday and Thursday were heavy at Chicago and the demand from buyers was light, with the result that prices showed a lower tendency. Quotations were on the basis of 65c f. o. b. the mine for three-inch Carterville; 35@45c for inch-and-a-quarter Sullivan county and 25@35c for inch-and-a-quarter Springfield and similar grades. Carterville inch-and-a-quarter were quoted at 35c f. o. b. the mine in some instances.

In the coke trade an improvement continues and the market is firmer than at any time within the past six months, with the general belief among western selling agents prevailing that it will go yet higher. Current quotations on seventy-two hour foundry coke during the week were \$4.90@5.00 f. o. b. Chicago. Furnace coke is very scarce and firmly held. Southern coke is also firm and holds at \$4.25@4.50 for Stonega on the f. o. b. basis. Gas-house coke rules firm and strong and is quoted at \$4.00 f. o. b. Chicago.



Coal Trade Conditions in Cincinnati.

CINCINNATI, OHIO, Nov. 17.—(*Special Correspondence*).—The market report of this city and surrounding territory this week must necessarily be much like that of last week and the week before. There is a good demand for most varieties of coal, prices are fair and gradually advancing, but the car supply is getting to be entirely insufficient to meet the demands. From every railroad comes the same cry of a car shortage, and there is no district getting much the better of any other in the matter of cars. Although there was a slight snowstorm last Sunday, the weather conditions since have been of the mildest kind for this season of the year, yet, notwithstanding the mild weather, the coal business is good, which augurs well for the future, when the consumption of coal must necessarily be greatly increased.

The same steady demand for smokeless coals that has been characteristic of the trade all fall still continues, and those operators who have not sold their output in advance are getting \$2.00@2.25 a ton for Pocahontas and New River lump and egg, and \$1.10@1.30 for mine-run smokeless. Nut and slack of the same coal is now worth flat eighty-five cents a ton at the mines.

Kanawha splint coal continues in excellent demand, and producers of this coal are now getting a minimum price of \$1.60 a ton for lump at the mines, while some favorite grades are selling readily at \$1.75 a ton at the mines. Kanawha nut and slack ranges at 60@75 cents a ton at the mines. The Thacker operators in this market report their business good and prices on a par with Kanawha. Luhrig lump is worth \$1.60 and Fairmont for this district \$1.50@1.60.

No further changes have occurred in the retail market. Pittsburg Kanawha, Thacker and Fairmont lump being \$3.25 a ton delivered; Luhrig, \$3.00; Pocahontas and New River, \$4.00; anthracite, \$7.50; gas coke, 9@10 cents a bushel, and nut and slack \$1.65@2.00 a ton delivered.

Not as Much Coal Loaded at Pittsburg as Reported.

From an unofficial source it is learned that the reports of an unprecedented amount of coal loaded at Pittsburg and waiting for a rise in the river to transport it to southern markets, is greatly exaggerated. One of the best informed coal men from Pittsburg, and a gentleman in the employ of the Monongahela River Consolidated Coal & Coke Co. was in Cincinnati a few days ago, and in speaking of this matter said that he did not think his company had over eight or ten tows of coal loaded ready for shipment. He made the statement that the mines can load faster than the towboats can transport it after navigation opens up, and that in all probability his company would never again send as much coal to Cincinnati and Louisville early in the season, as it did last winter, when the company's losses were enormous from ice and other dangers of navigation. This winter only enough coal will be started out from Pittsburg to keep the markets going nicely, and after the danger of ice is past the company will then make strenuous efforts to exceed all former shipments. Eight or ten tows of coal amount to about 4,000,000 to 5,000,000 bushels, and before the towboats get this amount to market the mines can have as much more ready for them when they return.

Regarding Kanawha coal, however, the conditions are different. There is now more Kanawha coal loaded and ready for shipment to this market than was ever known before. Much of the coal is lying at the mouth of the Kanawha river, while some of it is being taken care of at the mines. The season for the resumption of navigation is now at hand, and it would not be surprising to see a rise in the rivers at any time now.

Trouble has been brewing for some time between the operators and the union miners on Cabin Creek, an important branch of the Chesapeake & Ohio railroad in the Kanawha district, West Virginia, and the matter came to a focus on Tuesday of this week when the miners all went out on strike. It is difficult to tell briefly what the trouble is, but it comes about as a result of a failure of the operators and the officials of the miners' unions to interpret certain agreements and rulings to a mutually satisfactory end. There is a genuine strike on now, however, and there is no telling how long it will last. About twenty mines are affected.

Henry Immenhort, one of the most widely known coal men of the city of Cincinnati, killed himself Monday morning at his residence on Mt. Au-

burn by shooting himself with a revolver. No cause can be assigned for the act, except that it is supposed that he was more or less discouraged in business matters. A few weeks ago the Trum Coal Co. bought out the retail business of the Kanawha Coal & Coke Co., of which Mr. Immenhort was manager. He then started in business for himself as the Immenhort Coal Co., and was supposed to be doing well. He was a man of unusually sunny disposition, and had many friends. He was well off in a financial way, it being estimated by some of his friends that he was worth \$30,000. He leaves a widow and one son, William Immenhort, who is confidential man for John T. Hesser & Co. The act of the suicide caused a great shock to the community.

Cincinnati News Notes and Personals.

Hunter W. Finch, of Chicago, was a Cincinnati business visitor Tuesday.

William S. Noble, manager of Hite & Rafetto, Chicago, stopped a few hours in Cincinnati one day this week as he was passing through on a business trip. He reports business excellent with his firm.

Capt. Charles J. Menges, Cincinnati superintendent of the Monongahela River Consolidated Coal & Coke Co., has gone to St. Louis to have the towboat Hoxie, which his company recently purchased, taken to Cairo for repairs.

C. H. Jones, formerly manager of the Winifrede Coal Co., Cincinnati, is now connected with the Indiana Fuel Supply Co. in the capacity of sales agent, with headquarters in the Traction Terminal building, Indianapolis, Ind.

George O. Morrison, formerly of Cincinnati and Chicago, and well known in the coal trade, is now enjoying a lucrative position as general agent of the traffic department of the Toledo Railway & Terminal Co., Toledo, Ohio.

W. J. Magee, manager of the Cincinnati office of the Kanawha Fuel Co., was elected last week to the position of councilman of Milford, the pretty little town in which he resides. Mr. Magee is quite popular socially as well as in business.

George W. Theis, vice-president, and John Moren, manager of the freight department of the Monongahela River Consolidated Coal & Coke Co., are making a tour of inspection of the company's properties along the river from Cincinnati to New Orleans.

D. T. Evans, general manager of the Mount Carbon Co., Powellton, W. Va., spent a day or two in Cincinnati early in the week. Mr. Evans buys a great many supplies here. He is a member of the chamber of commerce and always makes the 'change floor his headquarters while he is in the city.

The Marmet Co. has sold a large tract of ground in the east end to the Cincinnati Gas & Electric Co. The company bought this property when it had the gas coke contract, and no longer has any use for it. The report that the Marmet Co. has sold its Columbia harbor property to the United Coal Co., of Pittsburg, is denied by the officials of the Marmet Co.

The Marmet Co., of Cincinnati, has just opened an office in Indianapolis for the distribution of its products throughout the central west. The office is located at 616 Terminal Traction building, and is in charge of F. A. Doll, who comes to the position with a wide experience. He was formerly employed as contracting agent of the Big Four railroad at different points and he has a particularly intimate knowledge of the state of Indiana. The establishment of the Indianapolis office is the idea of C. W. Poycell, manager of wholesale sales of the Marmet Co., and the fact that large sales have already been made goes to prove the wisdom of Mr. Poycell's judgment. Besides handling the regular products of the Marmet Co.'s mines on the Chesapeake & Ohio and the Kanawha & Michigan railroads, the company, through Mr. Doll, will do a jobbing business in various coals and cokes.



The St. Louis Coal Market.

ST. LOUIS, Mo., Nov. 17.—(*Special Correspondence*).—There is little of interest in St. Louis coal circles. Conditions are normal and are exactly the same as they were last week. Coal shipments are coming in very plentifully and are more than enough for local needs. Some of the roads, however, are restricting the car service and will not allow their cars to go out of the switching limit. Prices on the east side have not changed and are still quoted in car lots at about \$1.25 for mine run; \$1.40@1.50 for shaker screen, and \$2.00@2.50 for high grade. Anthracite coal is still quoted at the old figures of \$8.25 and \$8.50.

Coal men here report business as being good and with enough coal on hand to prevent any rise in price unless some abnormal circumstance, such as a strike or a severe cold wave, should strike St. Louis, and there is little fear of anything like that occurring.

The Barth-Rose Coal Co. says that its business continues to be good and is going along in about the same way as it always does at this season of the year. Most of those who are in the habit of getting their coal in early have done so and the weather conditions are such that it is not likely that a cold spell will strike here for a while at least.

The Devoy & Feuerborn Coal & Coke Co. reports that the usual November conditions exist. Coal is being delivered in good quantities, but nothing out of the ordinary. This company does not look for any advance in price for some time at least, if at all.

The Berry-Berg Coal & Coke Co. continues along in the same way that it has for several weeks. Business is good, but nothing beyond what is usually done at this season of the year.

The Monongahela River Consolidated Coal & Coke Co. has consummated the purchase of the property of the St. Louis & Mississippi Valley Transportation Co., of St. Louis. The deal was largely the result of closing a contract with the American Steel & Wire Co., whereby the coal com-

pany will exclusively handle all supplies sent by the Pittsburg mills to its warehouses in St. Louis.

Two of the steamers owned by the company and two-thirds of the barges will continue in the grain trade between St. Louis and New Orleans, while the remaining property will be largely used in increasing the traffic of the steel and wire products through the rivers. The sum involved in the transaction is approximated to be about \$150,000, which, if true, is considered a good bargain for the river coal company.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Nov. 17.—(*Special Correspondence*).—While the principal operators in this territory are devoting most of their attention to lake shipments, the domestic trade is showing increasing activity. The latter is much improved and the indications for a continuation of the better conditions are considered very promising. There has been no extraordinary change in the general situation in the bituminous coal industry hereabouts within the past week or so, but a number of significant developments occurred. Officials of the Pittsburg Coal Co. have not ceased complaining about the inadequate transportation facilities being furnished by the various railroads and independent producers and shippers are not congratulating themselves over the freight service. On the whole the car supply is very unsatisfactory and the prospects for an immediate improvement are far from encouraging. The railroad companies have promised the shippers relief, but this appears to be a long way off. Those interested in the matter are doing all in their power to transport as much fuel to the northeast as possible. During the week there was a slight increase in inquiries and coal will be rushed to the lake ports as long as navigation is open.

River Rise is Late in Arriving.

All hope of a quick rise in the river in order to permit the boats to go out of the Pittsburg harbor has practically been abandoned. There is now no sign of a heavy rainfall and none is expected prior to Thanksgiving Day. It is conservatively estimated that there are upward of 30,000,000 bushels of coal laden in barges in the local harbor. It is anticipated that virtually the entire accumulation will be started south on the next rise. The last fleet to go down was about three months ago. It has been an unusually long time between boat stages. Some of the river companies are running their mines in order not to be caught unawares if the high water continues for an extended period. Reports from the south say that the towns along the Mississippi river are very anxious to secure coal. The demand is evidently very heavy.

From an authentic source it has been ascertained that Frank M. Osborne, of Cleveland, Ohio, president of the Ohio & Pennsylvania Coal Co., is anxious to again enter the Pittsburg coal market. It is reliably reported that he has just closed a deal with the A. R. Budd Coal Co., whereby he secures control of the mines in the third pool along the Monongahela river. Mr. Osborne was president of the West Side Belt Line previously to its acquisition by the Wabash railroad. His possible re-entrance in this field has caused some interesting rumors in local coal circles, but nothing definite was obtainable today. It is said that Mr. Osborne has a number of contracts with consumers across the lake and he desires to obtain this coal to fill those orders. The A. R. Budd Co. is a prominent river shipper. The amount involved in the deal could not be verified. It is believed that the report of the deal will be verified before the lapse of the week.

Connecting Road with Wabash Terminals to be Built.

It is learned that plans for the connection of the West Side Belt line, recently acquired by the Wabash, with the Union railroad of the Carnegie Steel Co., have been completed and the request for bids for the construction of this link has been made. As soon as this connection is completed the Wabash will be in shape to handle its contract with the Carnegie interests for twenty-five per cent of the west bound tonnage, and it will make the new railroad a steel carrier of the first importance immediately. A connection with the Jones & Laughlin Steel Co.'s Monongahela connecting railroad will soon follow, it is expected.

The Union railroad connection and the contract closed with the Pittsburg Coal Co. several days ago assure the Wabash an annual tonnage of 6,000,000 tons from these two interests alone. President Ramsey was in the city shortly after the deal with the Pittsburg Coal Co. was consummated. He expressed satisfaction at its conclusion and deems its terms such that they are profitable to both companies.

The coke industry in the Connellsville region is still undergoing an improvement. President Thomas Lynch, of the H. C. Frick Coke Co., a subsidiary concern of the United States Steel Corporation, informed the representative of THE BLACK DIAMOND yesterday that the activity being displayed in that field is likely to be permanent. Orders have been issued for the resumption of about 1,000 idle ovens. All the ovens in the Dorothy works have been placed in blast this week.



Connellsville and Coke Production.

CONNELLSVILLE, PA., Nov. 17.—The *Courier*, reviewing the coke trade, says:

"The result of the election will soon be noticed in the coke trade. In fact, confidence in the outcome was so strong that business has been benefited for the past ten days. A short supply of water at many plants throughout the Connellsville district still keeps output and shipments down. Had it not been for this the estimated production this week would have been 200,000 tons or more. It fell about 3,000 tons short of that figure. Ovens that were scheduled to go in blast could not be fired because promised rains did not come and the plants are short of water. This week the active list in the region will be increased by the firing of Trotter, which is being put in this

week. The result in the producing column will not be felt materially until the following week.

"The pig iron market has continued to advance the past week, and the attitude of sellers is now such as to indicate a belief that the situation will be largely in their hands in the immediate future. At the same time the steel market has strengthened, rather as a result of the sensational advance in iron, than because of actual demand for steel. In finished material, while there is none of the excitement that has marked the pig iron advance, there is a broadening demand, and iron and steel manufacturers find indications of early buying of considerable proportions under the leadership of the railroads. The surprise of the sweeping election result were all on the side of an expansive movement in iron and steel and the feeling on the day after was of the most buoyant and hopeful character.

"Foundry pig iron has continued, even under advancing prices, but has been of smaller proportions than in the two or three weeks preceding. Bessemer iron has taken the lead, one interest buying 25,000 tons from Buffalo furnaces, while the merchant furnaces of the Mahoning and Shenango Valleys have made sales that will fill their books for the greater part of the first quarter of 1905.

Coke Prices Continue to Show Strength.

"Coke prices continue to advance, and while most of the contracts for furnace coke requirements for the first half of next year have already been closed, some business is still under negotiation. One contract for furnace coke is reported on the basis of \$1.90 for the first half of the year, although most of the furnace operators were able to close earlier at prices ranging at \$1.60@1.70. There is an improvement in the demand for foundry coke for next year and prices range at \$2.00@2.50, according to quality. Furnace coke for shipment to the end of the year is scarce, one order having been placed at \$2.00.

"The detailed report of the operation and output of the Connellsville region for the week ending on Saturday, November fifth, shows a total of 23,330 ovens, of which 16,274 were active and 7,056 were idle. The estimated production was 196,624 tons, compared with 196,189 the previous week. This was a slight gain, one of several hundred tons, and it would have been far greater had the water supply throughout the region been sufficient to supply all the ovens necessary to produce enough tonnage for demand.

"Shipments aggregated 10,493 cars. They were distributed as follows:

To Pittsburg	3,509 cars.
To points west of Pittsburg	5,756 cars.
To points east of Connellsville	1,228 cars.

"This was a loss of several hundred cars in the eastern shipments.

"In the Lower Connellsville region there are 6,189 ovens, of which 5,246 were active and 943 idle. The estimated tonnage was 64,420 tons, compared with 61,574 tons the week before. No changes of importance were reported in the active and idle ovens."



Kansas City and the Missouri River Trade.

KANSAS CITY, Mo., Nov. 17.—(*Special Correspondence*).—Kansas City coal dealers are happy in the enjoyment of a lively business which came after a protracted season of almost unprecedented dullness. The change came only a few days ago, when the wind suddenly switched to the north, snow fell and the Indian summer reluctantly departed. The quick shift in the weather found thousands of families without coal and dealers were bombarded with rush orders. It was just what the dealers expected and had predicted. Consumers refused to buy coal when the weather was mild, but when the temperature changed all wanted the coal delivered the same day it was ordered. Some pleaded that their wives or children were sick so their orders might be given the preference. The coal man did the best he could under the unusual circumstances, but has not yet wholly caught up on his orders.

It is so late in the season that more warm weather is improbable and it is expected that the coal trade will continue now to be active until next spring. The business is reported to be excellent throughout the southwest and the Missouri valley as the cold wave, accompanied by snow, extended over that territory as far as Texas. Orders from the small towns in Kansas, Oklahoma and the Indian Territory have been coming in rapidly, showing that that territory has not taken in its winter supply of coal.

Increased Demand For Steam Purposes Reported.

An increase is also reported in the demand for coal for manufacturing and transportation purposes. Western grain is moving and the railroads are burning more coal than they were a few weeks ago. Southwestern operators also say that the steam demand is picking up and will continue to improve now that the national election is over. Many big consumers, the operators say, have held back their winter orders pending the result of the election, but now that the uncertainty is ended they expect to keep their factories running and to burn as much, if not more coal, than they did last year.

There is some trouble about cars in this territory. About one day in the week no cars are available at the mines, although the railroads are not unusually busy for this season of the year. It is said that dealers and other consignees are responsible for the shortage, because they allow the cars to remain for days on track without unloading them. This complaint may be obviated now that business is good, but some operators and dealers look for trouble over cars all winter.

There has been no change in wholesale or retail prices since the cold snap came. It is possible that there may be no advance till December first, although prices are much lower than they were a year ago and operators are paying higher wages to the miners.

Some consumers are complaining of the quality of the bituminous and semi-anthracite coal sent to this market, asserting that it contains quantities of slate and stone. Reputable dealers furnish good coal, but much stripping

coal, mined in the Missouri district, has been shipped to Kansas City. Some of this coal is practically worthless. Regarding the slate and other foreign substances in the coal an operator says:

"A vein of coal often has a layer of slate on either its upper or lower crust. Sometimes it is on both and sometimes it runs diagonally through the vein. The slate sticks to the coal and is bound to reach the consumer unless great care is used. Slate weighs more than coal and the operator does not wish to ship it out on that account, if for no other reason. But the unscrupulous miner who is paid by the tonnage is more careless. It means money to him to have it weighed."

Kansas natural gas may become a competitor of coal, but Kansas crude oil will not. The oil is of too high grade to be used profitably as a fuel in locomotives or under factory boilers. A Santa Fe official says none of the railroads running through Kansas will use oil as a fuel unless a poorer grade is found, and that does not seem probable. The poorest grade of Kansas oil sells for forty-seven cents a barrel, while it is worth only fifteen cents a barrel for fuel purposes. Any oil that can be refined can not be sold cheap enough to pay to use it as fuel. The base of the Kansas oil is paraffin, the same as the oil in Indiana. The Texas and California oil has an asphaltum base and so is used by the railroads in place of coal as it is sold as low as ten cents a barrel. It is estimated that a pound of oil will produce as much steam as two pounds of coal. No engine has yet been equipped so as to burn both oil and coal.



San Francisco and Pacific Coast Trade.

SAN FRANCISCO, CAL., Nov. 14.—(Special Correspondence.)—Since the steamship Ventura left there have been but three arrivals of Australian coal from Newcastle, namely:

Brenn	2,956 tons.
Emma Laurans	2,817 tons.
Lady Doris	3,000 tons.
Total	8,773 tons.

Notwithstanding the apparent liberal arrivals for October, which footed up in all 32,719 tons, the quantity received in October, 1903, was more than double this amount, being 47,967 tons. Yet for the moment there is a bounteous supply for immediate requirements. There are seventeen vessels (eleven now en route) which are on the chartered list from Australia to this port. They will carry in all about 45,000 tons. But few names are being added to the engaged list, as shippers are not prepared to pay the present asking rates, the result is, shipments of colonial coal are gradually diminishing. Shipments from our coast collieries are coming forward freely, and are finding ready sale on arrival. Shippers are enabled to put their colliery output into this market at a pretty low figure, as carriers are procurable for transporting same at reduced rates. Trade generally in this line is showing an improvement, as volume of trade at this season of the year always enlarges. There is no perceptible change in values asked by either the wholesale or retail dealers.

Fuel oil still holds its sway, as a steam producer, the price is low, and the demand is large. There appears to be next to no limit of the quantity offered for sale.



The West Virginia Mining Field.

WHEELING, W. VA., Nov. 17.—(Special Correspondence.)—The increasing cold weather and the near approach of the end of the lake season are responsible for stimulating shipments so far as possible with the cars at hand. Complaints of a lack of flats are heard along the Baltimore & Ohio in particular and the Fairmont people are using every argument they can bring to bear to get all the cars they want from this railroad.

The one bad phase to the situation in West Virginia now is the labor troubles in the Kanawha field which are likely to spread. The Cabin Creek operators have issued an ultimatum that hereafter they are done with the United Mine Workers and this means a strike of possibly long duration, but the operators feel confident of improving the position they have been forced into by the union.

The split dates back to the trouble of a month ago when the miners through President John Mitchell and other officials refused to arbitrate a difference pertaining to the checkweighman clause, that feature which has caused trouble in every unionized district in the country.

The miners wanted the operators to withhold assessments from the wages of non-union miners as well as union employees for the payment of the checkweighman and when they refused the miners quit work because of this fact and the additional incident of the posting of notices by the operators that in future the superintendents were not to be guided in the employment of men as to whether they belonged to the union, all of which the union men claim was in violation of the Charleston agreement adopted last March.

Union Will be Finally Disrupted in Kanawha Field.

The Cabin Creek operators form a large percentage of the Kanawha Coal Operators' Association and their stand against the union virtually means the stand of the association. If they win it means an end to the union in the Kanawha district, the only district in West Virginia in which a scale has been signed through joint conferences, and that status was attained only about two or three years ago.

At one of the mines in eastern Ohio this week an order for lump coal at \$1.25 at the mines was repudiated after it was received. The order was legitimately taken a week or so ago, but when it was learned that it was only for a few cars a week the company did not approve. This is a low price and possibly in large lots contracts could be made for that figure.

They can be made right across the Ohio river in West Virginia, but over in Ohio the union scale is somewhat of a barrier.

Along Brier Creek, in a new territory in the Kanawha district, several mines have been nearly developed which will be ready for shipment when the new Coal River & Western railroad, which will tap that territory, is completed, which will be in four or five months. There will be a daily tonnage of 1,000 tons to start with and the coal is said to be of good quality.

The W. A. Stone Coal & Coke Co., composed of Uniontown and Fayette county (Pennsylvania) capitalists, is now opening a new mine on the Monongahela river near Morgantown. Shipments will be made by water until the completion of the Confluence cut-off of the Baltimore & Ohio railroad, which will cross the river near the mines. This is one of the several new concerns opened up near Morgantown in the last twelve months.

The Mt. Carmel Coal & Coke Co. has been chartered with an authorized capital stock of \$100,000 and numbers all Pennsylvanians but one Charleston man, William N. Brown.

It is now said that sales are in excess of the output of the "New River Peerless," a coal that is produced by several mines along New River.



Government Should Establish Coal Testing Plant.

To the Editor:

If the government can afford to give any farmer, for the asking, a full account of any kind of cereal, any kind of fruit, any kind of swine, or cow, or chicken, or any disease pertaining to the above, without any charge, it does seem as though it would not be unfair for the business men to demand a permanent and free laboratory at Washington for giving free information regarding the values of coals.

When one takes into consideration that we are now mining more than one million tons of coal a day it would seem as though the government could well afford to spend a few dollars to further an improvement and assist the people in this line. Further, I believe that if 500 prominent business men would demand it there would not be any question about it. We are thankful the government has made a start, and has really appropriated \$60,000 toward a testing plant. This, we believe, is a nucleus from which a great amount of good can be accomplished for the welfare of our country, but this will require some organization on the part of the good citizens, as you are already well aware. My idea has been, and is now, to do this work through the leading journals. The press of our country is the proper way, in the writer's judgment, to accomplish results.

Cleveland, Ohio. C. O. BARTLETT.



Prevailing Wagon Prices at Chicago.

ANTHRACITE.	
	Per ton. Dealers' Wagons
Grate	\$6.50
Stove	6.75
Chestnut	6.75
Egg	6.75
BITUMINOUS.	
ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg	3.50
Carterville stove, washed No. 1	3.75
Carterville nut, washed No. 2	3.75
Westville-Danville domestic lump	3.00
Danville lump	3.00
Staunton lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00
INDIANA COALS.	
Brazil block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.25
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00
OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00
PENNSYLVANIA COALS.	
Cannel lump	\$6.50
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50
WEST VIRGINIA COALS.	
Kanawha splint	\$4.25
Black Band	4.75
COKE.	
Gas-House	\$5.00
Wood. Per cord.	
Pine Slabs	\$6.00



The Washburn Coal Co.'s new briquetting plant at Minneapolis, Minn., for the manufacture of lignite coal into compressed blocks, will shortly begin operations at the company's yard at Tenth avenue and Second street, north. The new compressor is now ready for operation, and there are 2,000 tons of lignite in the yards ready for treatment by the new process.

Western Coal and Coke Notes.

New Western Enterprises.

The Pyramid Coal Mining Co. was recently organized at Harrisburg, Ill., with an authorized capital of \$50,000. Samuel Bender, C. C. Sixbey and L. B. Stevens are the incorporators.

The Devlin-Wear Coal Co., of Pittsburg, Kan., has acquired holdings near that city and it is said will soon begin active operations. A shaft will be sunk in the near future and a mine opened on the land.

The Vincent Co. was recently organized at Chicago, Ill., with an authorized capital of \$2,500 to mine coal and lignite. The incorporators of the new company are William Casey, Daniel Byrnes and Joseph W. Burton.

The Canaan Coal Co. was recently formed at Athens, Ohio, with an authorized capitalization of \$500,000. The incorporators are John E. Jones, Lewis V. Brown, Charles O. Brown, Blanche A. Jones and John W. Boileau.

The Iron City Fuel Co. was recently organized at Pueblo, Colo., by Fred O. Roof, Howard C. Harmon and W. F. Oakes. The company is capitalized at \$25,000 and the purpose of the concern is to own and operate coal mines.

The Hamilton Coal & Supply Co. was recently incorporated at Hamilton, Ohio, with an authorized capital of \$5,000. W. E. Howell, Harvey Mansfield, William Hamill, Ross W. Howell and Paul C. Mansfield are the incorporators.

The Flint Brick Co., of Des Moines, Iowa, recently acquired coal lands across the Des Moines river west from its present mines and brick plant and intends to open a new mine when the interurban company completes its bridge at that point and begins running trains on that line.

A number of capitalists at Cleveland, Ohio, are forming a company to develop 5,000 acres of coal lands in Jefferson county, that state. They have the property under option for a year and before then it is said that the company will be organized and the option taken up. The option was obtained by C. F. Roy and F. C. Greene, both of Cleveland.

General Western Coal and Coke Notes.

The Empire Coal & Coke Co.'s mines at Gilchrist, Iowa, will shortly resume operations after an idleness of several weeks.

James Switzer, of Lewistown, Ill., recently sold his interest in the Eclipse coal mine at Astoria, Ill., to George Falkenstein and Clem Falkenstein.

John Simpson, a coal operator at Des Moines, Iowa, recently discovered a vein of coal in the vicinity of Valley Junction, Iowa. The vein is five feet thick and he will install machinery for the operation of a mine at an early date.

The Greenview Coal & Mining Co., of Greenview, Ill., has experienced several changes of late. Of the local owners of the mine only one, G. W. Hatch, now remains. All the others have sold their shares to Joliet capitalists.

The Auburn Coal Mining Co., of Saginaw, Mich., met with success in sinking its third shaft, after encountering a bed of quicksand which made it impossible to continue the first two shafts. The shaft will class with the largest in the state.

The Freeman Coal Co., of Bicknell, Ind., recently struck a vein of coal about seven feet thick, at a depth of 230 feet, in the vicinity of that city. The coal is supposed to be the No. 4 vein, which is thought to be one of the best in the Linton field.

Gilbert N. Jones, of Chicago, has asked that a receiver be appointed for the Southeastern Coal & Mining Co., of Des Moines, Iowa. All the stockholders are Chicago men and represent large capital. The company's mines are located at Hamilton, Iowa.

There was no strike of hoisting engineers in the fourteenth district of Illinois, in the vicinity of Coal City. The engineers are in the miners' organization and when the last agreement of the latter was made it included all the employes in and about the mines.

The Great Western Coal Co., organized at Florence, Colo., to develop coal lands in the vicinity of Chandler, Colo., has succeeded in placing its enterprise on a strong financial basis, having raised about \$100,000, which guarantees its success as one of the leading coal producing companies in Fremont county.

The Denver & Rio Grande railroad will soon begin the erection of an extension to its road from the Loma branch northwest of Walsenburg, Colo. The extension will be built to haul shipments of coal from the new coal mines recently developed in that field by M. W. Strong and other Denver capitalists.

Chicago capitalists have been in Clinton, Ind., for some time taking options on coal lands, giving preference to lands in the vicinity of the Southern Indiana railway, which is now being built a few miles west of Clinton. It is said options have been taken on nearly 200 acres of coal lands in this vicinity, the price paid for the coal lying underneath averaging from \$30.00 to \$60.00 an acre.

The biennial report of the output of the mines of Montana was recently published by Louis P. Benedict, chief clerk in the office of the bureau of agriculture and industry of that state. According to these statistics Cascade county led in the value and amount of coal produced during the past two years, having produced 791,949 tons in 1902 and 776,234 tons in 1903. The total number of tons produced in the state in 1903 was 1,553,285 and the value of the coal was \$2,524,069. The total amount of capital invested was \$5,567,200. The amount paid for labor was \$1,712,092.

A Prominent Western Coal Shipper.

A prominent factor in the wholesale and retail coal trade of Chicago is F. J. Posta, manager of the Chicago & Wellston Coal Co., Twelfth and Clark streets, Chicago. Mr. Posta has been identified with the coal trade for the past twelve years and has served in his present capacity as manager of this company for eleven years.

Mr. Posta was born in Chicago in 1874 and after a course in the grammar schools and in a business college he entered the employ of a prominent furniture manufacturing house of Chicago in a confidential capacity. After spending four years with this concern he entered the employ of the Chicago & Wellston Coal Co. in 1892 as bookkeeper and one year later was elected manager of the company.

Introduced Jackson Hill Coal Into Chicago Territory.

One of his first efforts in this capacity was to introduce what is now widely known as Wellston or Jackson Hill coal into the Chicago trade. His success in this venture speaks for itself and his company is known as a pioneer in the Jackson Hill market. Not content with his enviable success in the introduction of Jackson Hill coal, Mr. Posta has since put on the market a new coal mined in the Ohio fields, known as Wellston Special Domestic, which, although on the market for a few months only, has been sold extensively throughout the west and northwest. This has



FRANK J. POSTA,
MANAGER CHICAGO & WELLSTON COAL CO., CHICAGO.

enabled him to greatly increase his company's already extensive interests in Ohio as well as in Indiana and Illinois.

In the year 1903 Mr. Posta was one of the leading factors in the organization of the Hicks & Taylor Coal Co., now doing an extensive retail business in this city. Of this company Mr. Posta is the treasurer.

In June of the present year he decided to enter the ranks of wholesalers and jobbers and his success has been phenomenal. Although in this line but a few months the shipments of his company already amount to a very large daily tonnage which covers every part of the great territory reached by Chicago wholesale coal dealers.

His latest venture was the establishment of a branch office at Marshalltown, Iowa, the immediate success of which has amply justified his judgment in opening it. Mr. Posta's future in the coal trade is abundantly assured.



Coal Operators' Associations to Hold Annual Meetings.

Announcement is made by Secretary L. L. Lodwick, of the Iowa Coal Operators' Association that the annual convention of that body for the election of officers and other necessary business will take place December thirteenth at the Kirkwood hotel, Des Moines, Iowa, at 1:00 p. m.

No official announcement has yet been made of the annual meeting of the Illinois Coal Operators' Association, but under the constitution of that organization it will be held in Chicago, December twentieth. The annual election of officers will be held and other business largely of a routine nature will come up for consideration, including the annual reports of the officers.

Cabin Creek Miners (W. Va.) Violate Agreement.

The twenty or more coal mines in the Cabin Creek district of the Kanawha field of West Virginia were closed by strike on November fifteenth and it is likely the fight will be to a finish.

The trouble originated over assessing non-union miners to pay for the services of a checkweighman. The Cabin Creek operators maintain they have no right to levy such an assessment against miners who are not members of the United Mine Workers and refused to collect it. The officials of the United Mine Workers retaliated, after several conferences, by declaring the coal operators were violating the Charleston agreement, entered into the early part of the year. There was a difference of opinion between the operators and miners over the interpretation of the clause relating to the employment of a checkweighman, and the coal operators then offered to submit the matter to arbitration to arrive at a settlement concerning the disputed point. President Mitchell, of the United Mine Workers, refused to submit the matter to arbitration and on Tuesday the strike was called. The operators say they will fight to a finish and expect that most of their men will return to work during the next two or three weeks.

The twenty mines in the Cabin Creek district furnish largely Kanawha gas coal, although half a dozen or more supply Kanawha splint coal for domestic and steam use. The effect of the strike has already been felt to a slight extent in the price of these coals in Chicago, they having advanced five cents a ton during the week. Coming at this time, there may be a shortage of these coals in western markets, but the operators are confident of winning a victory, and if they do the shortage will not extend over a very long period.

Operators Set Forth Grievances in a Public Statement.

The operators in the Cabin Creek field have set forth their side of the controversy in the following statement, all of which is quoted except the telegrams between the Operators' Association and the officials of the United Mine Workers, which are omitted from lack of space. These telegrams show effectively that the United Mine Workers would not arbitrate honest differences with the operators and therefore place the miners' organization in a bad light:

"The Cabin Creek operators in the Kanawha district of West Virginia, in justice to themselves and for the information of the miners and men in their employ, and of the public, make the following statement:

"We have been members of an association of coal operators in the Kanawha district, known as 'The Kanawha Coal Association,' whose by-laws provide for the appointment of an executive committee, which 'shall insist on a strict observance of the joint agreement on the part of both parties thereto.'

"It having been brought to the attention of this association that at some of the mines of its members an issue had been raised as to the right of operators to employ non-union men, the association authorized the following notice to be posted:

NOTICE.

"Those having authority to employ and dismiss men at this mine will make no distinction between union and non-union men."

This notice having been posted at many of the mines, including those on Cabin creek, Mr. Ireland, president of the United Mine Workers of America for this sub-district, on the eighth day of September, 1904, addressed a communication to the association in which he complained that the notice was a violation of the Charleston joint agreement. The matter was promptly taken up by the association at its next meeting, held a few days afterward, and at which meeting Mr. Nugent, president of the United Mine Workers of America for district No. 17, and Mr. Ireland were given a hearing, and in order to have the question fully investigated and discussed the association empowered its executive committee to act in the matter and to meet the officials of the United Mine Workers of America. Several conferences were held between the executive committee and Mr. Nugent, Mr. Ireland and Mr. T. L. Lewis, the national vice-president of the organization. Mr. Lewis, speaking for the organization, admitted the right of the operators to employ non-union men, but although unable to show that the posted notice by its terms violated any provision of the joint agreement, contended that it should be taken down, because, as he claimed, it would lead to the employment of non-union men without requiring them to pay the check-off, and insisted that clause six of the joint agreement required every miner to submit to the check-off, and that under that clause no operator had the right to employ a miner who refused.

Trouble is Over Interpretation of Clause Six.

The language of clause six of the joint agreement is as follows:

"No objections to be made by the operator to the check-off from those for whom a scale is made and from such outside men as are employed on inclines and tipples who are eligible to membership in the United Mine Workers of America, for the required amount, not to exceed fifty cents per pay."

The executive committee took a different view of the meaning of clause six, and the representatives of the two sides having failed to agree, the executive committee reported to the association their opinion of the meaning of this clause, and that the posted notice was not a violation of the joint agreement, which report was unanimously adopted. After the last conference, Vice-President Lewis having defined in a letter to the association the views of his organization, the executive committee, by direction of the association, replied to Mr. Lewis by letter dated the fourth day of October, 1904, from which we make the following quotation:

"The operators recognize cheerfully the right of your organization to unionize any man or persuade him to pay the check-off, but the payment of a check-off is not a rule governing the operation of mines, and if your organization can not induce men to become members or to contribute toward its

expenses, the operators feel that there is no agreement which compels them to take up the burden where you have failed, and to compel men, as a condition of employment, to contribute part of their wages against their will to your organization."

The officials of the United Mine Workers of America and the operators having failed to agree through personal conferences and by correspondence, and a final disagreement having resulted, how was it to be determined which was right in its interpretation of the joint agreement? The only solution was, of course, arbitration, by which an impartial and disinterested tribunal should decide the matter. But without any attempt to secure a settlement by arbitration, President Nugent addressed a mass meeting of miners on Cabin creek, near Lecwood, on Sunday, October sixteenth, 1904, and advised them to strike at every mine where operators refused to take down the notice, or did not yield to the construction placed by the organization on clause six. Then follows the copies of the telegrams referred to in the introduction.



Will Take Friends for Trip Through Indiana.

The Crescent Coal & Mining Co., Plymouth building, Chicago, has issued invitations to a number of its customers and those interested in the development of the great coal fields located in central and southern Indiana to take a trip through that region next week as guests of the company. In reference to the development of Indiana coal resources the invitation reads: "We know of no territory where greater development of coal properties has been had in the past four years than in this one. Comparatively few, however, have any idea of the modern up-to-date plants and appliances for the proper production, preparation and shipment of coal that have been installed.

"The trade also in general as yet scarcely realizes the high grade of coal now being produced—their stocking, handling and burning qualities—and as an educational trip we believe it will repay you for the time it will consume, because beyond question these coals are becoming a factor in your markets and will grow from year to year."

A special train has been provided for the comfort of the guests of the company which will leave La Salle street station at 9:00 a. m., Monday, and will take the party direct to the various mines on the Chicago & Eastern Illinois, Evansville & Terre Haute, and Southern Indiana railroads and will return to Chicago at an early hour Wednesday afternoon, November twenty-third.

There is no question but what the trip will be one long to be remembered. The hospitality of the Crescent Coal & Mining Co. is so well known in the western trade that it goes without saying it will be a most significant success in every possible respect.



Pittsburg Coal Co. Employees' Association Report.

The fifteenth quarterly report of the Pittsburg Coal Co. Employees' Association has just been issued, showing that this organization is in a strong financial position and that it is recording a constant growth in membership. The report shows that the average cost of Pittsburg Coal Co. preferred stock, which is held in the treasury of the Employees' Association to fill contracts with the employees for purchases is at this time \$74.80.

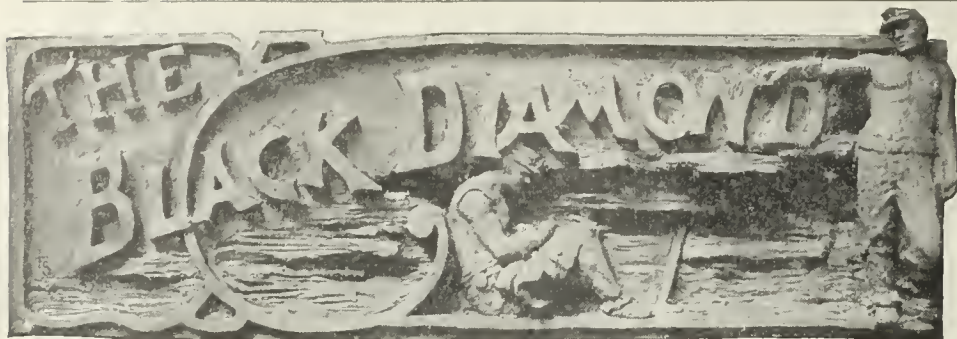
The net earnings of the Association during the forty-seven months of its operation ending October thirty-first, 1904, are \$116,967.08, all of which, except \$39,874.39 has been distributed among the holders of the first six series of stock issued, paying them in full. A division of the balance of the earnings is also shown among the holders of series 7 to 47 inclusive. The contracts in force at present represent 11,729 shares of stock and 1,377 owners.

The report shows that the total benefits paid by the Accident and Death Association from April first, 1902, to October thirty-first, 1904, are \$164,621.49. The total number of men paying into the fund is 19,250. The pension fund has at this time, October thirty-first, 1904, a total credit of \$30,129.06. In this amount is included the initial contribution of \$10,000 from the Pittsburg Coal Co.

The above figures are given to indicate the extent of the care taken of the employees of this company and the opportunity they have for financial advancement if they will only help themselves to a small extent. This plan is probably of the greatest benefit of any ever adopted by a coal operating company to aid its employees to get a start in the world and the results are already apparent in the returns to those who have been members of the Employees' Association. Of over 2,000 contracts which have matured for stock, the lowest cost to the purchaser, a member of this association, has been \$38.72 per share, while the highest cost has been only \$43.00 per share. This is the actual cost to purchasers, the earnings of the stock taking care of the remainder of the purchase price. More coal producing companies ought to follow the lead of the Pittsburg Coal Co. in plans of this kind, and if they did there would be less friction among employers and employees.



The annual coal report issued by the bureau of labor of the state of Illinois shows that Sangamon county leads the state in the number of tons of coal produced. The total is 4,386,526 or 1,251,447 more than was mined in St. Clair county, which holds second place. Sangamon county's output has shown a steady increase during the past five years, and the total tonnage in 1902 was 3,672,989 tons. The total production of coal in the forty-two counties of the state for the past year was 30,082,301 tons, which was hauled to market by thirty-five railroads.



THE BLACK DIAMOND IS THE OFFICIAL NEWSPAPER OF THE FOLLOWING ASSOCIATIONS:

The Illinois Coal Operators' Association

President, O. L. Garrison, St. Louis, Mo.; Vice-President, Jos. A. Agce, Chicago, Ill.; Secretary-Treasurer, E. T. Bent, Oglesby, Ill.; Recording Secretary and Secretary of the Commission, C. L. Scroggs, Chicago, Ill.; Commissioner, Herman Justi, Chicago.

The Indiana Coal Operators' Association

President, J. C. Kolsem, Terre Haute, Ind.; Secretary, Philip Penna, Terre Haute, Ind.

The Iowa Coal Operators' Association

President, C. H. Morris, Des Moines, Iowa; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa, Iowa; Treasurer, T. W. Carpenter, Des Moines, Iowa; Commissioner, John P. Reese, Albia, Iowa.

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TURKEYS are high this year. Let's indict the turkey trust.

WONDER WHAT the Illinois Manufacturers' Association now thinks about the great coal conspiracy in restraint of trade!

WE WISH that someone would discover within the next few days a sure sign that the winter was going to be a very cold one.

THE RUMOR editor of the Sioux City *Tribune* is working overtime. He has recently discovered through a rumor there was going to be more trouble in the anthracite region.

ACCORDING to history a man was hanged in the time of Edward I for burning coal. According to present indications some of the newspaper editors would like to hang him for selling it.

THE ANNUAL production of coal in the world is 790,000,000 tons or nearly 2,000,000 tons for each day in the year. The United States produces just a little less than half of this great total.

THE MARION (Indiana) *Leader* says: "There is a coal trust that controls every pound of coal sold to New York and New England." THE BLACK DIAMOND will give the editor of *The Leader* a thousand dollars if it can furnish proof of the truth of its assertion. There is no community in the country where one coal corporation or trust controls all the coal sold, unless it should be a mining town located at the mouth of some one coal shaft.

CHIEF MINE INSPECTOR RODERICK, of Pennsylvania, has called attention to some of the deficiencies of the state mining laws, one of which is a requirement that each inspector shall inspect the face of the working at each colliery once in two months, which Inspector RODERICK says is a

physical impossibility. This is where many mining laws are weak, in attempting to describe the duties of the mine inspector too closely, so that he can not use judgment in watching mines which need watching and giving those which do not need it little attention. The duties of a mine inspector should be to provide safety of operation and he should be held responsible before the law in this respect. Otherwise it is difficult to name them definitely.

THE OHIO TRAFFIC Association is trying to rule the coal jobbers out of business. We believe a little of Uncle Sam's law judiciously administered will convince the Ohio Traffic Association the wisdom of acting differently. There was a Car Service Association in Chicago which defiantly said Chicago coal men had their offices in their hats. This same car service association is now seeking any old rat-hole where it can hide away from the strong right arm of Uncle Sam's attorney general.

THE UNIFORM bill of lading will not go in the Dominion of Canada. The railroads in that country applied to the Canadian Railway Commission to have the uniform bill of lading adopted. The commission upon looking it over discovered that it contained features which needed to be investigated and replied that it would look it over very carefully before permitting it to be adopted. The more the Canadian Railway Commission investigates the less likelihood will there be that the railroads will have a favorable report.

The Need of a National Coal Testing Laboratory.

On another page THE BLACK DIAMOND publishes a communication from one of its readers advocating a national laboratory for testing coal where scientific results can be arrived at concerning its consumption and how to obtain the greatest efficiency with the most economy. We heartily approve of the tenor of this communication. That such a coal testing laboratory located at Washington in charge of competent officials would be of immense benefit to the industry and to every consumer of coal goes without saying. Consumers would benefit the most because they would be educated to appreciate advanced methods of consuming fuel and would understand the advantages to be derived from using coals according to the directions which scientific analysis would show to be the most economical.

The coal industry of the country should use its utmost influence and power to obtain such a coal testing laboratory. It is fairly entitled to it. The agricultural population of the United States is treated with a paternalism by the department of agriculture which is expensive but at the same time effective. Tests are made of soils, climate, seeds and advanced methods of farming and vocations allied with farming without a cent of cost to those engaged in tilling the soil.

The government goes even further than extending aid to the farmers. It has a pure food department at Washington, in addition to which nearly every state has a similar department, where food products are tested and reported upon to ascertain whether they are of benefit or an injury to public health. The cost of these several departments founded and maintained for the public good is much greater than any coal testing laboratory would be. The latter could be established and maintained probably with an appropriation of \$50,000 the first year and additions to this sum as its value to the public increased.

Such a coal testing laboratory would not only serve the present generation, but the future as well. It would serve the future by resulting in a more economical use of fuel which would conserve the deposits now untouched and hold them in reserve for future generations who will be without coal unless some such plan is followed.

The main benefit to coal producers in the establishment of such a department, however, would be in bringing to the attention of coal consumers the relative merits of different bituminous coals without prejudice, but in such a way that the discerning consumer would be willing to pay in proportion for a good value what he would pay for an inferior one. Such scientific tests would not depreciate the value of the inferior coal but they would appreciate the value of the superior coal and the latter would be held in higher regard, enabling the producer to make the profit to which he was entitled.

Coal men should advocate the establishment of such a department under direction of the U. S. geological survey devoted to analysis of coals, a study of the best methods of consumption, of transportation, of preparing them for market and all kindred subjects. They can secure the inauguration of this department if they will only take up the matter earnestly, enlisting the support of the senators and congressmen from the coal producing states.

Western General and Personal Notes.

P. C. Richards, of Eugene Ambler & Co., Ellsworth building, Chicago, has returned from an eastern trip of several days' duration.

George M. Space, manager of the extensive interests of the Pittsburg Coal Co. in the northwest, with headquarters at St. Paul, was in Chicago the greater part of last week on business.

Sidney P. Hostler, president of the Hostler Coal & Coke Co., Ellsworth building, Chicago, returned the early part of the week from a business trip to the mines of the company at Sullivan, Ind.

J. H. Sessions, resident manager at Minneapolis for the Philadelphia & Reading Coal & Iron Co., passed through Chicago Tuesday on his way east on a business trip. Before his return he will visit Philadelphia and New York city.

Sam Stanley, accompanied by Mrs. Stanley, was in Chicago during the week for several days for rest and recreation, taking a long deferred wedding trip to the west. Mr. Stanley was married about a year ago and since that time has not been in Chicago.

Circulars have been issued at Toledo, Ohio, by the various coal roads to the effect that on and after December first they will decline to reconsign on the basis of the through rates and divisions coal that has been originally consigned and way-billed to Toledo or other points.

J. F. Osgood, who has been in the retail coal business at St. John's, Mich., since 1876 and is one of the oldest dealers engaged continuously in business in that state, has sold out to Storm & Bergin, who have taken possession. Mr. Osgood will retire from active business life.

Alfred Bischmann, bookkeeper for the Frank S. Collath Coal Co., 292 Third street, Milwaukee, Wis., was arrested during the week in that city on a charge of having embezzled \$735.93 from funds belonging to the company. He had been in the employ of the company for the past two years.

S. M. Dalzell, general manager of the Spring Valley Coal Co., Bedford building, Chicago, who has been ill for a number of weeks past with a severe cold and has been able to be at his office only part of the time, has almost completely recovered from his malady and is feeling like himself again.

It is announced that on January first the C. W. Jackson Coal & Coke Co. will engage in business in the Old Colony building, Chicago. Mr. Jackson, the head of the new company, has been in the Chicago trade for the past twelve years and is now manager of the coke department of Rogers, Brown & Co. at Chicago.

"Price's Prices" is the name of a neat circular issued by the Charles R. Price Co., Fisher building, Chicago. The prices are tabulated and are quoted at the mines. In the table, freight rates to Chicago, Peoria and East St. Louis are also given, making it easy to ascertain the f. o. b. price at any of these points on any of the coals offered.

E. A. Uhrig, C. W. Moody and L. Teller, of the Milwaukee-Western Fuel Co., Milwaukee, Wis., were in Chicago during the week on a business trip. President Uhrig, of the company, in a brief interview said that business conditions at Milwaukee in the coal trade were suffering more or less from the mild weather and were on much the same basis as at Chicago.

J. W. Lowe, resident manager of Boyd, Stickney & Co., 175 Dearborn street, Chicago, has returned from Des Moines, Iowa, where he spent several days on business in connection with the Smith-Lowe Coal Co., in which he has an interest. This company is engaged in the production of Iowa coal and gets out a large tonnage each year. It has been very successful.

Judge Kavanagh at Chicago has appointed a receiver for the Consumers' Coal Co. on complaint of Clyde L. Day, who holds a judgment of \$594 against the company. The affairs of this company have been in the courts for several months past, during which time sensational charges were made on the part of some of the stockholders against the officials of the company.

J. P. Walsh, general manager of sales of the Pittsburg Coal Co., Pittsburg, Pa., was in Chicago during the week for the first time in over a year. During his absence from Chicago Mr. Walsh has made a flying trip to Europe and has been promoted, having more onerous and exacting duties than formerly. Many of his old-time friends were much pleased to renew their interrupted acquaintance with him.

General F. O. Wyatt, of the La Salle County Carbon Coal Co., Old Colony building, Chicago, returned the early part of the week from a fortnight spent on his farm at Berlin, Wis. Mr. Wyatt is in much better health than when he left Chicago, and for the first time since the early spring is feeling like himself again. His illness was a severe one, extending over several months during the summer.

The many friends of Mr. and Mrs. S. M. Dalzell will be pained to learn of the death of Mrs. Joseph King, mother of Mrs. Dalzell, at her home in Chicago last week. Mrs. King was stricken with paralysis about a year ago and never recovered from the stroke. She was eighty years of age and was held in high esteem by all who knew her. Mr. and Mrs. Dalzell accompanied the body to Sharon, Pa., her old home, the latter part of last week, where interment occurred.

R. A. Jackson has been made first vice-president of the Rock Island system to fill the vacancy caused by the resignation of Robert Mather, who has been made chairman of the board and who was also promoted when selected for this important post. Mr. Jackson is a comparatively young man and was a prominent member of the Indiana bar before coming to Chicago, being located at Richmond, Ind., for a number of years. He has been in Chicago for three years and he has risen to his present important position wholly on his merits. He has a wonderful aptitude for business

and this led up to his rapid advancement. Mr. Jackson will have charge of the legal department of the railroad and will also have many other important duties.

The Lodwick Bros. Coal Co., with offices at Mystic, Iowa, has issued a very attractive and handsome folder to the trade under date of November first, entitled "Ranks Among the Best." The folder is devoted to an exploitation of the block coal mined and sold by this company. Attention is directed to the fact that the company owns seven mines in the field near Mystic and that the state university has determined this coal to be among the best produced in Iowa.

F. A. Holmes, who for some time past has been engaged in the wholesale anthracite shipping trade in the Chicago market, making a specialty of Kingston anthracite, has associated himself with the Charles R. Price Co., Fisher building, Chicago, as manager of the anthracite department. Mr. Holmes takes with him all his anthracite connections, and, added to the anthracite and bituminous coals handled by the Charles R. Price Co., gives that company a very complete assortment of fuels.

W. W. Lynn, line sales agent of the Philadelphia & Reading Coal & Iron Co., with headquarters at Philadelphia, Pa., was in Chicago this week for the first time in twelve or thirteen years. Mr. Lynn formerly made frequent trips to the west and northwest, but his eastern duties have been so numerous he has not been able to make western trips as frequently. In company with J. H. M. Claggett, resident manager at Chicago, Mr. Lynn went to Duluth on a business trip the middle of the week.

Maj. A. W. Horton, sales agent at Chicago, Railway Exchange, for the Pittsburg Coal Co., has been confined to his home the greater part of the time for over a week with a severe attack of la grippe, from which he suffered severely. Major Horton first suffered from a severe cold, which settled in his shoulder and arm, causing him great pain and incapacitating him for duty at the office. His numerous friends in the west will be pleased to learn that he is gradually recovering and was able to be about again the middle of the week.

A number of twin city coal men recently visited Duluth and Superior, Wis., for the purpose of ascertaining the condition of dock stocks and other information of value. In the party were: George M. Space, general northwestern agent of the Pittsburg Coal Co., St. Paul; A. Warner, city agent for the Pioneer Fuel Co. at Minneapolis; Henry Staples, vice-president of the Twin City Coal Yard Co., of Minneapolis; C. G. Hartman, president of the Ohio Coal Co., of St. Paul, and Fred Stewart, city agent of the Ohio Coal Co. at St. Paul.

Jewett, Bigelow & Brooks, Detroit and Chicago, are installing a picking table at their mine at Beech Grove, Ohio, which will enable them to pick over the egg coal prepared by them and remove all slate and other extraneous product. This picking table is operated on the same principle as is employed in the anthracite region in preparing coal for market and the product will be of much higher quality. It is claimed that Hocking egg coal which passes over the picking table will be equal to that which is washed. When this picking table is installed it will be the first in the Hocking field, it is claimed.

The numerous friends of M. S. Cochrane, sales agent for E. L. Hedstrom & Co., Marquette building, Chicago, will be shocked to learn of the sudden death of his wife in this city. Mrs. Cochrane had been suffering from a tumor on the brain and was brought to Chicago from Marshalltown, Iowa, where it was hoped that a cure would be accomplished by means of an operation. She died while in a Chicago hospital and the funeral was held last Sunday at Marshalltown, Iowa. Mrs. Cochrane is survived by her husband and two children, Allister, a boy twelve years of age, and Esther a girl of nine. Mr. Cochrane will receive the sympathy of the entire coal trade of the west in his great bereavement.

On application of Edward Menkin, attorney for several coal shipping companies in Chicago, a receiver was appointed under the federal bankruptcy act for the business of J. Gapszewicz, a coal dealer at Forty-third and Honore streets, Chicago, during the week. T. H. Dow was named as receiver by the federal court and there was a hearing on Thursday before Sidney C. Eastman, referee, at which Gapszewicz was placed on the stand. It is alleged that when Gapszewicz found that his business was in bad condition he formed the Town of Lakes Coal Co., to which to transfer it. This company was incorporated a short time since. The estate is very much involved and much litigation may be necessary to straighten out the tangle. The coal claims are placed at \$1,600, while the total liabilities are said to be about \$13,500, and the assets are \$3,400. The yard was operated under a lease granted by the Chicago Junction railway, this corporation owning the property.

In the matter of marked capacity of cars, which is a subject of importance to the coal trade, owing to the fact that many times railroad companies mark the capacity of their cars in excess of the actual amount that can be carried, a speedy reform is to be expected. The vice-president of one of the leading western rail lines has informed Commissioner B. F. Sipp, of the Coal Shippers' Association of Chicago, that one conference of railroad officials has been held at which this matter was taken up and considered very carefully and there is the probability that another will occur shortly. Since the attention of the rail lines was called to this matter there has been a tendency on their part to investigate the subject very carefully and it is probable they will adopt the cubic capacity of the car body as a basis for arriving at the marked capacity instead of the carrying capacity of the trucks, which has been the basis for marked capacity in the past. This reform, if it goes through, as seems likely, would be of benefit to all branches of the coal industry, doing away with much of the short weight which results from overloading the cars to meet the requirements of excessive marked capacity. Good progress has already been made in this direction.

Carriers Can Not Limit Common Law Liability in Illinois.

Written by B. F. Sipp, Commissioner the Coal Shippers' Association, of Chicago.

The following is the law of the state of Illinois: "That whenever any property is received by any railroad corporation to be transferred from one place to another within or without the state, it shall not be lawful for such corporation to limit its common law liability safely to deliver such property at the place to which same is to be transported by any stipulation or limitation expressed in the receipt given for the safe delivery of such property."

The fundamental idea of a contract involves a meeting of the minds of the parties and requires a mutuality of assent. It is obvious, therefore, that the result attained, namely, the limitation of the carriers' common law liability is not the fruit of his *ex parte* action, but of the mutual assent of himself and his employer, in other words, the carrier can not himself restrict his liability at all. That liability is imposed by law and the utmost that the law demands is that the employer may, when he deems it for his advantage, by special contract release the carrier from a portion of that liability which the law would otherwise impose upon him.

The acceptance of the carrier's receipt creates a contract, according to its terms, between him and the shipper. When the goods are delivered to the carrier, receipts are usually given, in which are stated the terms as to liability of the carrier on which they are to be carried, which are treated in all respects as to their legal effect as bills of lading. It is the duty of the shipper to know the conditions of the bill of lading, and he can not be willfully blind and plead ignorant when it is his duty to know, and knowing in such cases is assent to the conditions of contract.

The obnoxious features in the proposed uniform bill of lading is the effort of the carrier to require the shippers' written acceptance of the conditions; the offering of a limited and unlimited liability contract, and if he takes an unlimited liability contract he is to pay twenty per cent more for having his goods hauled.

The western and southern classification committees decline to adopt this bill of lading. The bill of lading conditions are purely a legal matter. It must be borne in mind that the conditions of the uniform bill of lading have not been changed any since the adoption of this bill of lading. The official classification committee, in July, 1890, I bear in mind, in the circular of G. R. Blanchard, F. J. Kingsbury and Frank J. Firth, under date of July twenty-sixth, 1890, that they say:

"The uniform bill of lading will no doubt need amendments from time to time to meet the changing requirements of commerce, and such consideration will be cheerfully accorded."

Uniform Bill of Lading Considered for Fourteen Years.

No amendments have been made, but the shippers are asked now to give a written acceptance of the conditions of the uniform bill of lading, since it has been in use the last fourteen years, and make it a contract.

The Canadian railways but recently intended the adoption of the uniform bill of lading for their patrons and the matter was deemed of such importance that it was submitted to the railway commissioners, who ordered the railway lines to continue their present methods until such a time as they were able to give the matter careful consideration, because of the manifold important features that developed on the proposed contract between carriers and shippers. Therefore, in this uniform bill of lading that it is proposed to make a contract of with the shippers, it appears that the matter should have every consideration on the part of the interstate commerce commission, and fairly to the carriers and the shippers.

The railway lines have a legal right to protect themselves against some conditions of service, but the courts have been relaxing in their harshness to carriers in the recent years on account, unfortunately, of the unwise suits that have been brought by shippers that have strengthened the carriers' position legally and established precedents which were better that such suits

has never been instituted, thereby creating conditions of which the majority of shippers have to bear the burdens.

The bill of lading committee has issued the following circular as of date August first, defining its position and to become effective January first, and it is due to the railway lines, as well as shippers, that the conditions of it may be placed before them:

"For the convenience of shippers and carriers and in order that carriers' contracts, whether printed by carrier or shipper, may in their conditions be alike to all, thus conforming to the requirements of existing laws and of the official classification, filed with the interstate commerce commission, and made public in accordance therewith; and, further, to lessen the risk of clerical errors in the carrying out of such contracts the carriers represented in the membership of this committee severally give notice as follows:

"1. The forms of uniform bill of lading—original; shipping order, and memorandum, desired to be in general use not later than October first, 1904, as set forth in circular of February first, 1904, will be incorporated in the next issue of the official classification, taking effect January first, 1905. Said forms do not differ in their conditions in any important particular from those that have appeared in the official classification since 1894; they call for no change in any lawful rates or customs of carriers. They contemplate a uniform and convenient standard width and provide for a uniformity of conditions of service under like rates.

"2. On and after January first, 1905, carriers will use and accept only the forms, and under the rules, in their official classification and tariffs filed with the interstate commerce commission and made public as required by law.

"3. On and after October first, 1904, and until January first, 1905, carriers may use or accept bills of lading and shipping order forms such as are now in ordinary use, even though they do not conform to standard width, provided their contained conditions, under which the service is to be performed, agree substantially with those of the standard forms.

"4. Carriers prefer that shippers' signatures (written, stamped or printed) shall be affixed to uniform bill of lading—original, and to memorandum acknowledgment, but they do not insist upon this being done. If shippers prefer to omit their signatures to these forms no objection will be made by carriers.

"5. The words 'not negotiable' should be printed on the face of each uniform bill of lading—original shipping order and memorandum acknowledgment, for the protection of carriers under certain state laws (see Note 1, P. 15, O. C. No. 25), but these words may be omitted by any carrier if satisfied they interfere in any locality with any shipper obtaining advances desired on bill of lading.

"6. The insurance clause (See Note 2, P. 15, O. C. No. 25) should be printed in condition 3, but may be omitted by any carrier. It is not deemed necessary to repeat the clause in condition 11.

"7. The standard width of the forms is eight and one-half inches, but to accommodate shippers forms will be accepted if not less than seven and three-fourths inches nor more than eight and three-fourths inches in width. They may be of any desired length.

"8. Where two or more carriers have termini in any one place, whether as organized local committees or not, it is recommended that notice of the information herein contained shall be given to interested shippers and printers in the joint names of the representatives of all of said carriers. Proofs or inquiries for information desired by shippers or printers should be submitted to any local agent or officer of any carrier by whose line or route shipments are to be made; or to the chairman of the carriers' local committee in the place. If the information is of a general rather than of a local character, apply direct to the commissioner or chairman resident in the district, and a prompt decision will be given."

Prices on Hocking Coal Are Wobbly in Chicago Proper.

During the week there has been a weakening in the price of Hocking coal in the Chicago market proper. In movement of this coal outside of Chicago to the country trade, so far as has been learned, the new circular price is being maintained. This is especially true of the circular price in the movement from dock points.

In Chicago proper, however, things have been happening which have caused the present condition of the market.

Three weeks ago Friday a meeting of the sales agents of some of the leading Hocking companies engaged in the Chicago trade was held in one of the local coal offices, including the Sunday Creek Coal Co.

At this meeting it was agreed that no more coal would be sold by the companies to jobbers.

It was further agreed that the new circular price of twenty-five cents advance over the October circular on Hocking coal in open cars would be observed and that the price of coal in box cars would be advanced thirty-five cents a ton over the former price.

This agreement was made with the understanding that it would be observed by at least the leading producing companies represented in the Chicago market by sales agents. It did last for nearly two weeks.

The early part of the present week and the latter part of last week it was discovered, however, that none of these companies could dispose of Hocking to the Chicago trade proper on the basis of the advanced price.

A further investigation was made by several of the leading shipping agents and it was discovered, so it is alleged by several authoritative sales agents that the Sunday Creek Coal Co., knowing that the advance in price

was to become effective on November first, because it aided in bringing it about, had visited many of the larger local dealers and had contracted with them to deliver during the month of November anywhere from twenty to fifty cars of coal at the price ruling in October before the new circular became effective.

A sample conversation of a salesman for a Hocking company with a dealer in Chicago proper is given to show what the effect was:

"Want any Hocking today?"

"No, just taken in ten or twenty cars."

If the dealer formerly bought of the company represented by the sales agent there was trouble immediately and the following explanations would generally follow:

"Bought it from the Sunday Creek Coal Co."

"Anything the matter with my coal?"

"No, the trouble is with your price."

"What is the trouble with the price?"

"I can beat it."

"What are you paying?"

"Can't tell; made a contract."

"Who with?"

"Sunday Creek Coal Co."

Further explanations generally reveal that the contract price was made on the October basis and that coal is being delivered during November under the contract.

If the facts as stated to THE BLACK DIAMOND are true, the Sunday Creek Coal Co. gobbled up about all the tonnage that is likely to be wanted in Chicago proper for some time under this arrangement.

The consequence of these discoveries has been that sales agents representing producing companies, except the Sunday Creek Coal Co., have decided to renew their relations with jobbers and the price has dropped to a point where it is considerably below the circular basis.

In the meantime there has been an accumulation of Hocking coal in the hands of those who have been holding the bag while the Sunday Creek Coal Co. has been delivering the coal and now some of them are making such prices as will result in bringing about sales. The market is in an

extremely wobbly condition. Unless there is cold weather in Chicago there is a prospect that it will become still worse and that some of the dealers who signed contracts with the Sunday Creek Coal Co. for November delivery at October prices may be able to buy coal still cheaper from other sources.

At any rate, if the shipping agents of Chicago who have investigated this matter can be relied upon and there is further demoralization in the Chicago market, the Sunday Creek Coal Co. can be charged with it as well as some other things which would not look well in print.

The story of a rise and fall in the Hocking market is an interesting one. It shows what THE BLACK DIAMOND has maintained concerning the Sunday Creek Coal Co. for several months past—but what is the use of repeating it? Everyone knows the truth.

Reports from Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, N. Y., Nov. 17.

Anthracite markets continue to reflect weather conditions. At retail all branches of the business are on an active basis as a result of the more seasonable weather which was experienced during the week. The tonnage of coal moving to consumers shows a decided increase in volume over that previous to this time, while conditions are also very encouraging for a further improvement in the demand which should develop into greater activity in the shipping trade. Stocks in retail yards are being rapidly diminished and when they reach a point where it is necessary to replenish them, which will be within a short time, shipping agents will be called upon to supply a larger tonnage than they have for several months past. In some directions the weather has already resulted in much new business and is helping the situation materially, while in others at times there is a tendency in demand to drag, making the market irregular and uncertain. The far east demonstrates the dragging tendency more fully than any other territory reached from this market, due to the large accumulations of coal on wharves and in storage and to the further fact that coal can be obtained very promptly, even during the winter on movement to these ports by way of ocean transportation lines. In some instances this dullness in the far eastern trade has interfered greatly with keeping the regular barge service employed and some of these vessels are being tied up, the number being greater than is usual at this season of the year. It is believed, however, that this tendency toward dullness in that territory has reached its height and that business will gradually recover to the normal point.

Car Shortage Still Important Feature at Collieries.

The car shortage is still an important feature at the collieries, none of the companies being able to operate on full time owing to inability to secure as many cars as are required. The shortage of cars is retarding deliveries to western points as well as at tidewater on some of the sizes. Stove coal is practically out of the market in the east for current delivery and shippers are not making promises of deliveries inside of ten days, while in some instances they are refusing to accept orders entirely, due to the uncertainty of the time of arrival of this description of coal at vessel loading ports and the large demand for it at the present time. On the specials this size is also very short and buyers who have been out of stock for some time can obtain no definite understanding as to when deliveries are to be made.

The all-rail demand is still the most active comparatively as to the volume of business coming forward and is attracting more of the shippers' attention on account of this activity and the greater importance of making prompt deliveries at this season of the year. Dealers in many instances in this branch of the industry do not have the storage capacity which would enable them to accumulate much stock in advance of their current requirements and therefore when the active season of consumption commences they must be taken care of promptly by the shipping companies. Shipments to New England points all-rail are quite active and show much competition among the railroads entering that field who are endeavoring to increase their tonnage, even to the extent of offering free yard facilities to those who will become their customers.

Slightly more activity is shown in the demand for pea coal and this description which for a considerable time has been offered on a depressed market, is moving off, relieving producers of an accumulation of this size and also helping other grades which can be moved in conjunction with it. Buckwheat is in good demand with enough orders in the hands of shippers to take care of all available supplies. It is not thought there will be sufficient production at the collieries to result in a depressed market on these coals during the next month and if they are steady during this period they will rule firm the remainder of the winter. Prices on all the steam sizes of anthracite are stronger speculatively. The companies are holding their prices to the full circular basis, with now and then individual producers offering their product slightly under the circular.

Seaboard Bituminous Trade Shows Increased Strength.

The Atlantic seaboard bituminous trade shows further strength all along the line this week. The specialties and better grades of coal are comparatively stronger than the lower grades, though even the latter have benefited by the improved conditions to some extent. The car shortage continues to be a factor of importance and there has been very little improvement in general, while on some of the roads it is still severely felt, reducing the available tonnage at the mines, although it is believed that the somewhat important increase in cargo coal to constitute last shipments to the ice-making ports has had much to do with present conditions and is more of a strengthening factor than anything else.

The demand has undoubtedly been increased as a result of the low coastwise freight rates prevailing lately, which are at the minimum point for the year on large craft.

Trade in the far east is developing a good demand and the usual last of the season cargoes for the Maine ports are being urged forward, although vessel captains express some reluctance to take such charters at this time, and when they do accept them it is with the understanding that they are subject to ice-clauses now that the end of the regular season for such shipments is past. Some producers report that the improvement in the market tributary to and including New York is more marked than at other distributing centers. While shipments on contracts have been more or less held up all summer, it is claimed that buyers are now demanding a heavier movement of coal, taking up to their full monthly quota. Along the sound the trade is in a much healthier condition than was previously the case and this is a source of encouragement.

The demand for both all-rail and water shipments from New York harbor shows a decided improvement and in some instances considerable anxiety is being felt on the part of buyers to get the coal forward as promptly as possible, which, of course, is affecting the selling market on spot coal and giving it more strength. There is very little, if any, demurrage coal on the market, and the prospects for an increased business are regarded as extremely favorable. Prices are held firmer and in some instances slight advances have been made by selling companies and have been obtained.

The all-rail trade has developed a pronounced increase in the volume of business and the demand lately has been of such a character as to indicate to producers that this class of trade is calling for a larger proportion of coal than it is entitled to, diverting in some instances shipments that were originally intended for tidewater. Prices have advanced and coupled with the increased production at the mines which has resulted from the better trade conditions it must be apparent that this branch of the industry is in a good state and that the outlook for the future is most encouraging.

Transportation Affected By Shortage of Cars.

Transportation from the mines to tide is fairly good on most of the main line roads and in several instances where special favors have been asked by shippers they have been granted which helped out the movement of coal. The supply of cars has been quite short on most of the lines with some in a worse condition than others. In some instances the supply has been only twenty-five per cent of the requirements of coal shippers.

The Pennsylvania road, which recently placed an embargo on shipments eastward to New England points over the New Haven road has removed the restriction. There has been considerable discussion in the trade concerning this action inasmuch as the car supply today is no better than it was when the embargo was placed against the eastern road.

In the coastwise vessel market freights with the larger proportion of vessels are on the lowest basis of the year and consumers generally are endeavoring to take advantage of this condition to get as much coal as possible forward at this time. The loading and discharging clauses of the summer contracts which caused so much discussion are heard of occasionally, but they do not seem to be insisted upon and most of the business being done is under private terms. Philadelphia quotes freight rates on large craft at 60c to Boston, Salem and Portland; sound ports, 60c; Portsmouth, 65c; Lynn and Newburyport, 75c. The farther lower ports are on about the same basis, while New York rates rule at 60c to points around the capes.

Boston and the New England States.

BOSTON, MASS., Nov. 18.—(Special Correspondence.)—The anthracite market has not shown the activity that was generally anticipated it would develop, considering that weather conditions have been good for a normal consumption. Shippers are wondering at the reason for this, which seems hard to account for. It is evident that buyers are not anxious to increase their present holdings and are not likely to place further orders until the stocks in hand are materially reduced. At inland points a fair proportion of tonnage for current needs is developing and reaches the shipping offices in somewhat increasing amounts. It is generally believed that this line of the trade will come under more active competition in the future with the acquirement of the Ontario & Western property by the New Haven company and already this is indicated to an extent by the latter road soliciting patronage from dealers in this territory by giving free yard facilities to those becoming their customers. The low price made on pea coal in connection with the state hospital contract recently for its supply of this grade of fuel for the ensuing year has had the effect of reducing the value on this coal to both the domestic and steam trade by some of the big shippers,

where it now interferes with the regular season orders. Naturally this has stimulated the demand and a considerable tonnage is said have been obligated by shippers at these figures which is going forward at present. It is likely these lower prices will shortly be withdrawn and a more stable price will again prevail. At tidewater receipts of anthracite coal are not large and below the usual arrivals for this season of the year. The trade is nevertheless firm and maintains a strong tone. At retail the demand is improved, much of it being for current requirements of a small character though aggregating a larger tonnage than for some weeks past. Prices on this business are firm and no deviation from list figures is heard of.

Bituminous Trade Maintains Improvement of a Week Ago.

The soft coal market maintains the improvement of a week ago and the demand for shipments is fairly good. Somewhat better supplies are now available from the lower shipping ports and are of sufficient volume to fully provide for present needs. Many cases of delays on shipment of orders are still reported due to the shortage of cars and considerable urging is being done on it by consumers. Much of this business, as also its urgency for delivery, is, of course, due to the extremely low ocean freight rates, which are inducing buyers to contract for future needs, realizing that with rates down to cost and under they are taking no risks in ordering large amounts at these limitations of freight. On contract business orders are being supplied quite regularly, though no increase is shown as yet in quantity, as this trade has on the whole been well forehanded in keeping a sufficient amount of coal ahead all fall. The better grades are feeling the improved situation more than the poorer qualities, the latter coals not yet being allowed to enter closely into competition by reason of the prices on the higher grade coals still being below what is considered normal for them. The meetings of the operators of the last week or two rather indicate by their reports that the prices f. o. b. the Virginia cape ports are to be advanced to \$2.50 and in this event Clearfield coals would be enabled to seek a larger market in the sound ports. The vessel market is weak and no great amount of business is offering. Quotations from all ports to points around the cape are 60c and 50c to the sound from the lower ports.

Buffalo and the Great Lakes Trade.

BUFFALO, N. Y., Nov. 18.—(Special Correspondence.)—The car shortage at this point seems this week to have reached its most serious stage. None of the railroads out of the frontier can supply the cars asked for by their regular customers, and efforts of one road to borrow of another bring out the fact that each is holding on to all the cars it has. The fruit and produce traffic seems to be very heavy east of here and those requirements added to those of grain brought here by lake are taking all the cars. The New York Central alone is short about 3,000 cars for grain and the other roads are in the same plight. The roads are finding no trouble in moving all the loaded cars, and they will therefore enter the winter with their yards cleaned up. Many of the roads have put their old motive power through the shops and have added new power, so they are in excellent shape for the winter conditions. The shortage in car equipment, however, is great.

Anthracite sales agents hardly know where they are as to rail shipments. They are far behind in their orders and more are coming in faster than they can be filled. The local anthracite situation is improving, as the weather grows colder. People that have kept their houses warm by grates or by gas until now are buying coal! The local demand may be expected to be very good now until next spring.

Shipments of Lake Anthracite Show a Decrease.

Shipments of anthracite by lake are now on the decrease. Two of the five shippers here will close up their lake docks within a few days for the winter, but the others will send up coal until the end of the season. The docks at the upper lake ports are pretty well filled up. Last week's shipments amounted to 98,649 tons, as contrasted with 117,860 tons for the previous week. Shippers here suffered delay in getting boats that they chartered for the first of this week on account of the storm on the lakes. Shipments for last week were distributed as follows:

Chicago	35,800 tons	Hancock	2,124 tons
Duluth	24,650 tons	Bay City	1,800 tons
Milwaukee	15,450 tons	Toledo	1,000 tons
Superior	11,500 tons	Port Colborne	575 tons
Marquette	2,950 tons		
Sheboygan	2,800 tons	Total	98,649 tons

There is unanimous opinion among bituminous coal men here that the market is showing better conditions and all are much encouraged. While there is a shortage of cars at the mines, which is now compelling the companies to hustle for cars to fill their contracts, considerable coal is being received here, especially from districts other than Pittsburg. The car shortage in those districts is not felt as keenly as at Pittsburg. However, the shortage at Pittsburg has a controlling influence on the price of all coal sold here. There seem to have been some wrong reports sent out from Buffalo to a coal paper, as to the freight rates to points on the Niagara frontier. The rate on Pittsburg coal to Buffalo is \$1.25, to International Bridge \$1.30 and to Suspension Bridge \$1.40. The standard quotations here are on Pittsburg coal to Black Rock.

Coke Market Continues on a Firm Basis.

The coke market continues to be in the same condition that it was a week ago. Reports from the ovens indicate that there have been no rains to help out the coke manufacturers and the supply that is coming here is very much curtailed. This scarcity of the article, with an increasing demand, has naturally caused an advance in the price beyond expectations. The lowest quotation is \$4.00, but it is known that most of the dealers are getting even more for it than that, as high as \$2.30 for Connellsville coke at the ovens.

A change in the personnel of the firm of C. B. Kinne & Co. was officially announced this week. The interests of C. C. Baker were purchased by I. R.

Barton, of Batavia, N. Y. Mr. Barton has been a traveling man recently. Prior to that he was division freight agent of the Worcester and Boston division of the New York & New England railroad. It is understood that he will add strength to the firm. Mr. Baker has returned to his home in Topeka, Kan. The plant of the Tonawanda Fueling Co., which is owned by this company, will be managed entirely by J. J. Paterson. It is announced that many improvements are contemplated there this winter, involving the expenditure of several thousand dollars. A fuel scow is among the contemplated improvements.

J. B. Harris, chief clerk to D. L. Tuttle, sales agent of the Philadelphia & Reading Coal & Iron Co., is in Illinois attending the funeral of a relative S. Stanley, sales agent for Coxe Bros. & Co., Inc., is in Chicago.

Among the visitors in the city are M. R. Shaner, of the Butler Coal & Coke Co., and Mr. Collins, of the Shenango Coal Co., Grove City.

The Philadelphia Coal Trade.

PHILADELPHIA, PA., Nov. 18.—(Special Correspondence.)—As regards the anthracite coal conditions at this center there is a steady improvement in the demand with sufficient orders coming in to absorb what shipments are coming forward from the mines. With the special grades there is a decided shortage, but shippers are unable to reduce this deficiency by increased shipments on account of the small production at the mines caused by a limitation in cars and the fact that these coals can not be mined in large quantity, as the mines producing them are but few in number. The demand for these specialties, however, is quite strong and seems to be growing in even greater favor with the trade and shipments on it are constantly urged to the discomfort of the producer. Both the local city trade and shipments to line ports are moderately active and doing comparatively most of the business at this time. Delays on delivery are quite numerous owing to the number of small orders and the variety of coals they call for, making it almost impossible to give good dispatch where certain grades are entirely sold up. The coastwise trade to the farther eastern ports is inclined to be sluggish lately and but an occasional cargo order reaches the hands of shippers. It is thought this business is quieter than is usual for this season of the year, and especially noticeable for the reason that good weather has prevailed in that territory and should have developed more activity, but is probably due to the considerable stocks being carried there on which the local buyers are depending. Continued favorable weather will undoubtedly improve this market very shortly, as requirements are known to be still large and chiefly affecting consumers' bins which are not as a rule so fully stocked as in the past few years. At the mines the production is possibly a little greater than it has been, but cars continue to restrict and do not permit of a large tonnage.

Bituminous Trade is Still Improving.

The bituminous coal trade shows continued improvement along all lines, though the better grades seem to be the most favored and in some instances are firm. This better condition of things is creating a more hopeful sentiment in the trade and producers are beginning to feel that the good old time activity is in a measure returning again. There is considerable business reported on both old contracts and new orders, in some cases exceeding the ability to ship, especially in the line markets. The feature in the trade continues to be the car question. The supply of cars is running very short on all roads and is interfering with the movement of coal in all directions. The line business possibly suffers most and this chiefly to the New England territory. The Pennsylvania railroad embargoed shipments to that territory a week ago, but the protest from producers was so great that it again withdrew it, though no large number of cars is available even now for this purpose. Tidewater orders are also more plentiful and the small accumulation of coal at those ports recently is making prices slightly firmer. The very low ocean freight rates prevailing are inducing some business that undoubtedly would not have come into the market until later, though the heavier shipments on it are still going from the Virginia cape ports. Transportation from lines to tide is fairly good. Cars average anywhere from forty to sixty per cent of the needs. The vessel market is dull and weak. Rates show no advance from the last two weeks. Philadelphia quotes to Boston, Salem and Portland, 60c; Portsmouth, 65c; sound ports, 50c; Lynn and Newburyport, 75c.

Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York: Since our last report, few additional steamers have appeared in the market, desiring coal for Cuban, Mexican and the Windward Island ports, but as the majority of the export orders for coal in these directions have been placed, this fact may cause the market to reach a lower level. The South American situation is unchanged, and steamers are offered at 10s on coal to Rio, but shippers are unable to meet owners' views.

Owing to the low rates now current from Cardiff to Mediterranean ports, shippers of coal from the states in this direction can not at present compete. A number of boats are offering for far eastern business, but the only orders in the market are for American steamers, which are difficult to obtain. We would quote freight rates by steamer, as follows: \$1.30@1.35 to Havana or Matanzas; \$1.80@1.90 to Cardenas or Sagua; \$1.50@1.55 to Cienfuegos; \$1.35@1.45 to Port of Spain, Trinidad (possibly \$1.25 for December loading); \$1.60 to St. Lucia; \$1.65 to St. Thomas; \$1.70@1.80 to Barbados; \$1.50 to Kingston; \$1.25 and port charges to Curacao; \$2.10@2.20 to Demerara; \$1.75 to Bermuda; \$1.45@1.50 to Vera Cruz; \$1.60 to Tampico, with schedule No. 3 conditions for discharging; 9s 6d to Rio; 8s to Buenos Ayres; \$5@5.10 to Manila.

Eastern General and Personal Notes.

C. J. Wittenberg, of New York, returned to his office on Monday, after spending several days in Philadelphia and Washington in the interest of his company, at the same time enjoying a slight recreation.

The Westmoreland Coal Co., of Philadelphia, has removed its New York office at No. 1 Broadway from the sixth to the tenth floor, room 265. H. C. Adams, vice-president of the company, is in charge of the New York business.

William C. Atwater, of William C. Atwater & Co., left on Friday of last week for the south to enjoy a short recreation trip. He will also visit the company's mines in the Pocahontas field before he returns, which will possibly be about the first of next week.

George E. Warren, of the Warren & Monks Co., Boston, Mass., was in New York for a few days last week on a business trip. Mr. Warren reports an improved bituminous market in the east and looks for even better conditions with more seasonable weather.

R. H. Williams, of Williams & Peters, New York, obtained political honors in the national election held last week by being selected as one of the presidential electors of the state of New Jersey. Mr. Williams resides at Madison, N. J., and takes a keen interest in political affairs in the commonwealth of which he is a citizen.

Robert Mitchell, general sales agent of the Pennsylvania Coal & Coke Co., of Philadelphia, was in New York during the week on one of his regular business trips in the interest of the company. He reports a much better trade in all the coal markets in which this company does business and believes that a gradual improvement in the industry is now due.

A New Haven dispatch, during the week, says: "One of the prominent bills to come before the Connecticut legislature will be a petition of the New York, New Haven & Hartford railroad for a modification of the present car demurrage law, which, it is now claimed, is costing this company more than \$1,000,000 a year. The road wants the number of days of free time reduced.

Commissioner Charles P. Neill, of the anthracite coal commission, gave notice last week that the anthracite mine workers are entitled to an increase of seven per cent on the rates fixed by the award for the month of October. This is two per cent higher than the sliding scale for September and is based on the selling price of \$4.85 f. o. b. New York harbor for coal in October.

F. H. Wigton, general manager of the Morrisdale Coal Co., who has been abroad since September last, returned to New York on the steamship Lucania, from Liverpool, on Saturday, November twelfth. Mr. Wigton went abroad in the interest of the company, but took occasion while there to visit some of the larger cities and enjoy a period of rest. He is looking well, says he had a fine trip and is glad to return home.

The Cambria Coal Mining Co., of Philadelphia and New York, which recently placed an order for 500 steel coal cars of fifty tons capacity each to enable it to give better service to an expanding trade, expects to receive the first consignment of 150 cars this week and the balance will follow closely. The company has built up a large business on its celebrated coals and appreciates that in order to maintain and increase it individual car service is essential for this purpose.

L. J. Barrett, terminal agent of the Philadelphia & Reading at Port Reading, N. J., is a member of the Alfred Musso & L. J. Barrett Co., with offices at 143 Liberty street, New York. This is a new company, having for its object the manufacture and introduction of a new design of electric shovel, which is unique in many ways and should meet with much favor. The shovel has a capacity of 120 yards per hour, including delays. It operates with a flexible track, which is adjusted automatically, and requires no water or coal to generate power. The invention is pronounced a marked advance in engineering by experts and in actual work should prove an entire success.

W. G. Townes, of New York, who met with a painful accident while in Boston two weeks ago, is again attending to his duties in the coal trade. Although he still has his left arm and shoulder in bandages, he is not suffering to any extent now, although, of course, he finds it an inconvenience to have the use of only one hand. Mr. Townes, while coming down the marble stairs from the elevated station at Boston, which were quite slippery on that day, lost his footing and in the descent seriously sprained his arm and shoulder. At first it was thought the shoulder had been dislocated, but this proved not to be the case on further examination and he considers himself fortunate in escaping that disaster.

Effective from November tenth, the New York, New Haven & Hartford railroad, to many of the lower and eastern New England points, has instituted a new all-rail service on anthracite shipments from the mines via Jersey City and Maybrook. Most of the changes show a reduction of from five to twenty cents per ton in rates over those formerly prevailing, and in only one or two cases was the rate increased. Norwich, which is a tidewater point, shows a reduction of forty-five cents from the former tariff rate of \$3.00, making the present figures \$2.55. This action on the part of the New Haven road is generally considered by shippers as a part of its policy to divert sound port business from vessels to the all-rail trade. The loss to the vessel owners up to the present time by this alienation of freights has been felt. If there should be still further increases in the all-rail movement it would create considerable hardship among vessel owners, who have capital invested in this class of tonnage which could not be used for any other service to advantage.

It is understood that the combination agreement between the Pennsylvania, Baltimore & Ohio and the Reading companies to impose and collect

demurrage charges on coal shipped to tidewater and allowed to remain in cars longer than a stated period of time has gone out of existence. It has been learned that the Reading has recently withdrawn from the agreement and that the Central Railroad of New Jersey, which was also identified with the combination for a time withdrew some time ago. This left only the Baltimore & Ohio and Pennsylvania to maintain the demurrage agreement. Adjustments in the future will be made by each company as an individual as cases of violation arise. This, it is thought, will mean considerable to operators and shippers and should materially lighten their burdens. When there is no general obligation and railroad terminal agents can use their own judgment in each case, shippers will frequently be released and have charges canceled if the matter is under the direct jurisdiction of the rail line over which the shipment is made.

It is evident that Philadelphia has not yet secured satisfactory legislation to govern the smoke nuisance in that city, although a very complicated system was put in effect a month or two ago. An amended ordinance has been put before the council committee and it is said, if adopted, it will leave the situation virtually as it was prior to the enactment of the Hartman ordinance, which has been declared class legislation by the city solicitor. The amendment provides, among other things, that the densest smoke shall be gauged through four thicknesses of gray glass. This new scale, to be known as No. 3, provides that nearly black and heavy smoke would be the only violation of the ordinance. Another feature is that it shall not be unlawful to permit the escape of smoke of a greater degree of darkness than one thickness of gray glass for a period of not more than five minutes from any locomotive or river craft, standing with banked fires or engaged in transit for a period of not more than ten minutes. The story is that the election being over, the political leaders think it wise to be more liberal to manufacturers in enforcing smoke ordinances. Judging from the leniency of the amendment, it looks as though there might be some truth in this assertion.

The Coal Merchants' Association of New York city makes an encouraging report as to its efforts in securing a minimum rate of fire insurance on all coal plants and coal stocks for the members of the association. The present prevailing rate of insurance on this class of risks is one and a half per cent, while the coal men are endeavoring to get this down to a one per cent basis. The insurance people claim that the present rate gives them only a small margin of profit, but are willing to consider a readjustment of fire losses on this class of trade, eliminating coal consuming plants, which are now included and cause a greater fire hazard than the coal trade would by itself. To get at the exact facts in the matter, the manager of the insurance exchange has requested Commissioner J. Samuel Smoot to secure, if possible, from all the leading coal merchants in Greater New York and Jersey City a statement of how many tons of anthracite and bituminous coal they may have in their yards on a certain date, named by him, for the purpose of determining the proportionate amounts of each grade carried by them. Data is also requested as to the losses by fire occurring within the last ten years and, if possible, the origin of the same, especially where it occurred through spontaneous combustion in soft coal or for any other cause within the coal yard and, if so, what. The association is doing good work along the lines of reducing operating charges in the handling of business, and should it secure a reduction in rates it is now after, it will mean an enormous saving to this industry in the aggregate.



Movement of Coal Through Sault Ste. Marie Canal.

Movement of anthracite and bituminous coal through the Sault Ste. Marie canal to November first, 1904, for the same periods in 1902 and 1903 was as follows:

	1904.	1903.	1902.
	Tons.	Tons.	Tons.
Anthracite	818,998	1,034,211	124,608
Bituminous	3,818,694	5,197,255	3,904,667

This table shows a shortage of 215,213 tons, or about twenty per cent in the movement of anthracite as compared with the same period last year, and a shortage of 1,378,561 tons in the movement of bituminous coal, or about twenty-two per cent. Total bituminous movement is 85,973 tons short of the same period in 1903. While it is possible nearly as much anthracite may be moved to the head of the lakes, it is not likely. The shortage of bituminous compared with 1903 can not be made up, and it is a question whether totals at the end of the season will not show a further discrepancy, owing to the short supply of cars to move coal to lake loading ports from the mines in Pennsylvania, West Virginia and Ohio, which is seriously interfering with forwarding at lake points.



Huntingdon and Broad Top Coal Tonnage.

The Huntingdon and Broad Top Railroad & Coal Co. reports the following coal tonnage transported over its line for the week ending November twelfth, the corresponding week last year, the year to date and the corresponding period in 1903:

	Broad Top.	Cumberland.	Total.
Week ending Nov. 12, 1904...	10,433	16,039	26,472
Corresponding week, 1903....	17,385	27,826	45,211
Total for year 1904.....	499,026	948,649	1,447,674
Corresponding period, 1903...	914,555	1,080,682	1,995,237

How to Advertise the Retail Coal Business Properly.

Four advertisements, from as many different sources, are to receive attention this week. These are about the average used by retail dealers throughout the country, most of them appearing in the smaller country newspapers, and all of them open to suggestions on one or more points.

The advertisement of Little & Wilson, Portsmouth, Ohio, which appeared

G.F. COAL CO.

Something Like Cheese

Our Coal business; it improves with age. For thirty or more years we've been marching to the front, and we are THERE. Order a supply of PEERLESS. We must thin out, we have such a lot on hand. No seconds. All good goods.

GLENS FALLS COAL COMPANY.

The Reliable Dealers.

J. W. Hunting, Manager.

in *The Blade* of that city, is open to criticism from a typographical standpoint. The printer in setting this advertisement apparently was in a hurry and threw it together as quickly as possible. The border does not meet at the corners and at each of the upper and lower ends overlaps in such a way as to spoil its effect. In using such a border as this the printer should be careful to make it join properly, or otherwise it will have a ragged appearance. The word "coal," while it is displayed emphatically in a style of type used about the time of the civil war. This type can not be found in modern publications anywhere now and the effect is to give the advertisement a dead appearance that is not conducive to business getting. I do not like the arrangement of the words "Miners and Shippers of Star Coal." If Star coal is well known in that community and will sell on its merits, then I think the word Star should be as prominent as the word coal.

This arrangement could have been arrived at by putting the words "miners and shippers" in a slightly smaller type and putting the word "Star" in the same style type. "Agents for Red Jacket, Thacker, Anthracite, etc.," could have been placed in one line under the words "Star coal." I think the effect of this arrangement would have been much better, bringing out the coal that was

being pushed aggressively in a stronger manner. The phrase "Foundry and crushed coke" balances the advertisement in nice shape. I also like the style of type used in the firm name, "Little & Wilson," and the arrangement of that part of the advertisement. It is the most prominent feature of the advertisement as the eye first rests upon it, and as I have frequently mentioned in this column, to make prominent the signature of the advertiser is one of the most necessary features of modern advertising. There is only one other suggestion that I can make and that is that the name Portsmouth, Ohio, should have been added in the middle of the advertisement, following the statement of the location of the retail yard of the firm. I have referred

Coal

McAlester Lump

Coal

\$6.00 6.00 \$6.00

Telephones 9 and 7 Yards: Jupius & Duncan

HARRY PENNIMAN

to this so many times that it seems unnecessary to do so again, but in this connection it is safe to say that there was plenty of space for the name of the town and it would not have crowded the advertisement.

Some of the Mistakes of the Printer.

The Moses Dillon Co., Sterling, Ill., has a serious complaint against the printer who composed its advertisement which appeared in *The Standard* of that city recently. This is another advertisement which looks as if it were thrown together in a hurry and which does not do the advertiser justice. In the first place it is very poorly printed and in the second place the printer does not use the copy which was provided for him to the best advantage. I also believe that the advertisement could have been written in a stronger style.

Referring to the typographical composition of this advertisement, there is one point I wish to bring out and that is the matter of the border. This

advertisement was printed without any border except the upper and lower rules to separate it from the advertisements which appear above and below it, and the column rules on each side. Had a rule border been used around the advertisement in addition to these regulation rules, it would have brought it out more prominently on the page. The numerals 1865 and 1904 evidently refer to the period this company has been in business and if this is true the words "Both 'phones" between them at the top of the advertisement would in some cases, perhaps, be misleading. As a matter of fact, I think any reference to telephone numbers should be a part of the signature and should follow the name. If this were done the words "soft coal" could have been shoved up in the advertisement and could have been separated from the matter which follows by another slug, making them prominent. Referring to the sentence, "All grades in stock," this is a general statement, which to my mind is not specific. I would name some of the grades that I was especially anxious to push and in this way call special attention to them. The next sentence, "Special prices in quantities," is another instance where I think the printer did not do full justice. Instead of using the words "special prices" in capitals I would have set them in bold face type, and believe the effect would have been stronger. The next sentence, "A good time to lay in your winter's coal," I would have arranged differently. I would place this just before the signature Moses Dillon Co. in a bold face ten-point type, instead of the regular light faced body type. Referring to anthracite coal, I think I would have mentioned the description that was handled, as, for instance, Lehigh, Schuylkill or whatever kind of coal the dealer makes a specialty of.

I may be open to criticism on this point for the reason that dealers do not always care to advertise the shipping agents at their own expense, yet at the same time I think that to name the anthracite sold is to give customers a more definite idea of what they are likely to obtain. If I were the dealer and did not care to advertise the shipping company then I would secure a

1865

BOTH PHONES

1904

SOFT COAL

All grades in stock. SPECIAL PRICES in quantities.
A good time to lay in your winter's coal.

High Grade Hard Coal
All Sizes. Promptly delivered

MOSES DILLON CO.

Have a Special in Shingles. See Us

name of my own for anthracite. The concluding statement, "Have a specialty in shingles," I think should have been displayed in a larger type. Generally I am somewhat against mixing lumber and coal or any commodities differing in this way, in the same advertisement, but if it is advisable to include the two, then I would make the advertisement as strong as possible by referring to any special bargain, and that is what this means, in as large type and as emphatically as space will permit.

An Advertisement From Dallas, Texas.

Dallas, Tex., comes to the front with an advertisement from Harry Penniman, advertising McAlester lump. No blame can attach to the compositor who set up this advertisement if he followed instructions of the advertiser, but if he was given carte blanche to use his own judgment then I think some blame can attach to him. As a matter of fact, I believe that the general impression is that the advertisement is too mixed up; that it is difficult to decipher at first glance; also, that too little prominence is given to the kind of coal sold, while too much is given to the word coal. If I were writing this advertisement I would eliminate the use of the word coal twice and would adopt as the first line the three words "McAlester lump coal" each of which would be set in the same size and style of type. If then I wanted to make the price prominent, as was evidently the case in this instance, I would have used the figures \$6.00 in the very center of the advertisement.

I do not want to be too harsh in my criticism of this advertisement, because it contains one good feature which certainly is commendable. Retail dealers evidently labor under the impression that because they sell their coal at the same price as some other dealer or nearly the same price, that it is of no benefit to them to advertise the selling figures. I take a different view of this matter. There are a great many consumers from one year to the next who forget what they paid for their coal and who would be attracted if they knew before they went to the coal office just what it would cost them. I believe in quoting prices always and while I would not make them so prominent in connection with anthracite, I certainly would advertise them in connection with all kinds of bituminous coal. The market on this latter is constantly changing from one year to the next and information of this character is of value to the consumer. Mr. Penniman has, like many other retail coal advertisers, forgotten to state to the public where he is located. He ought to reform in this respect.

A New York Advertisement Open to Suggestions

The advertisement of the Glenn Falls Coal Co., of Glen Falls, N. Y., is one that I would perhaps criticise more severely than any yet which has

LITTLE & WILSON

Miners and
Shippers

STAR

COAL

Agents for
Red Jacket,
Thacker, An-
thracite, &c.

—AND—

FOUNDRY AND CRUSHED COKE.

Yards Tenth and Lincoln Sts.

Bell Phone 438

The annual report of William Cameron, mine inspector of Indian Territory for the fiscal year ending June thirtieth, has just been made public. It relates that there were many drawbacks to coal production during the past year, but notwithstanding these the total production was 3,320,057 tons, an increase over 1903 of 76,365 tons. Attention is directed to the fact that future development of coal in that field will be very rapid, especially on the lands of the Creek nation, where mining conditions are ideal and the coal is of good quality.

Talks in the Field of the Retail Dealer.

Written for The Black Diamond.

I think I referred once before in this column to the matter of handling employes in the proper manner.

There is the difference between success and failure in business in the way a man who has several men in his employ handles them and the results that he obtains from them.

My attention was directed to this matter during the past week when I chanced into a retail yard just in time to hear the boss berating one of his drivers in a manner that most men, no matter how humble they were, would not have stood for.

It seems that one of the horses forming the team driven by this man fell down and skinned his knee.

Undoubtedly the man felt as sorry about it as the owner of the team, for he looked to me just the sort of a fellow who would give more attention to his team of horses than he would his wife, if he had one, and who held a team as something to be admired and not abused.

Furthermore, the nature of the injury showed that it was purely accidental, such as can not always be avoided with the greatest of care on the part of the driver, especially when it is slippery in the morning, and the horses can not be kept sharp shod for the reason that there is insufficient ice.

When the teamster returned to the yard about eleven o'clock in the morning after making his first delivery the boss saw this scratch on the horses' knee the first thing.

With a volley of oaths as long as your arm he wanted to know how that happened.

The teamster started in to explain that it was an accident, when the owner cut him short and launched out on another tirade, exhausting a vocabulary of choice epithets which would not look well in print.

I am sure that my indignation ran away with me a little while the scene was transpiring before my eyes, and possibly it still has an effect on me as I write these lines. My sympathies were decidedly with the man, even if the horse had skinned his knee, from which a tiny stream of blood trickled to the ground. They were with the man because the tirade launched against him was not warranted by the facts. If he had killed the horse he could not have been roasted more unmercifully than he was for this trifling accident.

The driver was one of these stolid human beings who have very little to say. They may think a great deal, but when it comes to putting their thoughts into language they are lacking.

When the atmosphere began to cool off and the owner had retired to his office there to abuse the office employes, as I presume he did, for what he thought was a shortcoming on the part of his teamster, the latter mounted his seat, after washing out the wound, and drove down into the yard for another load of coal.

He said nothing to anyone, but nevertheless the calling down which was administered to him rankled in his breast and it will continue to rankle there for a great many days to come, perhaps as long as he continues in the employ of the man for whom he is now working.

He was sullen and there was a glint of anger in his eye as he mounted his seat.

And as he spoke to his horses there was suppressed anger in his voice.

Sullen Employee Should Never be Kept in Service.

The sullen employe is one that should never be kept in the service of any man.

He can do less work and more harm than anyone else. He is constantly brooding over his wrongs and as he considers them in his own mind they increase until he has grievance that is as big as a house.

In this case under consideration, if I had been in the place of the owner of that yard and had considered that my driver committed such a heinous offense as he seemed to think it was, I would have said:

"Bill, this is the last time. I can not stand for that any longer. Go in and draw your pay and we will call it off."

That would have been the end of the matter. Either the man would have climbed down off the wagon and been dismissed or he would have given me such assurances that he wanted to hold his job that I would know I could depend upon him in the future.

A sullen employe should never be retained. He is always looking for revenge and sooner or later he will be able to obtain it. When he does obtain it generally it is of such nature that it hurts and hurts bad.

I honestly think in this case the owner went much too far in his language and attitude toward the driver. I think, furthermore, that he would have been doing the latter an injustice had he dismissed him from his service. But, as it was, he did him a great injustice by scolding him in the manner he did; and he did both himself and the man an injustice by permitting the latter to return to his duties sullen at heart and ready when the opportunity offered to even up the score.

No matter whether the retailer is employing one or a hundred men he should always maintain toward his employes an attitude of dignity and command in return the respect of all of them.

This is not such a difficult matter as it may seem. Let there be a spirit of common interest between the dealer and his employe, but do not let it reach the stage of undue familiarity. Of course, I know that in very many cases an employe is ready at the slightest opportunity to make himself "solid" with the man for whom he works and that if there is a chance to do so he will become familiar in such a way that it is difficult to handle him.

Whenever the employe begins to verge on familiarity he should be promptly made to understand his place; he should be made to understand that he can go so far, but no further, and if he attempts to go the limit there will be something doing which he will not enjoy.

A sharp word, a quick look, the appearance of disgust or of disap-

proval on the part of the boss toward his men when they attempt to take advantage of him will ordinarily bring them to terms in such a manner they will not make a second attempt.

This is especially true of the man who is reasonably intelligent. He has enough discernment usually to understand when he is transgressing the rules of propriety and will stop when he gets too near the danger line.

I do not believe that one man ever ought to swear at another man who is in his employ.

The provocation may be great at times, but the man who swears shows at once that he has lost his temper.

And the man who loses his temper in dealing with the other fellow, especially if the other fellow is an employe, loses his ability to control the other man and get the best there is in him in return for the wages paid.

The Relations Between Employer and Employee.

On the other hand, in relations between employer and employe there should be no weakness on the part of the employer.

If he makes a rule he should see that all employes coming under that rule live up to it.

If the rule is of such a character that it can not be lived up to, then it should never be promulgated.

On the other hand, if it can be enforced, it should be enforced as long as it remains for the guidance of men and with a strict impartiality as to whether it hits the high-salaried or the low-salaried man.

I believe in maintaining discipline at all hazards among employes.

If this is not done they will become shiftless; they may work when you are around, but when your back is turned they will "soldier" on you.

Another feature that is of importance in handling men is to be clever enough not to let anyone in your employ get the better of you.

Many employers lose prestige simply because they have in their service some nimble-witted fellow who can think twice before they think once and who is always outwitting them.

If the clever fellow is so clever that he is better fitted for manager of the business than you are—make him manager.

If he is only clever with a superficial effervescence, which shows on the surface, but never in actual accomplishments, he is not clever enough to remain in your employ. Such a man is a fly-by-night, to be depended upon one day and the next day he will be somewhere else—he is too flighty to remain in your employ for long even if you would permit him.

Such a man, however, if he attempts to show off and act smart at your expense, can disrupt your whole business organization.

He will say something at your expense before your face or behind your back which will make you the laughing stock of every one of your employes.

Dignity and ridicule do not hitch.

If he makes you ridiculous in such a manner that it is appreciated by your co-workers, your dignity will suffer; discipline will go up in the air and you will find that your office and yard force are doing far less than is expected of them.

Discharge a man who is so clever he thinks he knows more about the business than you do when he does not; discharge him if he is flighty, if he is effervescent, going off at half-cock and making funny remarks for the sake of hearing the gallery applaud him.

Must Interest All Employees In the Business.

In handling men there is one essential point which I believe can be only arrived at in a certain way. Perhaps there are other ways of getting at it, and if any of my readers know of them I would appreciate it if they would give me the benefit of their knowledge.

To obtain the best results from an employe you must interest him in the business to the extent that he thinks his efforts are appreciated and that he is really of some value to you. Do not give him the idea at any stage of the game that he is invaluable. That is suicidal for you and for him. But let him appreciate that you know when he does something that is of value and you will find that he is working nearly as hard as you are to win the word of encouragement or thanks which you give him in reward for his loyalty and his faithfulness.

To secure this interest there is one good way and that is always to be open to suggestions as to how the business can be bettered, from your employes.

If they come to you and say, Mr. Jones, I believe if we do this so and so we will make more money for you, do not throw them out of the office. If the suggestion is a good one act upon it and tell the man that you have acted upon it.

If the suggestion is one which would be of no benefit, instead of becoming angry reason it out with your employe and show him wherein he has erred in judgment, but let him understand that you want him to come to you just as freely the next time when he has an idea and that you appreciate the fact he came to you with this idea, even if you could not make use of it.

By these methods you raise yourself in the estimation of your employes.

They learn to know that you appreciate them, that you regard them as having an interest in the business and that you are willing to amply reward them if they help you in increasing the business and the profits of the business.

Command the loyalty of your employes. The only way to command it is by maintaining your position through dignity, by never losing your temper when censuring them, by being ready to accept any suggestion when they make it and by treating them as if they were men and not mere machines to be used like so much scrap iron and wood.

THE YARD MANAGER.

Western Retail Notes.

During the recent strike in the state, Highland, Ill., suffered a considerable shortage of coal.

Hubbard & Palmer have engaged in the retail coal business at Amboy, Minn., in connection with their grain business.

The Retail Coal Dealers' Association of Terre Haute, Ind., recently held a routine session at which matters of no great importance were considered.

The Lorraine Grain & Fuel Co. has been chartered at Lorraine, Kan., with an authorized capital of \$6,000 to engage in the retail coal and grain business.

Willits & Son, coal dealers at 640-642 East Grand avenue, Des Moines, Iowa, have sold their coal business to Frank Longnecker, the consideration being \$1,600.

Healy & Brown have decided to add anthracite and bituminous coal to their stock at Wausau, Wis., and are erecting a coal shed to enable them to handle coal to advantage.

Frank Dennis has purchased the grain elevator and coal sheds of J. D. Dennis at Princeton, Iowa. It is his intention to add lumber and wood to the coal and grain business at that point.

John Allison and L. R. Bashaw, who have been engaged in the retail coal business for a number of years at Salem, Ohio, have dissolved partnership. The business will be continued by John Allison.

W. H. Dunn and W. H. Tolerton have formed a partnership at Salem, Ohio, for the purpose of engaging in the retail coal business. They will establish yards in that city. One of the yards will be located west of the Fort Wayne station.

J. R. Crowe, president of the J. R. Crowe Coal & Mining Co., has purchased a tract of ten acres for \$35,000 on Twelfth street and the Belt line railroad in Kansas City, to be used for switch tracks and a storage yard. Work will be commenced on improvements immediately.

Local coal dealers at Dubuque, Iowa, report that the market is very strong for anthracite at \$9.50 per ton, delivered in consumer's bins. Thus far this fall a good trade has been experienced at Dubuque and dealers are hopeful that these conditions will continue throughout the winter.

Fire was recently discovered in the retail coal yard of M. Staebler & Son at Ann Arbor, Mich., and caused a hard fight for the local fire department before it was subdued. The fire, it is believed, was caused by a passing locomotive, as a strong wind was blowing at the time. A valuable lot of wood was saved.

Coal prices at Sioux City, Iowa, are on a steady and substantial basis and local dealers report that no advance will be made at present. The mild weather at that point has held back trade thus far the present season, but with more favorable weather it is expected that there will be an improvement in the situation.

A. B. Hood, a prominent coal dealer of Lower Town, a suburb of Toledo, Ohio, died recently as a result of typhoid fever. He was ill for two weeks. He was engaged in the furniture business for a number of years and later became identified with the Rush Coal Co., with which he was connected at the time of his death. Mr. Hood was forty-eight years of age.

Dealers at Marshalltown, Iowa, are reported to have advanced the price of anthracite fifty cents a ton, making the sales price at that point, delivered in consumer's bins, \$10.00 per ton. Marshalltown dealers say they have been selling coal all summer at little or no profit and that the advance was necessary in order to give them a fair return on this class of business.

The Clear-Bauer Co. has been formed at Lansing, Mich., to succeed to the business of the Lansing Coal & Ice Co. The company is incorporated with an authorized capital of \$10,000. The officers are as follows: President, John Clear; vice-president, A. C. Bauer; secretary and treasurer, A. L. Steele. Mr. Steele, the new member of the company, was formerly with the Pere Marquette railroad at that point as cashier.

Under date of November tenth the Rock Island system made a reduction in freight rates on Iowa coal to Omaha and intermediate points amounting to from six cents a ton to twenty-five cents a ton. The new tariff provides for a rate of ninety-five cents from Colfax, Iowa, to Omaha and eighty-one cents from Van Meter. The former rate was a flat one of \$1.06 a ton from all Iowa mines to Omaha. The new rate applies as far west as Lincoln, Nebraska, and points between that city and Omaha.

Several leading retail coal companies in Winnipeg, Manitoba, have made arrangements with producers of lignite coal to represent them in the sale of their product in that city. Taylor & Sons will represent the Souris Coal Co., with an output of 150,000 tons annually, and J. A. Christie will represent the Roche Perce Coal Co. Lignite coal is now being offered on contract for the use of the government at Winnipeg and it is expected it will be generally introduced in that territory for domestic purposes.

Reitsch Bros., at Rockford, Ill., who purchased an extensive site for a coal yard on West State street, have decided to build an immense coal shed. The building will be three hundred feet in length and will be located on switch tracks connecting with the Chicago, Milwaukee & St. Paul road. The sheds will be built above the level of the ground so that wagons can be loaded easily by means of chutes. The foundation is in for an office and it is expected the new yard will be equipped and will be in readiness for business the present fall.

The legislative committee of the Trades and Labor assembly at Columbus, Ohio, has asked the city authorities to pass an ordinance providing for the marking of the weight of coal on some conspicuous place on the wagon. It is alleged that some coal dealers use double weigh bills, one of which is

shown to the police when they make an investigation and the other being given to the householder if the police do not make an investigation. This enables the dishonest dealer to give short weight, placing the honest dealer at a disadvantage. It is reported that the proposed bill will be introduced into the city council at Columbus, and that an effort will be made to secure its passage by the honest dealers.

*Eastern Retail Notes.*

A leading coal dealer at Manchester, N. H., is authority for the statement that retail prices on anthracite are somewhat lower at that point this year than last.

The Adams Coal Coöperative Co., of North Adams, Mass., is making extensive alterations in its sheds and will increase their capacity, both for the storage of coal and of wood.

A. O. DeFord, of Martinsburg, Pa., has sold his retail coal yard to John Wineland, the purchase price having been placed at \$3,750. Mr. Wineland has taken charge of the business and is operating it.

Thomas Dwyer Conyngham died recently at his home on Staten Island, New York, as a result of an operation for appendicitis. He was born in 1831 and was graduated from Yale. For many years he was engaged in the coal business.

In the death of Reuben A. Elwood, at Fort Plain, N. Y., there passed away one of the prominent citizens of that town. Mr. Elwood died very suddenly and had no premonition of approaching death. He was born in Minden, N. Y., in 1827, and removed to Fort Plain in 1871 where he engaged in the coal business for a number of years.

It is reported that Curran & Burton, sales agents for New England of Castner, Curran & Bullitt, have secured a twenty-year lease of Hill's wharf, at Providence, R. I., and are planning extensive improvements which will result in an outlay of \$100,000 and will materially increase the storage capacity of the wharf as well as the facilities for handling coal.

H. C. Tussey, who has been one of the leading retail coal merchants at Altoona, Pa., for a number of years, has sold his business to L. H. Pressell and will retire from active business life. Mr. Tussey was in business at that point for sixteen years and has had an honorable record. Mr. Pressell was in the general contracting business and is well known in Altoona.

R. A. Catchpole and W. L. Herendeen, of Geneva, N. Y., have transferred their holdings in the Ontario Coal Co., of that city, to P. R. Cole, B. E. Rouse, of Geneva, and Warren Rouse, of Rochester, N. Y. The officers of the company under the reorganization are as follows: President, E. H. Palmer; treasurer, B. E. Rouse; secretary, Warren Rouse, Rochester. P. R. Cole will be manager of the business.

Anson E. Alvord, a prominent and wealthy citizen of Syracuse, N. Y., recently died in that city at the age of fifty-four years. He left an estate valued at \$350,000. Mr. Alvord was born in Syracuse and educated in the public schools. His first business experience was with his father in the retail coal trade and in 1883, upon the death of his father, he succeeded to the business. It is believed that death was caused by heart trouble.

An alleged coal man has invaded Washington, D. C., who approaches consumers and makes representations that he can secure lower prices for them if they will place their orders through him. He secures money for the coal in advance and then the consumers fail to receive their coal. In one instance which has come to the attention of the police he secured \$25 from a consumer, and the latter is still looking for his coal. The police are making an effort to capture the alleged swindler.

James H. Pettingill, individually, and for the coal firm of James H. Pettingill & Co., coal dealers at 408 West Fourteenth street, New York city, have filed a petition in voluntary bankruptcy in the federal court at that point. The assets were placed at \$4,425 and the liabilities at \$57,489.90. Upon petition of one of the creditors, the New York Coal Co., Edwin C. Ward has been appointed receiver and must furnish bonds to the amount of \$2,500. Many producing companies in the east are named as creditors of the bankrupt company.

Herman Schumacher, a pioneer resident of Brooklyn, N. Y., and for thirty years manager of the retail coal yard of Tuttle & Sons, at Grand and Lorimer streets, Brooklyn, died recently in his apartments over the coal office. He was seventy-five years of age and with the death of his wife last December expressed the wish that he would not long survive her. He died very suddenly while asleep in an armchair in the middle of the afternoon. It is believed that death was caused by heart disease. His housekeeper discovered him.

J. Edward Chapman, a local coal dealer at Washington, D. C., was recently arrested on the charge of sending out a ton of short weight coal to a consumer. Mr. Chapman has addressed a letter to the commissioners of the district, asking that public scales be placed in each police precinct, where dealers will be required to weigh their coal, which will be certified to by a competent public official, thus doing away with the short-weight evil, which has grown to large proportions. In this letter he says that coal is being sold at ridiculously low prices by some of the dealers and that they are enabled to make these low prices by reason of the fact that they continuously give short weight, thus placing the honest man at a disadvantage. Mr. Chapman backs up his letter with an offer of \$100 and a pair of scales to the commissioners of the district and says that this method, if employed, will compel honest dealings by everyone. He says the short-weight load of coal which was sent out by his company was an error and that he has always endeavored to give full weight; that the plan would be fair to all honest dealers, but that those who are dishonest might object to it.

Eastern Coal and Coke Notes.**New Eastern Enterprises.**

The Independent Charcoal Co. has been incorporated at Philadelphia, Pa., with an authorized capital of \$9,000.

The Nevada Coal Co. has been incorporated at Wilmington, Del., with an authorized capital of \$1,000,000 to acquire coal mines and quarries.

The contract has been awarded at Wilkesbarre, Pa., for the erection of a new breaker for the Lehigh & Wilkesbarre Coal Co. to be known as the No. 4 Audenreid. It is to take the place of the one destroyed by fire the early part of the summer.

An extensive development is being undertaken on a tract of 10,000 acres of coal land, seventeen miles east of Indiana, Pa., on the Cherrytree & Dixonville railroad. The property is owned by J. H. Weaver, of Philadelphia, who will spend about \$200,000 in improvements. A central power plant will be established which will furnish the power for a mine to be opened by Mr. Weaver and also for two mines to be opened by the Possum Glory Coal & Coke Co., which has made a lease for part of the property. This central plant will have 1,200 horsepower and will be so arranged that with further developments the power available can be doubled. All three of the new mines will have a large output and it is expected the work of development will be pushed as rapidly as possible.

General Eastern Coal and Coke Notes.

The Clarence Coal Co., of Pittston, Pa., is making extensive improvements at its breaker at Pittston.

A coal mine will shortly be opened in the vicinity of the Big Falls Coal Co., at Beechwood, W. Va., by the Lowsville Coal Co.

The Riverview Coal & Coke Co., of Uniontown, Pa., is again operating its 222 coke ovens near Masontown, furnishing employment to over 400 men.

A great meeting was held at Scranton, Pa., recently, to welcome the distinguished union labor leader of Great Britain, William Mabon, to that city.

The No. 5 colliery of the Delaware & Hudson railroad at Plymouth, Pa., recently resumed work, after having been idle since September fifteenth, to permit of repairs.

The Westmoreland Coal Co., of Greensburg, Pa., recently made a new record, having reached an output of 7,000 tons a day at its Shafton, Larimer and Export collieries.

J. Bindley, a coal operator of Pittsburg, Pa., recently purchased 500 acres of coal land situated on the Elk river near Charleston, W. Va., for a consideration of \$25,000.

Members of the interstate commerce commission recently made a visit

to the anthracite collieries in the vicinity of Shamokin, Pa., and it is stated were well pleased with their trip.

The Rainey Coke Works and coal mines at Mt. Braddock, near Connellsville, Pa., were recently put in operation, giving employment to 1,300 men. The works had been idle for six months.

The Fernwood colliery at the Boston settlement, back of Yatesville, Pa., recently resumed work after having been idle for a week on account of difficulty between the company and its employees.

The Pittsburg Coal Co., of Pittsburg, Pa., recently completed arrangements with the Wabash-Pittsburg Terminal Railway Co. whereby the latter's coal properties on the Belt line are to be operated on a royalty basis.

The Pittsburg Coal Co., of Pittsburg, Pa., is about to move its headquarters from Fifth avenue to the new Wabash building, making the change about the first of the year. The company will occupy four floors of the building.

A number of officers of the Monongahela River Consolidated Coal & Coke Co., of Pittsburg, Pa., were recently promoted. The vacancy created by the resignation of Capt. Hugh Moren, master of transportation, resulted in the advancement of Capt. W. H. Crump, and following this came several other changes. Captain Crump has selected as his assistants Arthur Moren and Harry McDonald.

The Pittsburg Coal Co., Pittsburg, Pa., gives notice that the preferred stock dividend scrip issued January twenty-fifth, 1904, is called for payment to holders of record November twenty-fifth, 1904. The scrip may be presented at the treasurer's office at any previous date, for which a temporary receipt will be given, and when so deposited will be paid by check November twenty-fifth. The dividend scrip will be transferable up to and including November fourteenth, after which date the transfer books will be closed and no transfers will be made.

The Lehigh Coal & Navigation Co. has consolidated the Lehigh & Lackawanna and the Wind Gap & Delaware railroads into a new line to be known as the Lehigh & New England railroad. The new road runs through eastern Pennsylvania to Portland, where it crosses the Delaware river into New Jersey, thence to Campbell Hall in New York state, where connection is made with the Poughkeepsie system of the New York, New

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Haven & Hartford. The new line is 175 miles in length and extends through the coal, slate and cement region of Pennsylvania. It also makes connection with nearly all the other anthracite coal roads in Pennsylvania.

The Philadelphia & Reading Coal & Iron Co. has hit upon a novel departure in the matter of educating its mining employes to a better knowledge of technical questions relating to the production of coal. Under the direction of W. J. Richards, general manager of the company, a corps of lecturers has been secured who will address the employes on mining, use of electricity, ventilation, pumping, lubrication and medical subjects. These lectures were commenced last Monday and will be given in all parts of the region where the company has collieries, the lecturers traveling in special cars. It is believed by adopting these educational methods greater efficiency will be attained by the employes of the company in the various departments of mining.

Literary Notes.


What other Christmas present can you choose that will give so much pleasure for so little money as a year's subscription for *The Youth's Companion*? The holiday numbers and the calendar, joyously welcomed on Christmas morning, making a good gift in themselves, are but the foretaste of a whole year's feast to come. The mind is entertained with the numbers in hand, and the imagination revels in the pleasure that each new week will bring until Christmas comes again. If you desire to make a Christmas present of *The Youth's Companion*, send the publishers the name and address of the person to whom you wish to give *The Companion*, with \$1.75, the annual

Continued on page 1122.

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Southern Coal and Coke Notes.

New Southern Enterprises.

The Kentucky Mining & Development Co. was recently incorporated at Louisville, Ky., with an authorized capital of \$1,000. The incorporators, each of whom hold ten shares, are R. L. O'Brien, Frank C. Dickson, Charles Elsom, P. R. Murphy, Charles A. Giller and J. F. Elsom.

The Barge Line Coal & Coke Co. was recently organized at Montgomery, Ala., with an authorized capital of \$25,000. The incorporators of the new company are J. W. Miller, F. G. Moore, J. W. Vanderhuerk and F. Vanderhuerk, of Vance, and T. H. Moore, of Tuscaloosa county.

The Fentress Coal & Coke Co., of Chattanooga, Tenn., recently opened

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is getting larger. They are utilizing the Chicago Coal Clearing House more every day. Get in line—

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new mines at Wilder, Fentress county, located on the Tennessee Central railroad, where it owns 10,000 acres of coal and timber lands. Gen. John T. Wilder, of Knoxville, one of the stockholders, is general manager.

John G. Matthews, president of the First National bank of Barbourville, Ky., will shortly commence the development of 400 acres of coal land near Ely, Ky., opening mines having a daily output of 400 tons. John Howard is engineer in charge. It is proposed to invest \$25,000 in this new enterprise.

The Shenandoah Oil, Coal & Mineral Co. was recently incorporated at Richmond, Va., with its principal office at Woodstock, Va., for the purpose of conducting a general mineral business. The incorporators are Dr. Samuel McCune, president, Meadow Mills, Va.; Nathan Markey, vice-president; George W. Koontz, treasurer; James G. McCune, secretary, all of Woodstock, Va. The authorized capital stock of the new company is \$200,000.

General Southern Coal and Coke Notes.

The Bruce Coal Co., of Birmingham, Ala., recently filed a petition in bankruptcy.

The Montlake Coal Co. of Chattanooga, Tenn., will shortly extend its spur track a mile farther into its properties in that vicinity.

Coal companies in the vicinity of Coal Creek, Tenn., are having a great deal of trouble in filling the places of the miners on strike in their mines. Another difficulty which is confronting them is to secure the vacation of the company houses by the striking miners.

Striking miners in the Birmingham (Ala.) district are reported to be standing very firm and to have plenty of support. This district, however, is beginning to take on industrial activity and the prospects for a good winter in the coal trade are excellent.

The Sloss-Sheffield Company of Birmingham, Ala., it is reported, is having no trouble in getting all the coal and coke it needs and is selling about 40,000 tons a month to railroads and other corporations. This company is as much in the open market for the sale of coal as it is for pig iron.

Pierce Bros. & Whitaker was recently incorporated at Fayetteville, Tenn., to engage in the wholesale and retail coal business. The officers of the new company are: J. E. Pierce, of Huntsville, Ala., president; A. R. Whitaker, of Mulberry, Tenn., vice-president and secretary, and N. L. Pierce, of Huntsville, Ala., treasurer and general manager.

LITERARY NOTES--Continued.

subscription price, stating that it is to be a gift. The publishers will send to the address named, in a parcel to be opened Christmas morning, all the remaining issues for 1904, published after the subscription is received, including the Double Holiday Numbers, *The Companion's* "Carnations" calendar for 1905, lithographed in twelve colors and gold, and subscription certificate for the fifty-two issues of 1905. Full Illustrated Announcement, fully describing the principal features of *The Companion's* new volume for 1905, will be sent to any address free.

THE YOUTH'S COMPANION, 144 Berkeley Street, Boston, Mass.

The December *Delineator*, with its message of good cheer and helpfulness, will be welcomed in every home. The fashion pages are unusually attractive, illustrating and describing the very latest modes in a way to make their construction during the busy festive season a pleasure instead of a task, and the literary and pictorial features are of rare excellence. A selection of love songs from the Wagner operas, rendered into English by Richard de Gallienne and beautifully illustrated in colors by J. C. Leyendecker, occupies a prominent place, and a chapter in the Composers' Series, relating the romance of Wagner and Cosima, is an interesting supplement to the lyrics. A very clever paper entitled "The Court Circles of the Republic," describes some unique phases of Washington social life from an unnamed contributor, who is said to write from the inner circles of society. There are short stories from the pens of F. Hopkinson Smith, Robert Grant, Alice Brown, Mary Stewart Cutting and Elmore Elliott Peake, and such interesting writers as Julia Magruder, L. Frank Baum and Grace MacGowan Cooke hold the attention of the children. Many Christmas suggestions are given in needlework and the cookery pages are redolent of the Christmas feast. In addition there are the regular departments of the magazine, with any special articles on topics relating to woman's interests within and without the home.

During the past months many pictures in color have appeared in the pages of *The Century*, notably: Maxfield Parrish's exquisite paintings for the articles on "Italian Villas and Their Gardens"; Miss Betts's charming pictures of the days of our fathers; the paintings by Frederick W. Stokes illustrating remarkable sky effects; Charles R. Knight's animal studies; Miss Violet Oakley's imaginative studies; Mr. Tobin's portrait of Pope Pius X; reproductions of J. Wells Champney's pastels; Miss Ellen Bernard Thompson's studies of children; reproductions of paintings by George de Forest Brush, William M. Chase, Laura C. Hills, and others. It is the aim of *The Century* to confine its experiments in the field of color work to subjects which have uniqueness and an important reason for color treatment. Miss Betts will contribute several other groups typical of the same period, among them "The Duet," "Christmas Callers," "St. Valentine's Day," and "The Serenaders." Mr. Parrish has made a beautiful illustration for a story, "The Princess and the Boy"; and the coming year of *The Century* will contain a number of agreeable surprises in the field of color work. *The Century* will continue to print beautiful and representative examples of work by American painters and sculptors. It will have also articles on men who are coming to the front in art abroad, including Mucha, Zuloaga, and the German secessionists. An article on "Children's Costumes in the Nineteenth Century" will have exquisite illustrations by Maurice Boutet de Monvel. The late J. L. Gerome will be the subject of reminiscences which will be accompanied by interesting illustrative material. A paper on the Art Influence of Philadelphia by Harrison S. Morris will soon appear. For twenty years Timothy Cole, the acknowledged master of wood-engraving of the world, has been in Europe for *The Century* reproducing the masterpieces of art for the pages of the magazine. Here have appeared the greatest works of the masters of the Italian, Flemish, Dutch, and English schools. Mr. Cole is now engaged in reproducing the work of the Spanish masters, and superb examples of their art will appear from time to time. The artists whose work will appear in *The Century* during 1905 include all the notable illustrators of the present day.

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THE BLACK DIAMOND

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NEW YORK

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General Review of the Markets.

On the supposition that the iron and steel industry is an index to the commercial activity of this country and especially that it is indicative of what may be expected of the coal industry under normal conditions there is some food for thought to those who are anticipating the future of their line of business. There is a close analogy generally between conditions in the coal industry and those in the iron and steel trade, doubtless due to the fact that a large production of iron and steel, with an active market as to prices and demand, requires a much larger consumption of coal and its products. Knowing that this analogy exists it is not very difficult to reason that there are better things in store for the coal trade than those experienced within the past few months.

If the demand for coal improves as rapidly and the price advances in proportion to the conditions that apply to the coke trade at this writing the future holds out much encouragement. Coke has probably registered one of the most significant and noteworthy advances in the history of that industry, considering that there have been no extraneous circumstances, such as strikes, to aid in stimulating it. Four months ago Connellsville coke, in the Chicago market, sold as low as seventy-five cents to a dollar at the ovens. West Virginia cokes were offered at thirty-five to fifty cents at the ovens and in one or two instances even lower figures were named to induce purchases of the product under demurrage charges. From this extreme low point, less than half a year ago, there was a gradual strengthening of prices accompanied by improved demand, until about the middle of September values reached a basis in the west where producers were no longer sustaining a loss on their product, although it is doubtful if they were even then making much profit on it.

The first gain in prices of a substantial nature occurred about the middle of October, and since that time they have advanced to a phenomenal extent. Since the first of November there has been an advance amounting practically to one dollar a ton on Connellsville coke, with Virginia coke sold in the Chicago market fully seventy-five cents higher per ton. Some of the cheaper grades of West Virginia coke have advanced even a larger amount than those mentioned. These advances have not been on paper either. They have been substantial and have resulted from an increased demand for coke for furnace and foundry use. In some instances, it is possible that coke has been stocked in anticipation of higher prices later on, but such cases are rare, and as a matter of fact, hardly deserve consideration when the coke trade as a whole is under review.

Only one circumstance outside of natural conditions of trade has contributed to this remarkable, and rather unexpected, advance in coke. This has been a shortage of water in the producing region, which has seriously interfered with the production at times, although it has only been recently that it has done so to any great extent.

Strengthening Tendency in Coke Ought to Extend to Coal.

If the coke trade, which bears the closest relation to the coal industry, has made such startling gains as those indicated (and the advance in prices and increased activity has not been peculiar to Chicago, but has applied to the whole country), there is good prospect that the strengthening tendency will apply to coal, at least in a measure. In fact, there are already indications that it is developing along those lines. The eastern markets are on a firmer basis for bituminous coal and prices are some higher. Western markets would be comparatively strong today were it not for the unseasonable weather. The prevailing temperatures throughout the Mississippi valley and in the region of the great lakes for the past three weeks has been much milder than is usual at this season of the year. Part of the time it has not been necessary to build a fire night or morning, and a steady fire for heating purposes has not been a necessity more than a small part of the time, whereas a year ago many household fires were started the latter part of October and never expired until the early part of May. Naturally such weather conditions as these, coming after a dull summer, have had more or less of an influence on the buying demand. They have increased the

backwardness of buying, which was already more backward than normal, notwithstanding the fact that every influence has been brought to bear upon those who ought to take in stocks of coal now to guard against any shortage which may occur later.

The transportation situation, notwithstanding the absence of snow storms and cold weather, continues to be a subject of more or less importance to everyone engaged in shipping coal. If anything, conditions are a trifle worse today than they were last week and they are considerably worse than they were at the opening of the month. In the Pennsylvania, West Virginia and Eastern Ohio fields, the drouth has created a further shortage of water for locomotive use and the supplies available are so strongly impregnated with chemicals that a large amount of power is in the repair shops. This power is most urgently needed in that territory at present. Every effort is being made to move enough coal to lake loading ports to supply the northwest demand during the coming winter, which is somewhat of a more difficult task than usual, owing to the lake strike which interrupted lake navigation for two months and a half.

The railroads out of that field are not able to move more than fifty per cent of the tonnage offered them by the coal producing companies, and as a consequence the upper lake ports may possibly be short of the coal it had expected would be forwarded to them.

Lake Season Will Close Middle of Next Week.

The season of navigation on the great lakes closes next Thursday, after which there are five days for reaching destination and discharging cargo before the insurance will elapse. This will leave less than a week of active forwarding of coal, and while, if the temperature remains mild, a few cargoes may go forward after insurance expires, they will not involve much tonnage in the aggregate. Practically the season will close with the expiration of insurance.

Indications to this effect are already seen in the large number of boats which have tied up for the winter and which are not taking any more cargoes.

In the east there is a fair demand from the line trade for anthracite. The weather has been colder in that part of the country than in the west and consumption in household fires has been considerably heavier. Movement to shoal-water ports is about over for the season and captains are not taking the risk which the acceptance of a charter for those ports would involve. In the Atlantic coast-wise trade there is not a large amount of activity, some of the barges still being tied up, but with colder weather it is expected that a large volume of business will develop from that territory. Cars continue short at the collieries, especially box cars for western shipment. Production will be interrupted this week by the holiday so that the tonnage of newly-mined coal will not be any in excess of what it was last week, if it equals it.

The demand for the small sizes of anthracite continues to increase with the advancement of the season. Prices on all the leading steam grades hold to a steady and unchanged basis. In the prepared sizes there continue to be reports of a shortage of stove and nut, which are in especially active demand at this time of year. This shortage applies to practically all territory where anthracite is sold in any considerable quantities as a fuel. The western trade is dull and listless and must have a change to more severe weather before any improvement will occur.

In the bituminous market smokeless from West Virginia continues to be most active at all points, with many unfilled orders on the books of most shippers, due to the inability of the latter to get the coal forward after it is mined. There is a better demand at tide-water for Clearfield coal and prices are some stronger than they were. Demand for bituminous at Buffalo is active, with the supply reduced somewhat, owing to the lack of ears at the mines. In the Pennsylvania and West Virginia fields, shipping up the lakes, the market is firmer with prices showing a tendency to advance. Western all-rail markets are steady, but not very active, owing to lack of consumption for household and increased steam purposes.

Reports from Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., Nov. 25.

Continued mild weather throughout the west, with a temperature during even the coldest part of the night about like that in September, has resulted in a stagnant business in practically all branches of the coal trade during the past week. Seasonable weather is needed and is needed badly to give tone to the western trade. There is more or less demoralization of prices on bituminous coal from some fields, the principal firmness in the bituminous market being on such coals as are affected by the shortage of cars in the producing fields, where operators or shippers are unable to get the coal forward. All such coals continue to be very active, with the supply somewhat short of the demand. This is especially true of smokeless coals, which continue to be the leaders in the strength of demand and in the general inquiry from the trade. Coals which are being shipped in large quantities to the lakes before the close of navigation are also a source of more or less firmness, and western domestic sizes are in demand where preparation is good and the product has quality. Steam grades in the west are having much difficulty in holding their own, although it is expected that winter weather would speedily strengthen them.

Lake Trade is Near Close of Season.

In the great lakes trade every effort is being made by the principal producing factors to get as much coal to the head of the lakes before the close of navigation as possible. Marine insurance, it is asserted, will expire on December first, allowing five days for boats to reach their destination and discharge their cargoes. It is said that vessels are getting scarce at loading ports, owing to the near approach of the end of the season and where shippers have been able to get cars and move the coal to loading docks they have not always been able to obtain vessels quickly in which to forward the coal. Some of the lake vessels not engaged in the iron ore carrying trade have already tied up for the season and this is making it impossible to move as much coal as some of the larger interests would like to forward during the next week or ten days.

It looks now as if the supply of bituminous coal at dock points would be over a million tons short of what it was at the close of navigation a year ago, and it may run very close to a million and a half tons in the movement through the Sault Ste. Marie canal to northern dock and shipping points. Whether this will cause a shortage of the coal in some instances before the end of the winter remains to be seen. In this respect very much will depend on the weather. There is also another factor in the dock situation which must be taken into account, and that is the movement of all-rail coal northwest, which might wipe out some of the deficiency in lake coal. The car ferry has been drafted into service and throughout the season and possibly throughout the winter coal will be shipped by way of the route mentioned. There is no way of arriving at the tonnage of such coal, but it is believed it is cutting quite a figure and would to a certain extent prevent any serious shortage occurring in the total available supplies northwest, even if the deficiency in dock coal should be rather heavy. Still another feature consists in the increased all-rail movement out of the Indiana and Illinois fields to the northwest. This furnishes a further safeguard against any pronounced shortage during the winter, even though the consumption shall be much larger than is expected.

Rail Transportation Still a Source of Trouble.

In the rail transportation situation there continues to be a most serious shortage of cars in the eastern fields. The old trouble, caused by a short water supply originating in the drouth which has extended over western Pennsylvania, West Virginia and eastern Ohio, is also crippling motive power again very seriously. The water is impregnated with chemicals, which quickly destroy the tubes in the boilers, making them leaky and resulting in a dead engine within a short time. This week the trouble seems to be causing greater loss of time in the movement of loaded cars out of the producing fields than ever before, and, coming at a time when operators are bending every effort to get coal forward to the lake ports, it is a source not only of annoyance, but of actual loss. It will continue to be more or less of a factor until there are rains or snowstorms, which will put an end to the present drouth.

Along the Norfolk & Western conditions continue the same as they have been for several weeks past. Motive power is short and terminals are congested with loaded cars, which can not be moved for the reason stated. This is holding back the movement of run-of-mine smokeless coal for western shipment, resulting in shipping agents being loaded down with more orders than they can expect to fill for some time. The situation along the Chesapeake & Ohio in the New River field is little better. Mines are working on only part time and coal is sold long before it is produced, owing to the shortage of cars.

In the Fairmont and Pittsburgh districts there are continual complaints of a car shortage and production is much smaller than it was expected it would be this month for that reason. Prices have visibly appreciated at the mines, due to the anxiety to get all the coal forward that can be produced before the close of navigation.

In the western fields the car shortage is more pronounced than it was last week and the mines in both Indiana and Illinois are working only from fifty to sixty-five per cent of their capacity owing to this cause. There is no urgent demand for the coal, however, and this is not a source of great anxiety at the moment.

Western Anthracite Trade Continues on Dull Basis.

In the western anthracite trade conditions are even duller than they were a week ago, although in the aggregate most of the western shipping companies expect their records for this month will show an increase over

the corresponding month last year. This does not mean any increase of business, for, as a matter of fact, the total tonnage moved up to the present is less than it was a year ago, due to the lighter demand during the past summer. The volume of business through November, despite the increase in tonnage noted, has been unsatisfactory. It has been mostly for single carlots from the smaller dealers and there has been much complaint in connection with the coal when it arrived at destination, which is always true of a dull market. Dealers order coal and when it arrives, if they have not diminished their previous stock, they are more inclined to find fault with it than when trade is brisk.

Movement of all-rail coal westward is retarded somewhat, owing to the more urgent demand east and also to the lack of box cars at the collieries for western shipment. The latter is probably the leading cause of the decreased movement. This reduction in the tonnage of coal moving westward has resulted in a shortage of chestnut and stove at Chicago and at other important shipping points in the west. Some of the shipping agents are behind on their orders on this account from a week to ten days. Chestnut coal seems to be in the greatest demand, as is always true at this time of the year.

Collections are reported dull again, although they are not quite as bad as they were the early part of August when there was much complaint on that account.

Smokeless Coal Continues Firm with Demand Active.

In the bituminous trade all descriptions of smokeless coal continue very firm, with prices strong on the circular basis and occasionally a car sold for a figure slightly higher than the circular calls for where the demand is urgent and spot coal is difficult to obtain. The car situation in the east is the source of part of this strength, many of the western shipping agents being several weeks behind on orders. Undoubtedly another strong point in favor of smokeless coals is found in the fact that the market has been kept on a steady basis the greater part of the season. At the least indication of a shortage prices have not been advanced as they have with other coals and as a consequence both standard New River and Pocahontas are at prices which are in buyers' favor when comparison is made with some other coals at this time. No doubt this is influencing a large volume of business in that direction. Lump and egg smokeless coals are in a trifle better supply, owing to the increased coke production, but the tonnage coming forward is not sufficient to anywhere meet present inquiries. Quotations for Pocahontas and New River run-of-mine are \$1.10 f. o. b. the mine or \$3.15 f. o. b. Chicago. Lump and egg in these grades is \$2.00@2.25 f. o. b. the mine or \$4.05@4.30 f. o. b. Chicago. Tug River run-of-mine is held on the basis of \$1.00@1.05 f. o. b. the mine or 3.05@3.10 f. o. b. Chicago. Screened Tug River is held at \$3.15@3.25 f. o. b. Chicago.

In both the Fairmont and western Pittsburgh district there has been a stronger tendency in prices during the week, owing to the shortage of cars and an increased demand for lake shipments. Fairmont coal is holding on a basis of 95c@1.05 f. o. b. the mine for three-quarter, while Youghiogheny three-quarter is firm at \$1.10@1.15 f. o. b. the mine for lake shipment. There is some deviation between the all-rail price in Chicago and these figures, owing to the fact that much of the coal arriving has been on the road for some time and was bought at lower figures. Fairmont three-quarter is held on the basis of \$2.80 f. o. b. Chicago, and Youghiogheny at \$2.95@3.10 on the f. o. b. basis. Fairmont four-inch lump is held on the basis of \$1.50@1.60 f. o. b. the mine, or \$3.40@3.50 f. o. b. Chicago.

Hocking Coal Continues on a Weak Basis.

The situation in Hocking coal has shown no change from last week, except that the price demoralization mentioned at that time has extended further, and it is not an uncommon thing to hear of prices as cheap or cheaper than those last summer. In Chicago, at least, the recent attempt at an advance was not sustained and the situation is practically the same as it was before new prices were announced. Probably this is also true of most of the western all-rail markets for the reason that pressure to sell at Columbus has increased during the week, showing that some of the operating companies are without orders and that they are anxious to secure a disposition for their coal. If this is the case it is undoubtedly true that prices in all of the all-rail territory are on a very weak basis. Some Hocking coal has been offered during the week in Chicago, loaded in hoppers, as low as \$1.25 f. o. b. the mine or \$2.90 f. o. b. Chicago. Coal loaded in open gondola cars has been offered at low as \$3.00 f. o. b. Chicago or \$1.35 f. o. b. the mine, which was the price prevailing prior to the advance, while box cars have been offered at \$1.45 f. o. b. the mine or \$3.10 f. o. b. Chicago. These are the lowest prices named and generally are for a round lot of several cars. Single cars command ten to fifteen cents more per ton, but even dealers in some few instances have obtained prices as low as any that are quoted. The supply of Hocking is very heavy in Chicago. It is reported that one of the large shipping agents has a large number of cars on track and fully sixty more which will arrive within a few days. With this accumulation in one shipper's hands, it is safe to say there are several hundred cars of unsold coal on track.

Splint Demand is Active and Prices Higher.

In the West Virginia splint trade demand is good and prices are held very firm. Kanawha splint in open cars is offered on the basis of \$1.50 f. o. b. the mine or \$3.40 f. o. b. Chicago, while box cars are ten cents higher per ton. Owing to the strike in the region the market is on a steady to firm basis and at times it is reported there are more orders than there is coal coming forward. The strike does not affect the production of the entire district, but reduces it sufficient to create a little shortage in the supply at present. There are prospects that prices will advance from those prevailing.

Some of the other grades of splint are held still higher than the quotations given, ranging up to \$3.65 on the Chicago f. o. b. basis, or \$1.75 f. o. b. the mines.

In western coals there has been little change in the price situation during the week, except that slack is on a more ragged basis with a greater range in the prevailing prices. Carterville domestic lump is held on the basis of \$1.75 f. o. b. the mine or \$2.75 f. o. b. Chicago, although the latter price is not being fully observed in the movement of the metropolitan trade. Egg continues at the previous range of \$1.65 f. o. b. the mine. Washed coals are very steady on the basis of the circular quotations. High grade Sullivan county four-inch lump is held on the basis of \$1.55@1.70 f. o. b. the mine or \$2.35@2.50 according to preparation. Linton four-inch lump rules on the basis of \$1.50@1.60 f. o. b. the mine or \$2.30@2.40 f. o. b. Chicago. Northern Illinois coals continue on the former basis of \$2.50 f. o. b. the mine for chunks and \$2.40 f. o. b. the mine for lump. Lincoln domestic lump is held on the basis of \$1.60@1.70 f. o. b. the mine or \$2.35@2.45 f. o. b. Chicago, with egg ten cents lower per ton. Brazil block continues steady at \$2.25 f. o. b. the mine for lump or \$3.05 f. o. b. Chicago and \$2.00 f. o. b. the mine for run-of-mine or \$2.80 f. o. b. Chicago.

In the steam grades of coal there has been only a small change in the general tendency of the market. Springfield inch and a quarter is quoted at \$1.10@1.15 f. o. b. the mine or \$1.85@1.90 f. o. b. Chicago. Sullivan and Greene county is on about the same basis, with Clinton coal on the basis of \$1.70@1.75 f. o. b. Chicago. Run-of-mine Springfield and Indiana coal ranges at \$1.65@1.70 on the Chicago f. o. b. basis.

Situation in Western Markets on Screenings.

The screening market shows conflicting reports this week and it is difficult to determine the prevailing prices accurately. Some of the shippers report large supplies while others say the market is well cleaned up. Carterville is held on the basis of 65 cents f. o. b. the mine for three-inch, with inch and a quarter screenings from that field quoted at 40@45 cents f. o. b. the mine. Springfield inch and a quarter screenings are quoted at 30@40 cents f. o. b. the mine, with two-inch held at 40@45 cents. Common Indiana screenings, inch and a quarter, are held on the basis of \$1.20@1.25 f. o. b. Chicago or 40@45 cents f. o. b. the mine.

The coke trade in the west is on a much stronger basis than at any time for the past eight months. Production in the Connellsville region is more or less restricted on account of the water supply, which is very short. Demand for furnace purposes is increasing and under both these existing conditions prices have taken a sudden spurt and are on a very active and much higher basis in the west. Quotations on standard seventy-two-hour Connellsville have advanced practically twenty-five cents a ton during the week, the prevailing figures named at present being \$4.90@5.15 on the Chicago f. o. b. basis. Southern coke from the Virginia districts is also on a much firmer basis and is quoted at \$2.50@2.75 f. o. b. the ovens, or \$4.75@5.00 on the Chicago f. o. b. basis. West Virginia coke is also held very firm, with the demand active. Quotations for common grades are \$4.50@4.65 on the Chicago f. o. b. basis, the highest point reached in some time. By all odds, the coke market is the strongest feature of the situation, and as it is usually the precursor of greater business activity generally, in all lines this must be considered a very flattering indication. Gas-house coke holds firm at the ruling price of \$4.00 f. o. b. Chicago.

In the specialty list Sedalia lump coal holds firm at \$2.25 f. o. b. the mine or \$3.90 f. o. b. Chicago. Jackson Hill also rules strong at the figures quoted on Sedalia. Massillon, which is sold largely through Ohio and Michigan, rules firm at \$2.25 f. o. b. the mine, with the prospect of an advance of twenty-five cents on the first of the month.



Coal Trade Conditions in Cincinnati.

CINCINNATI, OHIO, Nov. 23.—(*Special Correspondence*).—There is nothing particularly new in this market. The same general conditions are still present, which means that the market is in the best possible shape. There is a good demand for every kind of coal, and the only drawback is the continued shortage of cars. There is a tendency everywhere to advance prices, and those on a number of the varieties of coal sold in and from this city have already gone up some.

The river situation is growing alarming to the dealers who depend entirely on water transportation. The stock of coal afloat in the river is now practically exhausted, and several of the large concerns that have had large reserve stocks piled up on their yards for such an emergency as this have either used up all their yard coal or have gone into it at a lively gait, and can not hold their trade much longer without getting a supply from some other source. The only other source at present or until the fall rains cause a rise in the rivers, is the railroads. Rail dealers and shippers already have their hands full of orders, and there is scarcely a mine in this district that has not sold its product some time in advance. If the resumption of navigation should be deferred until very late in the season this year, the river dealers will have great trouble in taking care of their business.

The market price for splint coals of such standard qualities as Kanawha Thacker, Luhrig, etc., is now quoted at \$1.75 flat a ton at the mines. New River and Pocahontas lump is scarcer than it has been at any time this fall, and producers who have smokeless coal for sale are not questioned about the price, but only the ability of the seller to make reasonably prompt delivery. The current price of both Pocahontas and New River lump is now \$2.25 a ton. Many dealers will not even try to guarantee prompt shipment at this price, but will only accept the order and ship the coal as soon as possible. From present appearances it now looks as if the producers of smokeless coal are going to have an unusual if not unprecedented demand for their coal all winter. Orders accepted at \$2.25 now are treated exactly the same as orders accepted last August at \$1.50 and even less. Shippers thought they were getting a fair price then, and were well satisfied, so, of course, they are satisfied to take the present high price.

Some of the dealers are wondering when the top will be reached, and no one seems able to foretell this. The strength of the market all along has been a surprise to almost everybody. Smokeless nut and slack is worth eighty-five cents at the mines, and mine run is now quoted at \$1.25 a ton at the mines.

Quite noticeable this week is the strength of coke. Prices of this product have been creeping up until now \$2.75 is a common price for foundry coke and furnace is being sold at \$2.25@2.50 a ton at the ovens. More and more ovens are being put into blast every week, but the market is gaining strength faster than the additional production. Quotations made two weeks ago are now being largely accepted only to be turned down by the parties making the quotations, who in turn quote a higher price.

Car Supply is Even Worse Than it was Last Week.

The general car supply is about as bad as it has been in recent years. No one railroad seems much worse than any other, except that all roads are apparently howling at the Cincinnati, Hamilton & Dayton for not moving northbound coal more rapidly. The blockade on this road amounts practically to an embargo on coal. The officials have been promising every day for more than a week to be in better shape tomorrow, but they are still moving very little coal.

The continued exceptionally fine weather is having its direct effect upon the strictly retail trade of the city. The consumption of coal for household purposes is down to a minimum, but this condition is apparently only local. Reports from all the big concerns which sell to small dealers throughout the country show that this trade is now busier than it has been for many months delivering coal for future use. It seems that country people and residents of small towns are anxious to get their coal, or most of it, before bad weather and bad hauling are present, and are making every effort, therefore, to handle as much coal as possible now while the weather and hauling are good. Retail prices here are unchanged from last week, but there is some likelihood of an advance in soft coal if there is not a rise in the river soon. Pittsburg, Kanawha and Thacker lump are worth \$3.25 a ton delivered; Luhrig and central Kentucky, \$3.00; Pocahontas and New River, \$4.00; anthracite, \$7.50; gas coke, nine and ten cents a bushel, and nut and slack, \$1.65@2.00. These prices are for city delivery, or the shortest haul. Deliveries on the hills and to distant suburbs cost from twenty-five to seventy-five cents a ton more. The price of coal delivered by the single bushel to dwellers in tenements is eighteen cents a bushel, two bushels for thirty-five cents, or six bushels for a dollar. There is no market price for lump coal afloat. There is none for sale. There is still considerable nut and slack in barges and coal boats afloat, and this is held at from four to five cents a bushel, with but little demand. The recent demand for lump coal from the elevators makes a large quantity of screenings, and these have been sufficient, almost, to take care of the nut and slack trade.

Cincinnati News Notes and Personals.

The Hyde Park Lumber & Coal Co. has one of the most complete plants of any of the suburban dealers. It is located directly on the Norfolk & Western railroad tracks.

The suit of the Jones & Adams Co., of Chicago, against the Luhrig Coal Co., of this city, for damages on account of an alleged breach of contract, occupied the attention of the United States court here last week.

M. T. Roach, general manager of the Kanawha Fuel Co., is spending a few days in Cincinnati, accompanied by his wife. Mr. and Mrs. Roach have been entertained by several of the prominent coal people of this city.

The Employers' Association of Cincinnati gave a banquet Tuesday evening at the Business Men's Club. More than thirty of the representative coal men of the city attended. The Employers' Association was very helpful to the Coal Team Owners' Association during the recent teamsters' strike, and nearly all the coal men of the city are members of the Employers' Association.

Kuper Hood, manager of the Big Hill Coal Co., has moved his family from Richmond, Ky., to Covington. Mr. Hood, in speaking of the business of his company, says it is constantly widening its scope and increasing its tonnage. Besides selling the output of the Big Hill mines, it acts as sales agent for a number of large operations in other fields and in this department of the company's business is meeting with unusual success.



The West Virginia Mining Field.

WHEELING, W. VA., November 23.—(*Special Correspondence*).—Now that the election is over a boom in the coal and coke business is confidently expected, and the developments in the iron and steel trade, consisting of substantial advances in the price of the finished products, are of themselves substantial indications that the country is on the verge of another boom. Steel has been setting the pace for several years and coal and coke are relatively affected.

The movement upward that set in during the fall continues at most of the West Virginia mines, and nearly every company's shipments now are according to the car supply. The supply is lamentably bad for Fairmont, which has to depend on the Baltimore & Ohio railroad. There does not seem to be congestion at any of the division terminals, but for some reason the empties are not rushed back and the miners are making time as the cars come and go.

At Fairmont 700 cars a day would be something near right, but the supply has hardly been beyond the 300-car mark this week, 500 being the high-water mark. The demand is so keen that the mines close to the city of Fairmont manage to seize them first and mines at a distance, running up to the Clarksburg region, have to suffer by their location.

Business is so good at Fairmont that the officials announce that their mines will run steadily all winter and 1,000 more men will be added to the present working force if the car service justifies it.

In other parts of the state there are the same indications of better times, but in no district is there the same activity as there is at Fairmont. Norfolk & Western business is firm and operators are figuring on an advance in prices at Atlantic coast points pretty soon.

The Charleston sub-district miners held a convention a few days ago and made arrangements to care for the Cabin Creek strikers, and after passing resolutions condemning the operators for acting in alleged violation of last March's agreement voted to hold a conference with certain operators.

Conference this Week Over Cabin Creek Strike.

This conference was to have begun yesterday and no word as to results has been received here yet. There are good grounds for believing that it may pave a way to the settlement of the strike, although the conference is only to include operators of the Kanawha Coal Association outside of Cabin Creek who are said to be members of the association but not embroiled directly in the Cabin Creek strike. They do not care to have their operations affected by the association's edict, which has been resented by members of the union.

The miners of the Bell Creek Coal Co., on Gauley river, adjacent to the Kanawha district, have also gone out on strike over the checkweighman clause.

The improved business feeling is reflected in the activity in new rail road projects, the most important of which is the effort of the Louisville & Nashville to cut into the Pocahontas region in McDowell county in order to get this trade for Cincinnati, Chicago, western and southwestern points.

Improvements and connections for the existing gap in the Coal & Coke road were personally inspected by ex-Senator Henry G. Davis, the road's president, last week. He rode twenty-five miles on horseback to do it, notwithstanding that he celebrated his eighty-first birthday on Tuesday of last week.

The Kanawha & Coal River, another new road, has run against a stumbling block in the shape of right of way and has instituted several condemnation suits in court at Charleston.

There is considerable development of extensions and branch lines in Mercer county and the contiguous territory across the state line in Virginia, all designed to reach coal shipping towns.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Nov. 23.—(*Special Correspondence.*)—There was a series of interesting and significant developments in the bituminous coal industry in the Pittsburg district during the week. The coke trade also came in for its share of prominence and was instrumental in creating an improved feeling generally. One of the notable features of the week was the circulation of a report that a new coal syndicate is being launched to enter the lake trade on an extensive scale next season. The new company is to engage in direct competition with the Pittsburg Coal Co., it is asserted, which is acknowledged to be the greatest coal shipping company to the lakes in the country. Several of the largest independent companies admit that they have been approached in connection with the proposition, but the project is still in its infancy. It is said that the supporters of the movement have options on mines whose production aggregate 3,000,000 tons annually. The lake shipments last year amounted to about 4,500,000 tons, according to the latest statistics. Of this the Pittsburg Coal Co. transported the greatest bulk.

John H. Jones, president of the Pittsburg-Buffalo Coal Co., admitted that he had heard about the new enterprise. He refused to discuss any phase of the matter. It is an open secret that the Pittsburg-Buffalo people have been urged to ally themselves with the new syndicate. The Pittsburg-Buffalo Co., which is the only formidable rival of the Pittsburg Coal Co., has a contract whereby the latter takes charge of its entire lake trade. The contract was made three seasons ago and expires at the conclusion of this season. No efforts have been made by either party to renew the agreement. This fact has caused unlimited speculation among operators and the outcome is awaited with the keenest interest.

Some of the Companies that May be Included in Merger.

The Clyde Coal Co., of this city, and the Youghiogheny Coal Co., of Cleveland, Ohio, are also mentioned in connection with the new combination. The latter company is making things lively at the present time in this locality. It is trying its utmost to acquire possession of coal property in order to fulfill its contracts with consumers in the northwest. It formerly was interested in the Pittsburg Terminal & Railroad Co., but since the transfer of the latter to the Wabash railroad it has been unable to procure a sufficient supply of coal.

As predicated in the last issue of THE BLACK DIAMOND, an official announcement has been made that the Youghiogheny & Ohio Coal Co. has purchased the Webster property of the A. R. Budd Coal Co. The consideration approximates \$250,000. The purchasing company has already taken possession and will make extensive improvements. The A. R. Budd Co. opened the Webster mine about four years ago. Its tract includes 350 acres of coal land, having a frontage of 2,100 feet on the Monongahela river and a long frontage on the Pittsburg & Lake Erie railroad. Switches from the latter make loading easy. The mine at present has an output of 1,000 tons a day. The sale does not include any of the river properties of the Budd Co., which owns the steamers Harvester and Frank Gilmore and about seventy-five other river craft. The company will still handle such of the mine's production as before.

The Youghiogheny & Ohio Coal Co. is a large rail shipping corporation with headquarters in Cleveland. It is headed by Frank M. Osborne. The company will at once increase the output of the mine to about 1,800 or 2,000 tons a day, which can easily be handled by means of its railroad connections and the river arrangement with the Budd Co.

Bitter complaints are repeatedly heard in coal circles regarding the inadequate transportation facilities that are furnished by the railroads. The

fact that lake navigation is drawing to a close has caused an augmented demand for cars and railroads are not supplying half the gondolas and hoppers demanded by shippers. There appears to be no hope of any substantial improvement and the operators will continue to suffer.

The fact that circular prices have been issued showing big increases in the price of coal is not conclusive evidence that these prices prevail. Consumers are not finding the least difficulty in securing all grades of coal at the same rates that dominated previous to the advance on paper. Run-of-mine is being freely sold at \$1.05@1.10 a ton. Some sales are reported at \$1.00, but these are said to be few and far between.

President Thomas Lynch, of the H. C. Frick Coke Co., a subsidiary concern of the United States Steel Corporation, informed the representative of THE BLACK DIAMOND today that every available idle coke oven of the company is to be placed in operation this week. There are about 5,000 ovens out of blast at present in the Lower Connellsville region and in Connellsville proper and these are to be put into commission at once. Several hundred fires were lighted today and the ovens will be producing coke within a few days. The latest step is the direct outcome of the extraordinary and unprecedented demand for coke. Owing to the inadequate water supply, coke operators have been unable to meet the requirements of consumers and prices have gone skyward. The Frick Co. has been out of the selling market for the past six months. Current reports have it that this subsidiary concern of the Steel Corporation has been buying coke from independent interests. There are at present about 11,000 ovens of the Frick Co. in operation. The entire capacity aggregates over 16,000 ovens.

Coke Trade Boom Continues to be a Feature.

Two months ago coke could be had at the rate of \$1.40@1.50 for furnace and \$1.70@1.80 a ton for foundry coke.

Within the last week there was considerable talk of furnace coke for next year at \$2.00 a ton for the first quarter delivery. Today it is exceedingly doubtful if any coke could be bought for next year's delivery at less than \$2.25@2.50 a ton. It was reported today that one furnace interest paid \$3.00 a ton for coke.



Denver and the Far Western Coal Trade.

DENVER, COLO., Nov. 23.—(*Special Correspondence.*)—The demand for coal during the past two months has been lighter than at any time for the past year and a half, business in nut and slack being particularly dull. At the present time there is no fixed price on bituminous slack, many thousand tons of this coal having been dumped on the ground at the mines.

The demand for lignite coal is fairly good, being improved at this season of the year by the heavy consumption of the beet sugar factories.

Weather conditions are ideal from the standpoint of almost every one but the coal man, temperatures ranging from minimum of about twenty-six degrees to maximums of sixty-six degrees almost every day, and only two cloudy days having occurred in the past four weeks.

Prices are generally well maintained throughout the state, with the exception of the Cripple Creek district where a price war is being indulged in, quotations to the metal mines being shaded from twenty-five to fifty cents per ton.

Car Supply is Short With Colorado Operators.

Mine operators are experiencing some difficulty in obtaining a sufficient car supply, on account of the unusually heavy shipments of sheep, beets and potatoes. It is hoped, however, that the heavy movement of these commodities will have decreased to a considerable extent before winter sets in.

Charles A. Parker, until recently traffic manager of the Colorado Fuel & Iron Co., and the Colorado & Wyoming railroad, which offices he resigned to accept the position of vice-president and traffic manager of the Cincinnati, Hamilton & Dayton railroad, was found dead in his office at Cincinnati November sixteenth.



Connellsville and Coke Production.

CONNELLVILLE, PA., Nov. 23.—The *Courier*, reviewing the coke trade, says: The demand for coke in this region last week was apparently not met by the operators. Shipments indicate this. They were several hundred cars in excess of what they were the previous week, despite the fact that the estimated production fell off a little. It was expected to gain several thousand tons. Ovens that have been scheduled to go in blast for several weeks have been held back because there was not sufficient water supply in the reservoirs to guarantee steady operation. Other ovens that have their full quota fired have been hindered in their output. They may all be going, but a short supply of water will prevent the full half number being drawn every day.

The gain in shipments last week evidently came from old stocks. There has not been much stock coke in the region for several months, but there is always several hundred cars available in times of emergency. Usually it is a grade of coke not taken by the consumers when they can get standard furnace or foundry direct from the ovens, but which they will take for spot delivery when they are hard up for fuel.

An iron trade authority says that it is true the bulk of the iron purchased in the last two months is to cover contracts, many consumers are now entering the market, though with little business on their books, in their anxiety to cover lest prices go still higher. The advance in coke has had something to do with the straightening of the iron situation, and the present shortage of water in the Connellsville region, resulting in the holding up of numerous coking operations, has advanced the price of spot coke. A few furnace operators will be obliged to pay high prices for their coke supply until the end of the year for this reason, one furnace covering at \$2.00. But this condition is abnormal and output of the region will increase as soon as the weather conditions change.

The detailed report of the operation and output of the region for the week ending on Saturday, November twelfth, shows a total of 23,330 ovens,

of which 16,274 were active and 7,056 were idle. No changes worthy of mention are reported in the active and idle lists of ovens. The estimated tonnage was 195,851 tons, compared with 196,624 tons the week before. The slight loss is due to conditions of the weather. The same conditions have prevailed for several weeks. Just as soon as it rains and rains hard there will be more coke.

Shipments last week were 11,102 cars, a substantial gain over those of the preceding week. They were distributed as follows:

	Cars.
To Pittsburg	3,749
To points west of Pittsburg	6,043
To points east of Connellsville	1,310

The largest gains were to Pittsburg and western points, though eastern consumers took considerably more coke.

In the Lower Connellsville region there are 6,189 ovens, of which 5,246 were active and 943 idle. The estimated tonnage was 64,344, compared with 64,444 tons the week previous. No changes are reported in the oven lists.



The St. Louis Coal Market.

ST. LOUIS, Mo., Nov. 23.—(*Special Correspondence.*)—Coal conditions still continue as they have been for several weeks. The weather for the past few days has been mild and pleasant and the demand for coal other than for manufacturing purposes has been light. Coal is coming in very freely from the mines and is accumulating rapidly on the east side and in the yards of the various coal dealers. The St. Louis Terminal Association is handling all coal coming in and with little or no delay.

Prices on the east side have not changed and quotations in car load lots are as follows: Mine run, \$1.25; shaker screen \$1.40@1.50 and high grade \$2.00@2.50.

Coal men are pleased with the way anthracite is coming in, but are disgusted at the quietness of trade.

The leading coal dealers are seriously contemplating testing the law now in force that compels them to buy city weighing tickets that are issued by the coal weighers of the different companies and for which they have to pay three cents for every load of coal that is weighed, whether it is large or small. Private weighers are paid by the various companies and are obliged to give a bond to the city and to subscribe to the oath taken by the regular city weighers. They are assigned to one particular scale to do the weighing.

Dealers May Test City Ordinance as to Coal Weighing.

The coal dealers regard the buying of tickets when they pay the weighers, as unjust. They do not object to having the city do the weighing, nor do they object to pay their salary, but they do object to doing both. They feel it is decidedly unfair.

Ed Devoy, of the Devoy & Feuerborn Coal & Coke Co., says the present mild weather is bad for the coal dealers. It is too mild to suit them. While business is good it ought to be better for this season of the year. He thinks the limit of prices for coal has been reached with the present figures and that there is not likely to be any advance this winter over present prices unless some unforeseen conditions arise.

Other coal companies look at the coal situation in about the same light. Mr. Conrades, of the Donk Bros. Coal & Coke Co., the Barth-Rose Coal Co., Berry-Burges Coal & Coke Co., and in fact all of the larger dealers, look at the situation in the same way as Mr. Devoy.

An eight-foot, six-inch vein of coal has been struck at Nokomis in Montgomery county, Illinois, at an approximate depth of 600 feet. It is the same vein that supplies all of the Pana, Ill., mines. A. Griffin, a banker of Nokomis, Ill., and a number of Decatur, Ill., capitalists are concerned in the project.



Kansas City and the Missouri River Trade.

KANSAS CITY, Mo., Nov. 23.—(*Special Correspondence.*)—The coal trade of Kansas City and its tributary territory took another big slump this week and many dealers are discouraged over the prospects for the remainder of this year. The recent cold wave, which revived a long dormant market, proved to be of brief duration, and, much to the surprise of the weather man, the disgust of the coal dealer, and the delight of fuel consumers, the Indian summer is again smiling on the southwest. It was confidently expected that the cold weather had come to stay and that the coal trade would boom till spring, but it is now uncertain when this region will get some of the kind of weather needed to help the market. Dealers are inclined to be discouraged and say that even if business picks up later, as it inevitably will, they can not make up for the large volume of trade they have lost thus far this season. It is the latter part of November, but summer prices are still in force on bituminous and semi-anthracite coal. It was proposed to advance prices on October first, but it is now hoped that conditions will justify, not winter quotations, but a raise on December first. It is a fact that Kansas City householders are still taking ice, and coal wagons are a rare sight on the residence streets just at present. Surplus supplies of coal rushed to the city because of the recent cold snap have accumulated heavily. It was estimated this week that there were 600 car loads or about 18,000 tons of coal in the hands of dealers. While this is not usually a large supply of coal for Kansas City at this season of the year, yet it is considerably in excess of the quantity needed to fill the present demand. One or two dealers say that business is fair, but all the others are praying for colder weather. None of the mines in the southwestern district is working full time. Most of them have averaged about one-half time recently. All the operators are in a condition to meet a big demand for coal, should it come.

Samuel Hartman, a Kansas City coal dealer, is suing the Kansas City Coal Club for damages in the United States circuit court. He alleges

that the club is a combine of dealers and operators to control prices and supplies. Hartman contends that the club drove him out of business by the members refusing to sell to him and that he was financially ruined. The case has been on trial for a week, but the operators have not yet had their innings. The coal club is said to be simply a social organization, the members of which exchange business views about the coal trade at their meetings, but do not attempt to fix prices or regulate the output of mines. Witnesses for Hartman testified that small dealers were told not to cut prices or else they would not be given supplies. Hartman has not made out a case against the coal club thus far. He said that some important records which he intended to produce were lost in the Kansas City flood of last year.

Hartman's suit against the Kansas City Coal club was thrown out of court on Tuesday of this week. His attempt to prove that a combine existed to control prices and product was so weak that the federal judge before whom the case was tried, promptly sustained a demurrer to the evidence offered by the attorneys for the coal club. The defense did not have to introduce any testimony to win the case.

In another suit pending against the alleged coal combine, S. P. Forsee, a coal dealer, attempted this week to force the Central Coal & Coke Co. to produce its books in the federal court. Judge Morris denied the application.

Coal dealers and operators have begun to take notice of the natural gas situation and now admit it is a competitor which they will have to meet in Kansas City, St. Joseph, Fort Scott, Topeka, Joplin and other western and southwestern cities within a year or two. While five companies have been clamoring for a franchise to pipe natural gas a couple of hundred miles to Kansas City, three natural gas wells with a capacity of 3,000,000 cubic feet a day have been brought in within four miles of the town. Seventeen miles up the Kaw river at Bonner Springs, Kan., four big gas wells are flowing with a combined capacity of from 12,000,000 to 15,000,000 cubic feet a day and more are being sunk. It is said that the Bonner Springs supply was struck at too shallow a depth (600 feet) to last any length of time.

Kansas City seems to be on the edge of a big natural gas field which is bound temporarily to have some effect on the coal industry. Promoters offer to sell gas to the city for thirty-five cents for domestic use. The price to manufacturers is to be much lower, but has not yet been fixed.

J. H. Willis, of Kingston, I. T., has been appointed by President Roosevelt coal and asphalt inspector for the Chickasaw nation, to succeed C. D. Carter, of Ardmore. The salary is \$4,000 a year.



Southern Coal and Trade Notes.

MEMPHIS, TENN., Nov. 23.—(*Special Correspondence.*)—The coal situation shows picking up already since the presidential election was settled. Prices rule firm with advances reported on certain items in a few of the southern markets. Many factories that have been closed down are resuming by degrees and the advent of cooler weather is having the usual good effect on the coal market and is making matters more satisfactory to retailers.

In Memphis all the firms who retail coal, Hunt & Bro., Bryon & Eberhardt, the Brown Coal Co., the Southern Coal Co., and others express the opinion that trade is improving.

A coal chute at Memphis containing 6,000 tons of coal, at the Illinois Central railroad shops was destroyed by fire, supposed to have been caused by spontaneous combustion, a few days ago.

Carl Scholz, general coal agent for the Rock Island railroad system, and Mr. Mitchell, coal agent for the system in Arkansas, have gone to Saline county, Arkansas, to investigate the prospects at the mines of the Brown Coal Co., twelve miles south of Little Rock. The company was incorporated several months ago with a capital stock of \$500,000 with Fred Schader as president. The company has a large area of land that is underlaid with a valuable deposit of brown coal. While on their visit these gentlemen will investigate the feasibility of a spur track to the mine for the purpose of handling the product.

The Arkansas Black Diamond Coal Co., of Ft. Smith, Ark., has filed articles of incorporation with the secretary of state. The capital stock is \$100,000. The incorporators are J. R. Brown, president; Lovick P. Miles, E. L. Matlock, W. R. Hunt, W. J. Echols, C. E. Speer, W. H. H. Shibley and R. J. Miller.

At Dallas, Tex., a charter was granted to the Texas Briquet Fuel Co., with a capital of \$50,000, which will begin active operations in a short time. It is announced that the plant, to cost about \$15,000 at the start, will be in East Dallas and the plan of construction will be discussed at a meeting of the directory in a few days. Operations will begin soon after the close of the fair at St. Louis. When ready for business this plant will turn out ten tons of briquets an hour and 100 tons a day. This fuel will be made from Texas lignite, the composition being kept a secret. Officers of the company are W. M. Mann, president; M. Mannewiz, vice-president and general manager. Mr. Mannewiz, discussing the enterprise, said: "There is no plant of the kind in Texas or the southwest, though it has been shown by tests that Texas lignite is the best for the business to be found in the world. The machine and the process were perfected in Germany and the product is almost the only fuel in use there. Plants are flourishing in San Francisco, England, France, Italy, South Africa, Australia, South America and Russia. Our plant will be gradually extended as the business may demand. It will employ a large number of workmen."

Coke Prices Also Show Gains in the South.

Prices on coke are tending upward at Knoxville and contracts are reputed to be turned down there at prices twenty-five cents higher on the ton than those that prevailed a few weeks ago. The labor supply in the Tennessee and Kentucky fields is said to be increasing by reason of the return of miners who had been induced to leave the district to go to Indiana, Alabama and other mines. These men continue to drift back. While in some districts there is said to be an outward flow, the incoming of old men has offset the outgo in the district at large.

Coal operators in the section about Knoxville have been called upon to quote prices for coal contracts at Juan, Porto Rico. An effort will be

made by the Tennessee interests to get into the market there; that is, to get an export rate that will be competitive. It depends largely upon the Southern railway as to whether or not the coal mines in this section can reach Charleston with low enough rates to make it possible to sell coal in Porto Rico. While the effort is being made to get a desirable coast rate yet it is thought that it will not be granted.

It is said that Alabama will show a larger coal production this year than usual, in spite of the strike. An estimate is made that the production this year will amount to about 12,400,000 tons, as against 11,700,763 tons during the year 1903. It is believed that notwithstanding the strike of the union miners in Jefferson county the production in this county will be as heavy as it was last year, if not heavier. The Pratt Coal Co., with non-union miners in the western part of Jefferson county will produce something like 1,000,000 tons of coal this year.

Pennsylvania Company May Invade Alabama Fields.

A recent visit of W. A. Lathrop, president of the Pennsylvania Coal & Coke Co., to the Birmingham, Ala., district, it is suggested, may mean much for this district. Mr. Lathrop was agreeably surprised at what was shown him and it is possible that he may take a hand in the development going on in the coal fields of the state. Before returning to Pennsylvania he said that he might consider some propositions in the near future.

Announcement is made that the Monongahela River Coal & Coke Co., now known as the Pittsburg Coal Co., with mines in Walker County, Ala., near Corona, as well as in the Pittsburg fields, has built a shiploading machine at New Orleans and will handle a larger amount of coal through that port than ever before.

Horace Soper, a Nashville, Tenn., man until a few years ago, and Henry B. Gray are the purchasers of properties of the West Pratt Coal Co., that were recently vended by R. R. Stobert and Tom Stobert for a consideration of \$100,000. The company has been reorganized with the following officers: H. B. Gray, president; W. H. Soper, vice-president and general manager and John D. Elliott, secretary and treasurer. The mines of the company are located on the line of the Frisco railway, twenty-five miles west of the city. They have been newly developed and the present output is 800 tons per day. This will be largely increased in the immediate future. The machinery connected with the mines is modern in all respects, and the new company will take an important place in the coal industry of Alabama as the seam is thick and the coal is of an excellent quality. Mr. Soper, the vice-president and general manager was the general manager of the original company and is an expert in coal matters.



Description of New Ohio Coal Operation.

CLEVELAND, OHIO, Nov. 23.—(Special Correspondence.)—Vice-President Frederic S. Powers and General Superintendent H. Sheldon, of the Midvale-Goshen Coal Co., Cleveland, Ohio, were hosts to a party of twenty-five or more retail dealers and operators on a trip to the company's new mine at Wainwright a week ago Monday. Leaving the city early in the morning on a private car, the junction was reached about twelve o'clock. An engine was ready and the car was taken up in front of a farm house a short distance from the mine, where a most appetizing country dinner was served. This dispatched, the party first visited old No. 4 mine, which is still doing service producing 900 tons a day. A little farther up the valley the excellent steel tippie of the new No. 6 mine is located, constituting a fine property. The visitors showed much interest in the operation of the screening and loading machinery, the latter being especially new in this locality. The loading machine is of the end-to-end style and stands in line with the tracks. By an automatic arrangement of the lump pan a car may be filled to any height very conveniently and without much hand trimming. The dump is of the Phillips cross-over pattern and automatic in its operation, tripping as the loaded car pushes the last empty from its position and sending it out to the switch where it turns and goes back by gravity to a point where it is caught by automatic dogs on the cable and hauled into the mine. The screens are of steel construction throughout and are operated by two men.

Description of the Haulage Machinery Plant.

In the rear of the building is situated the haulage machinery. Power is furnished by a forty horsepower Westinghouse motor, which operates a huge wheel set at an angle to correspond with the cable that comes into the building at this point. This mechanism carries the cable which it fitted with automatic dogs for catching the cars as they are pushed into place at the inner end of the slope. The cable runs in a track on pulleys and operates very smoothly. At the end of the slope another large wheel is located in a concrete pit under the floor. This is supplied with two immense springs which allow the wheel to give in case something should get caught in the cable or other parts of the machinery, causing a sudden strain. The motor is also supplied with a device that will throw the current off and prevent the armature from burning out, should a stoppage occur. The haulage plant is complete in every respect.

Coming out high on the hillside, the slope descends gradually to the vein and is heavily timbered to an extraordinary height, in order to give plenty of room for any contingency. This is one of the neatest pieces of mine workmanship and engineering in that field. Electric lights the entire distance make the opening as cheerful as the valleys between the hills. At the end of the slope all connections are made and the car haul is rendered comparatively short.

Chain Cutting Machines Used to Cut Coal.

From the end of the slope the mine extends about as much farther under the hill through a vein of pure Goshen coal four feet and a half in thickness. At the head of the entrance were found the thirty-nine-inch Morgan-Gardner electric chain cutting machines in operation. The visitors who ventured in were greatly interested in this portion of the mine and

the manner in which the coal is produced. At present the machines are moved about with a mule, but they will be equipped with self-propelling trucks, operated by a trolley, the wire running along the sides of the rooms and out of the way of the workmen. Under this plan the reels on the machines and the gathering motors will be done away with.

For the use of the men and as an entrance for the motors a separate opening has been made around the hill from the slope. This furnishes the miners with a means of escape in case of accident. The ventilating fan, operated by a small motor, is also located in this opening, and the drainage sewer goes out under it. This drain lies five feet lower than the lowest known point in the vein, so that natural drainage is always assured.

In a substantial brick building near the tippie the power plant is located. A 150-kilowatt generator is operated by a 225-horsepower McEwen engine. This furnishes current for the haulage motor, cutting machines and electric lights. However, two other generators, one 150-kilowatt and another 100-kilowatt, will be installed within a few months. An extra Erie engine of 150-horsepower has already been put in place and another McEwen engine will be put in, also to furnish power for the generators. At present two 125-horsepower Erie boilers are used, but the number is to be increased to four. The additional power is provided to supply another mine across the valley whose product will come to the same tippie. All the electrical equipment is of the latest pattern and is an improvement over anything else now in use in that section. The plant will eventually load the product of 1,700 acres of land owned by the company.

The capacity of the new plant is about 2,500 tons daily. The haulage plant is guaranteed to deliver six cars per minute on slow speed and more than twice that many at high speed. The average speed used will probably make the run eight cars per minute. Designed for rapid production, the engineer, F. C. Green, kept the safety of the men in view also, and the result of his work may be seen in the many devices that older plants do not have.

W. R. Woodford, second vice-president of the Pittsburg Coal Co., is the president of the Midvale-Goshen; Frederic S. Powers, vice-president and treasurer; H. M. Carpenter, secretary; H. Sheldon, general superintendent, and Frank McIntosh, superintendent.



Prevailing Wagon Prices at Chicago.

ANTHRACITE.	
	Per ton. Dealers' Wagons
Grate	\$6.50
Stove	6.75
Chestnut	6.75
Egg	6.75
BITUMINOUS.	
ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg.....	3.50
Cartersville stove, washed No. 1	3.75
Shellbark lump, egg and nut	3.50
Shellbark, No. 1 washed	3.75
Shellbark, No. 2 washed	3.50
Cartersville nut, washed, No. 2	3.50
Westville-Danville domestic lump	3.00
Danville lump	3.00
Staunton lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00
INDIANA COALS.	
Brazil block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.25
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00
OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00
PENNSYLVANIA COALS.	
Cannel lump	\$6.50
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50
WEST VIRGINIA COALS.	
Kanawha splint	\$4.25
Black Band	4.75
Coke	
Gas-House	\$5.00
Wood	Per cord.
Pine Slabs	\$6.00



It is reported there is no danger of a coal famine in Seattle, Wash., the coming winter, although one was encountered last year. The mines are now operating on full time and are producing all the coal required on the Pacific coast, in addition to making extensive exports.

Through Indiana on the "Crescent" Special.

Did you ever visit the coal fields of Indiana on board the "Crescent" special?

If you never have you have missed the time of your life. The "Crescent" special is not the name of any regular train. It runs intermittently over the Chicago & Eastern Illinois tracks out of Chicago, makes a loop up through the Clinton coal field, then swings back to the main line and down to Terre Haute. At the latter point is the end of the first division of this famous journey. The second division commences when a prairie mogul from the Evansville & Terre Haute railroad is attached to the train and takes it to the famous coal fields of Sullivan county, traversing back and forth on a myriad of branch lines over each of which originates thousands of tons of coal every day for the Chicago and the northwest markets. This second division terminates just where it commences at Terre Haute, but the route from and back to that city is not by any means one that can be forgotten. Every mile brings forth some new pleasure—on board the "Crescent" special—causes some new source of wonder and rewards with greater enlightenment as to the mineral resources of this great coal producing area. The third division also originates at Terre Haute, but instead of an Evansville & Terre Haute locomotive to haul the special we have a prairie mogul labeled Southern Indiana. On the third division the "Crescent" special weaves in and out among coal tipples till one begins to wonder if there is anything else in the land. It goes in Sullivan county, where the Evansville & Terre Haute does not or, vice versa, the Evansville & Terre Haute goes where the Southern Indiana does not. It makes no difference which way you put it. These two railroads, the pride of Indiana, have gridironed Sullivan county so thoroughly that to look at the interwoven maps of each is to wonder how they could do it and not get in a most serious tangle.

The fourth division of this most delightful journey is begun at Terre Haute, where all pleasures are renewed only to eclipse those that have gone before, and the special swings northeast over the Chicago & Eastern Illinois to the block coal fields in and about Brazil, revealing still another of the varied coal resources of the Hoosier state.

No itinerary of travel with a single object in view was ever more comprehensive or carefully planned than that of the "Crescent" special. Experts with a careful knowledge of these great coal fields, with a thorough appreciation of the comfort that pleases and the provision that provides, arranged for the first trip of the "Crescent" special and earned not only appreciation for their thoughtfulness, but the sincere gratitude of all who were passengers aboard.

The "Crescent" special was the outgrowth of an idea which originated some time since with officials of the Crescent Coal & Mining Co., of Chicago, which not only owns large mines in Indiana, but sells the largest tonnage from that state. It was decided that the dealers of the west and the northwest, not in close touch with the coal mines, would have a better appreciation of the quality of the coal mined if they were given an opportunity to visit the mines and note the conditions under which the coal was mined, its appearance—and most of all, the great care with which it was prepared for market with a view to insuring the greatest possible value to every purchaser of this coal.

Trip was for Educational Purposes.

Remarkable progress has been made in the preparation of all Indiana coals within the last few years. Able and expert coal operators, progressive in spirit and ambitious that their coal should sell on the merits which it possessed, have studied the subject of preparation until they have nearly reached perfection, and until their product has a standing excelled by no coal in the west. These operators have known all along that the merit rested in their coal; that upon analysis it would be found to have the chemical qualities which insure strength and value in a bituminous product; that upon a practical test being made under fair conditions it would again prove itself worthy of being considered one of the foremost competitors for favor in the west. Eight or ten years ago this coal was mined without the careful preparation that is given it at most of the mines at present. Early realizing that excellent preparation was the only point at which they were weak, even the pioneer operators of that field set about to remedy the defect. They have been aided by those who have entered the trade later. Today there is no coal field in the country where such careful efforts are made by all the operators to win success by preparing their coal as in the Sullivan county field.

The "Crescent" special was planned that it might bring those who handle an immense tonnage of this coal either as retailers or jobbers to a realizing sense of what has been done and is being done to make not only the Indiana product a pure coal, free from slate and foreign matter, but as well a clean coal, uniform in size, bright and attractive in appearance, backing up these qualities by inherent merit.

The "Crescent" special was a special train made up of a baggage car, a dining car, the Vinton and Pulaski. Pullman sleeping cars, and the private car of General Superintendent Jackson, of the Chicago & Eastern Illinois railway, all of which were at the disposal of the forty guests who were aboard when it left the La Salle street station in Chicago on Monday. It is needless to say that the commissary department was stocked with the choicest vintages, that the larder was filled to overflowing and that the unostentatious but most far reaching and transcendent hospitality of the Crescent Coal & Mining Co. extended to every nook and cranny of the special, leaving nothing undone which could add to the pleasure or the happiness of the guests aboard. Even the weather was in accord with the spirit of warm hospitality which prevailed. All the three days required for the "Crescent" special to make its trip were days of sunshine and balmy temperature, remarkable for this season of the year, adding not a little to the pleasure derived from the invasion of the various numerous mines which were visited. The guests of the Crescent Coal & Mining Co. on this occasion were representative coal and railroad men, as well as large consumers of coal from all parts of the west.

Those making up the party were as follows:

H. R. Lloyd, fuel agent of the Chicago, Milwaukee & St. Paul railway, Chicago.

E. G. Temple, Glucose Sugar Refining Co., Chicago.

Thomas S. Grasselli, vice-president and chairman of the manufacturing committee, The Grasselli Chemical Co., Cleveland, Ohio.

George Edward Fisher, assistant chairman of the manufacturing committee of The Grasselli Chemical Co., Cleveland, Ohio.

Charles H. Penny, purchasing agent for The Crane Co., Chicago, Ill.

George Merryweather, general western agent Cox & Bros. & Co., Inc., the Rookery, Chicago.

E. E. Pinney, wholesale dealer in coal, Cedar Rapids, Iowa.

W. G. Haskell, wholesale dealer in coal, Cedar Rapids, Iowa.

W. R. Coleman, the Clark Coal & Coke Co., Peoria, Ill.

E. S. Brown, the Brown Coal Co., Sioux City, Iowa.

H. A. Smith, the Busse Coal Co., Chicago.

T. W. Gilmore, the Gilmore & Easterly Co., Chicago.

R. E. Harris, secretary the Coal Dealers' Association of Iowa and Nebraska, Omaha, Neb.

G. H. Reeves, secretary of the Northwestern Retail Coal Dealers' Association, Minneapolis, Minn.

John Warnock, J. S. Van Deusen & Co., Minneapolis, Minn.

L. Lampert, president of the L. Lampert Lumber Co., Minneapolis, Minn.

E. A. Kirk, of the McCaull-Webster Elevator Co., Minneapolis, Minn.

G. W. Delaney, vice-president of the Eclipse Lumber Co., Minneapolis, Minn.

F. N. Mann, Atlas Elevator Co., Minneapolis, Minn.

J. C. Melville, Mutual Lumber Co., Minneapolis, Minn.

J. H. McClelland, president of the Brazil Block Coal Co., Brazil, Ind.

Edward Shirkie, Indiana Fuel Co., Terre Haute, Ind.

Joseph Martin, Rosedale, Ind.

H. H. Rhodes, coal traffic manager, the Chicago & Eastern Illinois railroad.

D. R. Patterson, coal operators' agent the Chicago & Eastern Illinois railroad, Chicago.

W. J. Jackson, general superintendent the Chicago & Eastern Illinois railroad, Chicago.

W. H. Richardson, general passenger agent of the Frisco system, St. Louis, Mo.

M. A. Patterson, assistant general freight agent of the Rock Island system, Chicago, Ill.

Frank P. Jeffries, general manager of the Evansville & Terre Haute railroad, Evansville, Ind.

H. H. Roseman, general freight agent the Southern Indiana railroad, Terre Haute, Ind.

L. R. Witty, trainmaster the Southern Indiana railroad.

The hosts of the occasion were the officials of the Crescent Coal & Mining Co., as follows:

W. S. Bogle, president.

G. W. Benjamin, vice-president.

C. W. Gilmore, vice-president.

W. S. Bogle Jr., general superintendent.

James A. Gilmore, sales agent.

tendent.

In addition there were representatives of the coal trade papers and photographers.

The "Crescent" special left Chicago shortly after nine o'clock in the morning and reached Danville a little after noon. At Jackson, Ind., the train swung off the main line into the Clinton fields, where the annual production is something like 3,000,000 tons of coal, a large part of this tonnage being prepared as inch-and-a-quarter lump for railroad fueling purposes. This coal is considered one of the best steam coals in Indiana, and there are a large number of tipples in that field.

The First Tipple Visited in the Clinton Field.

The first tipple visited was that known as No. 6 or the Riverside mine of the Indiana Fuel Co., in which W. S. Bogle, of Chicago, and Edward Shirkie, of Terre Haute, are the principal stockholders. The shaft at the mine was only completed about six months ago and work has just been completed on the escapement and air shaft. No effort has been made to get out a large tonnage at this mine up to the present time, but the average production will run close to 300 tons daily at present. This mine is located toward the southern extremity of the Clinton field, where the No. 7 vein is mined largely, this vein improving both in quality as it extends toward the south and west from the center of the field.

This mine is being equipped to produce a domestic coal and four-inch perforated shaker screens have been installed which will give most excellent preparation for a four-inch lump, and also for a two to four-inch egg. It is expected that as soon as this operation is completed it will be one of the largest producers in the Clinton field. It will have a tonnage of about 1,200 to 1,500 tons daily and the work of development is being pushed as rapidly as possible. The tipple is fifteen miles from Jackson, the junction point with the main line of the Chicago & Eastern Illinois railroad.

The next tipple visited Monday afternoon was the Rhodes shaft, operated by the Dering Coal Co., Chicago, one mile north of the Riverside or No. 6 mine. This tipple is one of the newest and one of the best equipped in the Clinton field. It was used as a model in the Missouri exhibit at the Louisiana Purchase exposition and contains every modern improvement which will better the preparation of the coal. One of these improvements is a track scale on each of the four tracks on which empty cars are weighed and then loaded cars are reweighed, the actual tare weight being ascertained.

About two miles farther north the No. 5 or Needmore shaft of the Indiana Fuel Co. was visited by the party. This shaft was opened about five years ago and the tipple is of the most modern type constructed at that time. The production at this mine will average 1,000 tons of coal daily of

inch-and-a-quarter lump for railroad fueling purposes. The No. 7 vein is mined at this operation and it is one of the steady producers of that field.

The Indiana Fuel Co., which operates both the Riverside and Needmore mines, owns 4,800 acres of mineral rights along the right of way of this branch of the Chicago & Eastern Illinois railroad. This land is rich in coal and it is planned to sink a third shaft within a short time on the property.

Returning, the "Crescent" special arrived at Terre Haute at about six o'clock in the evening and half an hour was spent in seeing the city, while a change of locomotives was made. The train left shortly after six o'clock for Farmersburg, Ind., near which point it was sidetracked for the night.

"Dusty" Rhodes Honored with a Presentation.

At dinner several speeches were made to felicitate the occasion. W. S. Bogle in a very feeling manner referred to the high esteem in which "Dusty" Rhodes was held by all those present and suggested that it was the proper thing to give tangible evidence of that esteem in the proper manner, and on behalf of those present he desired to present him with a "headlight." Mr. Rhodes responded feelingly. Several other impromptu speeches were made by H. R. McColm, of the Jeffrey Manufacturing Co., Columbus, Ohio.

During the evening a glee club was organized consisting of C. W. Gilmore, first tenor; T. W. Gilmore, second tenor; John Warnock, first basso; H. H. McColm, second basso. A secondary glee club was also organized by W. G. Haskell, of Cedar Rapids, as leader.

The two glee clubs went to Farmersburg and serenaded the hotel, depot and county jail, where they made the welkin ring with "America." "The Old

intended that the mine should produce run-of-mine coal, but at present it is producing domestic sizes. Another shaft will probably be sunk on the tract consisting of 1,093 acres, which will be equipped for the production of domestic sizes, and eventually this tippie will make run-of-mine. It is also planned to install a washery on this property in the near future, in which event washed sizes will be prepared for market. It is said this will be the first washery in that field and it is believed that it will increase the value of the coal for domestic purposes. The mine was named after Mildred Woolley, daughter of J. Woolley, president of the operating company. The coal produced at this mine was uniform in size.

Two miles south of the Mildred mine the W. S. Bogle Coal & Mining Co., of Chicago, is sinking a new shaft, which is now down to a depth of sixty feet and which will strike coal some time next year. The tracks of the Evansville & Terre Haute are being extended to this property and will reach it by the time the mine is ready to hoist coal.

The next mine visited on this road was that of the Jackson Hill Coal & Coke Co., of which company J. Kolsem, of Terre Haute, is the president. This company has a four-track tippie, with perforated shaker screens for the preparation of domestic sizes of lump coal, egg and screenings. It is planned to make it one of the heavy producers of the district.

The trip of the morning closed with a visit to the property of the Willfred Coal Co., at Willfred, Ind. This property is owned by Chicago capitalists, including Paul Wright, W. H. Trow and Harry Hafer, and is one of the modern mines on that branch of the Evansville & Terre Haute. It is equipped with electric haulage, electric chain-cutting machines and a modern



PHOTOGRAPH TAKEN IN DINING CAR ON BOARD THE "CRESCENT" SPECIAL.

Oaken Bucket," and other well known songs. During this trip C. W. Gilmore rendered his famous Tyrolean Yodle song, and W. R. Coleman sang a solo entitled "Pouf! Pouf!" both of which were received with great applause by the listening musical critics of Farmersburg.

Bright and early the next morning the start was made for the Sullivan county fields over the Evansville & Terre Haute railroad under direct charge of Frank P. Jeffries, general manager of that railroad.

The first mine visited was Bruillett's Creek No. 4, not far from Farmersburg, Ind. This shaft is owned by Hugh Shirkie, Terre Haute, and his associates. It is equipped with modern shaker screens for the preparation of domestic lump, egg and screenings and the equipment throughout is modern in every respect. The production at present amounts to 500 tons daily, but this is being increased rapidly and the ultimate production will be very much larger.

The first shaft visited after breakfast was that of the Indiana Hocking Coal Co., in which W. S. Harman, of Chicago, has an interest. This shaft has been opened within a comparatively short time and great attention is paid to the preparation of the coal at that point. Three sizes are made: A lump which passes over a four-inch screen; an egg which passes through a four-inch screen, and screenings. The coal mined is the No. 6 vein, which is generally mined throughout Sullivan county.

Mildred Mine Visited Tuesday Morning.

The Mildred, owned by the J. Woolley Coal Co., of Evansville, was the next objective point. It is one of the more recent additions to that field. This mine is equipped with compressed air for power purposes and both chain and punching machines are used in mining the coal. The tippie is of modern construction throughout and great care is taken in preparing both the lump and egg coal for market. Several slate pickers are employed, as the coal is loaded from the tippie into the cars in taking out all objectionable matter. This mine is equipped with a box car loader, as are most of those producing domestic coal in the Sullivan county field. It was originally

tippie. The feature of the tippie is the bar screen, over which the coal runs to the loads. The four-inch lump, which is the best preparation for domestic use, is fine in appearance and runs uniform as to size. This mine is equipped with a box car loader, has a 150-kilowatt generator for supplying power and electricity to the mine for lighting purposes.

Visit Underground at Glendora Mine.

This concluded the trip of the morning, with a return to Terre Haute, from which point the special was taken in the afternoon over the Southern Indiana to the Glendora mine of the W. S. Bogle Coal & Mining Co. At the Glendora mine members of the party made their first descent underground, and those who had never before had such an experience were rewarded for the trip. The coal averages about five feet eight inches, although in some places the roof is higher than this. The air is good, it is a dry mine, and the roof is of solid slate for twenty-six feet. The entries have been driven from both sides of the shaft, giving it a large tonnage per working day of eight hours. The capacity of the mine is 1,200 tons per day, and on the day at which the visit was made it was thought this record would be exceeded.

Coal is mined by both pick and machine. Thirteen Morgan-Gardner chain-cutting machines, driven by electricity, undercut the larger proportion of the coal produced from this mine. In addition a large number of pick miners, many of whom have been with Mr. Bogle for many years, are furnished with employment. At present mule haulage brings the loaded pit cars to the top of an incline, where they run down to the cage by gravity, the empties being discharged from the cage on a gravity track, where they run back and are taken up by the mules. As soon as the mine has been worked farther back from the shaft it is intended to install electric haulage.

The coal from the shaft passes up to the tippie, where it goes over an inch-and-a-quarter screen, the lump going into a weigh-pan, where it is weighed, the miners being paid on a screened lump basis. By means of shaker screens four-inch lump, two-inch rescreened egg and screenings are

made at this mine. The coal, after it leaves the tippie and when loaded, is uniform in size and all slate and other matter is removed in the car by pickers, insuring the very highest standard of preparation. The mine is equipped with an Ottumwa box car loader, it is lighted by electricity and has been in operation for two years. All cars are weighed on track scales empty and are reweighed when loaded, arriving at the actual net weight of the coal, so that no question of short weight can ever arise. The mine is equipped with 150 to 160 pit cars and furnishes employment to about 140 miners.

The second mine visited on the Southern Indiana was the steel tippie of the Theodore C. Keller Coal & Mining Co. This is the only steel tippie in Sullivan county at this writing, although it is probable that many of the newer operations will be equipped with such a tippie. It is a very handsome structure and is made for a large capacity—from 1,200 to 1,500 tons daily.

The last shaft visited was that of the Lattas Creek Coal Co., known as No. 1 shaft. This mine is one of the most interesting in Sullivan county for two important reasons, the first being that the No. 4 vein is mined here, whereas the No. 6 vein is mined at most of the other operations. The No. 4 vein coal is regarded highly for domestic purposes, although it is not as good for stocking, crumbling easily. A large tonnage of this coal is sold in Terre Haute for domestic use, the egg being especially desirable. The second point of interest is the slope leading to the shaft. This is arched over with brick, extending back a distance of forty yards. The mine is equipped with electricity for machine cutting and for lighting purposes.

After a return to Terre Haute the "special" visited the Brazil block field, which will be referred to at greater length in the next issue of THE BLACK DIAMOND.

It is needless to say that the trip was a success in every possible respect. Those who had never visited the Indiana fields before were astounded at the results that have been attained within a comparatively short time, the modern machinery that was in use at nearly every tippie, the most excellent preparation given the coal in that field and the advanced methods which are thoroughly modern in every respect.

The hospitality of the Crescent Coal & Mining Co., the Chicago & Eastern Illinois, the Evansville & Terre Haute and the Southern Indiana was of the highest possible order. The special train had the right of way, the officers of the Crescent Coal & Mining Co. could not do enough for their guests, and no one lacked for anything. The weather was ideal and the trip was a perfect success in every detail. It will undoubtedly greatly advance the sale of Indiana coal in territory where it never before has been introduced.

Wireless Notes From the "Crescent" Special.

We missed "Norm" Birkland.

Here is to C. W. Gilmore! He worked himself nearly to death that others might have a good time.

C. W. Gilmore discovered that he had a tenor voice and it is asserted that now he will be in demand whenever he appears among a crowd of coal men.

S. E. Brown, of the Brown Coal Co., Sioux City, Iowa, paid his first trip to the coal mining fields and expressed himself as very well pleased with the results.

Joseph Martin, Rosedale, Ind., is an operator who deserves success. He began as a miner underground and through his own efforts has attained a comfortable property.

W. R. Coleman, of the Clark Coal & Coke Co., Peoria, is with a company that has a mine of its own, nevertheless he was interested in many of the tipples visited.

George Merryweather, of Chicago, and E. E. Pinney, of Cedar Rapids, Iowa, were inveigled into a game of whist by one of the scribes. No need to tell the result. They won.

W. G. Haskell, of Cedar Rapids, enjoys music more than anything else and he contributed in no small degree his share of it to the serenade of the inhabitants of Farmersburg.

Malcolm H. McCole, of the Jeffrey Manufacturing Co., Columbus, Ohio, was present. Mac is a born entertainer and he showed his breeding every minute in the day. Come again, Mac.

F. N. Mann and J. C. Melville, of Minneapolis, identified with large line-yard concerns, were much interested in the preparation of the coal and count the trip a great success in every respect.

H. A. Smith, of the Busse Coal Co., and T. W. Gilmore, of the Gilmore & Easterly Coal Co., represented the Chicago bituminous trade and were able to do their share toward the general entertainment.

G. H. Reeves, secretary of the Northwestern Association at Minneapolis, was heard to mutter once or twice that Sullivan county coal was almost as good as Lehigh anthracite. Mr. Reeves ought to know.

The estimated maximum production of Sullivan county at present is 5,000,000 tons of coal annually. Of course, this tonnage is not being produced, but the mine capacity will permit it if necessary.

R. E. Harris, secretary of the Iowa and Nebraska Association, did not care to visit the underground workings at the two mines inspected. He was in the business once and he did not need to add to his knowledge.

The delegation from Minneapolis showed their appreciation of W. S. Bogle by originating a college yell, in which they expressed their sentiment regarding his many qualities as a host as forcibly and emphatically as possible on every occasion.

H. H. Rhodes, coal traffic manager of the Frisco system east of the Missouri river, is a man of many remarkable attainments, not the least of which is his ability to entertain those with whom he is associated whether they are coal operators or lesser factors in the trade. He does not have an

enemy in the world, but he does have the confidence and high regard of everyone with whom he comes in contact. Mr. Rhodes was a member of the party and his presence was appreciated.

It is suspected that D. R. Patterson, coal operators' agent, W. J. Jackson, general superintendent, and W. H. Richardson, general passenger agent of the Frisco system, went along to see that decorum was observed on every and all occasions.

John Warnock, of Minneapolis, is a jolly old soul when he goes on an excursion of this kind. He led the singing when they serenaded the town of Farmersburg and the best part of it was, he really did sing, which can not be said of every one.

The dignity of the occasion was represented by the large buyers present, including Thomas S. Grasselli, George Edward Fisher, H. R. Lloyd, Charles H. Penny and E. G. Temple. Notwithstanding this fact, they appeared to enjoy themselves as much, if not more, than anyone else.

D. R. Patterson was going over familiar ground when he got into Sullivan county. He is an old Evansville & Terre Haute executive official of long standing and he knows the history of a great many of the operations in that field from the time the first spade of earth was turned.

James H. McClelland, president of the Brazil Block Coal Co., Brazil, Ind., accompanied the party on part of the trip. Mr. McClelland was introduced to several members of the party whom he had not met before as one of the best posted operators in Indiana and he thoroughly deserves this title.

Edward Shirkie, of the Indiana Fuel Co., joined the party at Jackson, Ind., and accompanied it on the remainder of the trip. Mr. Shirkie is one of the best posted coal operators in Indiana and keeps thoroughly in touch with the advanced methods employed at all of the new operations. Mr. Shirkie is inclined to favor the Clinton field as an investment.

L. Lampert, president of the L. Lampert Lumber Co., Minneapolis, and E. A. Kirk, of the McCaull-Webster Elevator Co., expressed very great appreciation at the opportunity afforded them for taking a trip to the Indiana fields. It was their first trip and they appreciated it very much, especially under the favorable circumstances under which it was made.

On the return trip to Terre Haute, Tuesday night, Trainmaster L. R. Witty, of the Southern Indiana, turned a trick to show what could be done on that road. For quite a distance the "Crescent" special covered over a mile a minute, as shown by the speed indicator. There was no motion to the cars to show it, however, the roadbed being as level as a floor.

The Evansville & Terre Haute railroad has thirty-one miles of main and side track in Sullivan county, of which only thirteen miles are main track. This accounts for the way in which it handles coal tonnage. The coal is made up in trains in an assembly yard a short distance from Farmersburg and is in readiness to move to Chicago whenever the Chicago & Eastern Illinois dispatches the motive power.

Hospitality is a large word in the vocabulary of the Crescent Coal & Mining Co. It spells everything which means comfort and pleasure. Although this truism has existed ever since Mr. Bogle, the president of the coal company, became identified with the industry, those who were guests aboard the "Crescent" special are prepared to say that its meaning has been enlarged several degrees within the past week.

M. A. Patterson, who has returned to Chicago as assistant general freight agent of the Rock Island system in charge of the coal and lumber traffic east of the Missouri river, was a member of the party. Mr. Patterson held a similar position at Kansas City for eighteen months, but with his return to Chicago his duties were increased. He is one of the best ever and if he does not get the bulk of the business in sight in his territory it will not be due to any oversight on his part. THE BLACK DIAMOND congratulates Mr. Patterson upon his promotion and joins with his numerous other friends in wishing him success.

The official photographer was along and took some excellent views of the different mines visited and of the party. The reproduction of a photograph which appears in connection with this article was a result of his work. Ellery S. Caywood, of the George R. Lawrence Co., Chicago, was the photographer. This picture was taken on Monday noon at luncheon in the dining car and was developed that evening while the train was running forty miles an hour. Not having any print paper and being unable to obtain any, it was impossible to make a print until the party returned to Chicago, Wednesday night. The print was made at 5:45 in the afternoon, inside of three-quarters of an hour, was sent to the engraver and was ready for the printer Thursday morning. THE BLACK DIAMOND is under obligations to Mr. Caywood for his assistance in being able to publish it this week.

Frank J. Jeffries, general manager of the Evansville & Terre Haute, has possibly a greater knowledge of the situation in Sullivan county, of the new operations and the old ones, of their capacity, the geology of that field and other important points than any other man. He is regarded as an authority and he kept a number of members of the party interested for nearly two hours while telling about the conditions and the marvelous development of this great coal field. Mr. Jeffries has devoted his energies for the past two years and a half, if not for a longer time, to securing and interesting capital to develop these coal mines. He is entitled to great commendation for what he has accomplished, which is little short of marvelous. These facts could never be obtained from Mr. Jeffries, however, as he is one of the most modest men in the world and will not even permit himself to be interviewed.



Coal is a great deal cheaper than wood in Buffalo, Wright county, Minn., and farmers in that vicinity are disposing of their wood stoves and buying base burners. It is proposed to install a steam heating plant in the court house at that place, and if this is done coal will probably be the fuel used to run it instead of wood.



THE BLACK DIAMOND IS THE OFFICIAL NEWSPAPER OF THE FOLLOWING ASSOCIATIONS:

The Illinois Coal Operators' Association

President, O. L. Garrison, St. Louis, Mo.; Vice-President, Jos. A. Agee, Chicago, Ill.; Secretary-Treasurer, E. T. Bent, Oglesby, Ill.; Recording Secretary and Secretary of the Commission, C. L. Scroggs, Chicago, Ill.; Commissioner, Herman Justi, Chicago.

The Indiana Coal Operators' Association

President, J. C. Kolsem, Terre Haute, Ind.; Secretary, Philip Penna, Terre Haute, Ind.

The Iowa Coal Operators' Association

President, C. H. Morris, Des Moines, Iowa; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa, Iowa; Treasurer, T. W. Carpenter, Des Moines, Iowa; Commissioner, John P. Recsc, Albia, Iowa.

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EXPERTS ESTIMATE that the area of American coal fields at present open to mining is five times greater than that of the combined coal fields of France, Germany, England and Belgium. We might add another statistical item to this: That the slandering of American coal-mine owners is also five times greater than the combined slandering of all the coal owners of France, England, Germany and Belgium. When the average daily newspaper editor realizes this, how pleased he must feel to think he is the greatest slanderer on earth!

CERTAINLY, GEORGE F. BAER, of the Philadelphia & Reading Coal & Iron Co. seems to be obliged to bear more than his share of the coal burden. Here is what a Charleston (S. C.) newspaper says of him: "President GEORGE F. BAER appears to possess an unfortunate fecundity in ideas calculated to widen the well night abysmal gulf which already separates the exceedingly rich from the exceedingly poor people of this country." This is very hard on Mr. BAER, and if he never contemplated a libel suit against any of the others who have abused him, he certainly ought to get after this editor who handles the English language without gloves. Wonder, anyway, if the South Carolina editor proposes to enact a law requiring all citizens to separate themselves from an unfortunate fecundity they happen to have tagging along after them, or, perhaps he contemplates enacting a law separating citizens from "well nigh abysmal depths"?

Doom Of Run-of-Mine Basis.

The meeting of coal operators and shippers held in Chicago recently demonstrated one fact which has been more or less apparent to practical coal producers ever since April first, of this year, and this is that the run-of-mine basis wage scale is doomed. When this plan was adopted in Illinois the railroads were using a large amount of run-of-mine coal for fueling purposes. They have since changed their policy and practically all the roads now demand inch-and-a-quarter lump, refusing to accept any other description. In adopting this policy, superintendents of motive power of the different rail lines have done so from a motive of economy. They

maintain that run-of-mine coal will not make sufficient steam for the heavy loads which are carried; that the smaller particles are blown out of the stack by the exhaust and are lost so far as any effective fuel value is concerned; that firemen must work very much harder to maintain steam up to the required standard; that a larger quantity of coal is required to make the necessary mileage in the movement of freight and passengers to destination, and that run-of-mine coal generally is an impossibility.

Railroads having taken this position, the outlet for this description of coal has been materially restricted. There is not the market for it that there was six or seven years ago when this basis was adopted, and as a consequence prices have ruled which necessitated much of the run-of-mine coal being sold at a loss, especially during the past six months.

Operators, in considering the wage scale, must have a basis for mining which is practical and which is in accordance with the tendency in the consumption of coal. When they are paying wages on a run-of-mine basis and must rescreen the coal after it is dug, at an extra expense, they are seriously handicapped in competing with those operators who base their wage scale on the screened lump standard. After run-of-mine coal is dug and then rescreened it is more expensive to produce and there is a greater loss in the fine coals than where it was originally produced on the screened lump basis. In the latter instance, the miners are not likely to shoot it to pieces, because lump coal is all they receive pay for, and it is to their interest to make as large a proportion of lump as possible. There is every assurance that operators who are now mining on the screened lump basis will never make any change from that policy. This being a fact, operators who are on a run-of-mine basis will undoubtedly be obliged to accept the lump standard; and if need be, they probably will fight for it before they will accept any wage scale based on a run of mine standard again.

Is the Car Service Association Evading the Issue Again?

Announcement is made through District Attorney BETHEA, representing the United States government at Chicago, that the attorney general has decided to test the legality of the Chicago Car Service Association and shortly will commence an action against it in the United States district court in this city. This result was a foregone conclusion some months ago. The further result of what will be the culmination of the action commenced by the government to test the legality of car service associations and the Chicago organization in particular can not be much in doubt. It was shown so clearly in the preliminary hearing before Mr. BETHEA that this was an association in restraint of trade that the decision of the attorney general does not cause any surprise in quarters where strict attention has been paid to the history of this matter.

There is one point in connection with the proposed action which has aroused some suspicion, however, and that is the fact, apparently, that car service association officials knew what the government was going to do before any one else. Even the coal men principally interested in a general way expected definite results, but they had no official notification that any line of action had been mapped out. We merely call attention to this fact, not for the reason that we desire to arouse any undue suspicions against any public official, but because we have another object in view. We do not believe it is fair to direct suspicion at any public official in connection with this matter. If the officials of the car service association or the rail lines knew these facts before they were officially made public, they might easily have obtained such knowledge by accident or by other means with which the attorney general and Mr. BETHEA had no connection. We want to be plainly understood on that point.

The point, however, is that as soon as the officials of the Chicago Car Service Association or the officials of the rail lines knew the plan of action they instituted a campaign of misrepresentation to befog the public conscience as to the principles involved. In this respect they did not permit any grass to grow under their feet. The campaign was opened in Chicago by giving facts which were far from the truth as viewed by those who instituted the action, to a newspaper known to be the organ of corporate wealth and corporate interests. This article was then sent broadcast throughout the country to other newspapers, few of which, we are pleased to say, considered it worth while publishing it.

In this connection the question naturally arises: Is the Chicago Car Service Association in such straits in this matter that it must resort to these methods to bolster up its waning cause? If it is the victory is already won against it. There is no necessity of going into the matter any further. We believe that misrepresentation or a distortion of facts never won any cause. We do not believe they will this cause. Do not evade the issue, gentlemen. Fight fair and if you are whipped learn a lesson and do better next time.

Western General and Personal Notes.

C. K. Pittman, Old Colony Building, Chicago, spent several days the early part of this week in Cincinnati.

R. M. Watt, president of the Watt Mining Car Wheel Co., Barnesville, Ohio, was a Chicago visitor this week.

C. H. Kimball, having extensive coal interests at Muskegon, Mich., was in Chicago on business during the week.

Murray M. Duncan, of Ispheming, Mich., has been appointed a member of the board of control of the Michigan College of Mines to succeed Walter Fitch.

W. S. Pickering, of the Pittsburg-Belmont Coal Co., and C. W. Upson, having extensive coal interests in Ohio, were in Chicago for several days this week on business.

A. T. Vehmeyer, formerly with Paul Wright & Co., is now connected with the sales department of the Carterville & Elk Ridge Coal Co., Old Colony building, Chicago.

Melvin E. Pattison, president of the E. E. Pattison Coal Co., Manhattan building, Chicago, spent last week looking over the situation in the smokeless fields of West Virginia.

Leslie Mullen, general sales agent for the Crescent Coal & Mining Co., Chicago, has just returned from an extended trip through the smokeless coal region of West Virginia.

Eugene Ambler & Co., Ellsworth building, Chicago, will shortly remove their offices to the Plymouth building, where they have secured adequate space on the tenth floor.

The Boston Coal Dock & Wharf Co., Duluth, Minn., has awarded the contract for the construction of new coal handling machinery to the Wellman-Seaver-Morgan Co., Cleveland, Ohio.

F. A. Prendergast, president, H. A. Forsythe, vice-president, and W. F. Upson, secretary and treasurer of the B. & O. Coal Co., Columbus, Ohio, were in Chicago this week on a business trip.

At a meeting of the directors of the Federal Coal Company, Chicago, held this week, J. W. Simpson was elected president, vice John Pynchon, resigned, and Charles A. Balke, treasurer, to succeed Mr. Simpson.

Alick Neff, president of the Neff Coal & Mining Co., Belmont, Ohio, who has, in addition to his large coal interests, extensive mercantile and other interests was in Chicago on Wednesday of this week on a business trip.

Sidney P. Hostler, president of the Hostler Coal & Coke Co., Chicago, is attending the St. Louis Fair this week. Sidney swears by all that is holy that he will not go near the Pike. At that there are those who have their doubts.

A. E. Hostler, western manager for the Smokeless Fuel Co., Chicago, has just returned from a trip through the Flat Top region of West Virginia. Mr. Hostler says the scarcity of cars is the disturbing feature of the trade in that section.

H. B. Curtis, A. J. Lovejoy and Willis M. Kimball returned recently to Rockford, Ill., from Madisonville, Ky., where they were investigating the coal fields. Mr. Curtis has heavy interests in that field and it is probable will interest other Rockford capitalists.

It is reported from Duluth, Minn., that Pickands, Mather & Co., of Cleveland, Ohio, have under contemplation the construction of a coal dock at the head of the lakes. Details have not been announced, but it is understood that active negotiations are under way.

E. D. Fowler and W. T. Wilson have formed a co-partnership and will engage in the wholesale coal business at Ottumwa, Iowa. Both members of the firm have been actively engaged in mining and selling coal for a number of years and have many friends throughout the west who wish them every success in their new venture.

Milton J. Williams, general sales agent of the Williams Patent Crusher Co., Old Colony building, Chicago, made a trip through northern Illinois this week in the interest of his company. Mr. Williams reports an active inquiry for his crushers, especially in the east, where the trade is in better shape at present than it is in the west.

H. D. Brown, of The Brown Coal Co., Sioux City, Iowa, was in Chicago on Wednesday of this week renewing old friendships with local coal men. Mr. Brown says that the Missouri river trade is rather inclined to be quiet at present as a result of the continued mild weather, although he expects a fairly active winter if temperatures are seasonable.

"Practical Coal Mining" is a practical book especially written for the use of students and for those qualifying for colliery manager's certificates. It will also be found of great value to both wholesale and retail coal dealers who wish to get an idea of the way coal is mined and handled. A complete description, illustrating the scope of this work will be found on page 1177 of this week's issue.

O. L. Remington, representing William McLean & Co., Melbourne, Australia, has spent several weeks in this country investigating the merits of the electrical coal mining machinery of the United States. He is leaving this week for England and the Continent, but will return the latter part of December, when he will be pleased to see the representatives of the electrical machinery manufacturers at the Astor House, New York.

Theodore Wood, one of the pioneer coal dealers of Batavia, Ill., and well known to the Chicago trade, died of a stroke of apoplexy on November twentieth. Mr. Wood was born in the east in 1840 and came to Illinois with

his parents when he was two years old. He served through the civil war, and immediately afterward engaged in the coal business at Batavia and continued at the same location ever since that time. The funeral was held on November twenty-second and was largely attended. Many beautiful floral tributes testified to the popularity of the deceased.

The escapement entry of the Manufacturers & Consumers Coal Co., Decatur, Ill., tapped the escapement shaft on November sixteenth, thereby placing the mine within the mining law of the state of Illinois. To guard against error Superintendent Sneddon personally engineered the survey. The center of the entry struck the center of the shaft correctly, no alteration of original plan of survey being required. This is a complete machine mine and uses fifteen Whitcomb machines. A double shift on entries is being worked. This is practically the first winter for this mine, and a daily output of 500 tons is expected by the first of the year.

George A. Magoon, vice-president of the United Coal Co., Pittsburg, Pa., was in Chicago this week on a business trip. Mr. Magoon reports that conditions of transportation in the east are still very bad, owing to the drouth and the inability of locomotives in some of the coal fields to obtain a satisfactory supply of water. Heavy shipments are being made to the great lakes loading ports, but Mr. Magoon is of the opinion that all of the coal which it was expected to forward to docks in the west will not be moved owing to transportation conditions and also to the shortage of vessels which is beginning to be a feature with the near approach of the close of navigation.

O. L. Garrison, Jr., son of O. L. Garrison, president of the Big Muddy Coal & Iron Co., St. Louis, Mo., was in Chicago the latter part of last week accompanied by Mrs. Garrison, Jr., a bride of a few days. The wedding ceremony occurred the early part of last week at the residence of the bride's parents, Mr. and Mrs. Robertson, Mexico, Mo. The wedding was very quiet, considering the prominence of the contracting parties. A special Pullman train conveyed a party of friends of the groom from St. Louis to Mexico. Following a few days spent in Chicago Mr. and Mrs. Garrison left on a southern trip. Mr. Garrison is also interested in the coal business, being the secretary-treasurer of the Union Fuel Co., St. Louis, Mo., engaged in both the shipping and the retail trade at that point.

Chicago Company Wins Big Verdict in Cincinnati.

The case of the Jones & Adams Co., of Chicago, vs. the Luhrig Coal Co., which has been on trial in the United States court at Cincinnati for the past two weeks, was concluded Monday evening, the jury bringing in a verdict for the Chicago firm of \$60,108.

The Jones & Adams Co. sued for \$120,400, alleged damages for a breach of contract to deliver 75,000 tons of coal. The anthracite coal strike was declared during the early part of the life of the contract, and only 14,000 tons were delivered. The defendants claimed that the plaintiffs restricted them to the use of gondola cars for shipping, and the difficulty of procuring that style of cars during the coal strike rendered the fulfillment of the contract impossible. Evidently the court did not take this view of the case.

The case was fought by defendants to the limit. After plaintiffs had established the prices for standard Hocking, The Luhrig Co. claimed its coal was not standard and couldn't be made equal to other standard Hocking coal notwithstanding it was from the No. 6 vein, from which all Hocking comes. The defendant further claimed that it had no control over its shipments on account of the railroads confiscating them at their pleasure. The contract in question covered all points relating to quality and shipments and the Luhrig pleas were of no avail. It is seldom that a company will resort to such arguments, particularly to discounting the quality of its coals even to hold its own in a suit. It was clearly shown that the Luhrig Co. got cars to ship a large amount of free coal and no doubt realized enormously by breaking this contract. According to the admissions of witnesses for the Luhrig Co., the public should hereafter pay fifty cents per ton less for Luhrig Hocking than any other standard grade.

The Jones & Adams Co. is a Chicago corporation. The company has very extensive interests in the different coal fields located in the state of Ohio.

Huntingdon and Broad Top Coal Tonnage.

The Huntingdon and Broad Top Railroad & Coal Co. reports the following coal tonnage transported over its line for the week ending November nineteenth, the corresponding week last year, the year to date and the corresponding period in 1903:

	Broad Top.	Cumberland.	Total.
Week ending Nov. 19, 1904...	12,366	25,615	37,980
Corresponding week, 1903...	14,448	25,750	40,198
Total for year 1904.....	511,391	974,263	1,485,655
Corresponding period, 1903..	929,003	1,106,432	2,035,434

The Tennessee Central Railroad Co., of Nashville, Tenn., has developed the coal shipping industry from the mines along its route to a most wonderful extent. Not a day passes but what a solid trainload of coal is shipped to Chicago alone and this train is never composed of less than from twenty to twenty-five cars.

The Arkansas railroad commission, at a recent meeting held at Little Rock, Ark., made a rate of seventy-five cents per ton to apply from Helena, Mont., to all points on the railroad.

Reports from Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, November 25.

Weather conditions continue to be the governing influence in the anthracite market and trade generally is very sensitive to them, increasing as the season advances. Yards and coal bins in all the consuming territory are not heavily stocked and are showing a material depletion in supplies on account of the seasonable temperature which has prevailed for several weeks past, which increased the consumption of coal from day to day to a point where the demand must shortly show greater activity. Producing interests, with possibly one or two exceptions, report being well sold up on all freshly mined coal and could handle considerably more if it were available. This applies particularly to stove and nut, which are very short with all shippers. No one is loading these sizes under a ten days' agreement, and in some instances shippers are obliged to hold orders over for even longer periods if they do not entirely refuse them. Egg coal is the only size that can be supplied in quantity for prompt shipment at present. It is moving off rather slowly and in some instances this is interfering slightly with the production of the sizes that are more active. These conditions have been developed, no doubt, by the shortage of available cars at the collieries and the heavier shipments now going forward to western points.

Predicts Shortage of Anthracite in the West.

The impression prevails that unless shipments to the west via water can be increased over what has been going forward for several weeks past there is sure to be a shortage of coal at the docks when ice makes. This is confirmed by the present urgency in the demand from there. The line trade is the most active and shows more stimulation from weather conditions, keeping shippers fairly busy to get coal forward as it is called for. So immediate has been the influence of cold weather in this branch of trade that producers often are asked to provide an increase of from fifty to one hundred per cent in tonnage following a drop in temperature to the freezing point or under. At eastern points, for coastwise shipments, the requirements are not large and do not improve as rapidly as at other points, though trade shows a healthy tone and eventually must be of large volume. All-rail delivery to New England is good and the demand is becoming more regular. Trade in New York is improved and on chilly days quite active. Dealers report a good demand at retail which is rapidly reducing stocks in yards, often necessitating fresh supplies be obtained in a hurry to meet current requirements. The steam sizes are much more active now than the season of larger consumption for them is at hand and are moving off freely. There is no excess supply with any of the shippers and in some cases pea and buckwheat are short. These coals are now in good condition and the cry from now on until next spring will be, as usual, for an increased tonnage. It is to be hoped that another year will see increased storage facilities where ample supplies can be carried over the summer months without sacrificing values as has heretofore occurred.

Seaboard Bituminous Trade in a Stronger Position.

The Atlantic seaboard soft coal trade is in a much stronger position generally than has been the case all summer. The demand is fair and prices are firmer, with a strengthening along all lines, especially in the selling market, which is helping the trade very materially to regain the position it in a measure lost some months ago. The increased business of the several weeks past has also been effective, resulting in a few more orders from the sound and farther eastern tidewater ports. Possibly this is on account of the better prices ruling on the Virginia Cape coals and the larger current requirements, which may bring back to Pennsylvania producers more of the business that was lost to them in the early spring by reason of low prices elsewhere. Consumers at all points are putting in more orders and are showing a greater disposition to get some stocks ahead, with an idea of being forehanded in the event of slower transportation on shipments as the season advances. No doubt much of this business is also due to the continued low ocean freight rates, which are not yet showing any signs of an advance, though they can not last much longer on the present basis, as they are practically below cost. Light draft vessels are now tying up quite rapidly and natural conditions must restore rates back to a profitable basis. Production at the mines is improved and where the car supply permits operators record an increased production. This is only possible, however, in one or two sections, as both the Beech Creek and Clearfield regions report a great shortage in cars which is cutting down and delaying orders.

All-Rail Trade to New England is Very Brisk.

The all-rail trade to New England territory is very brisk, and the withdrawal of the recent embargoes on shipments is permitting a good deal of tonnage to be moved in that direction, which is only limited at this time to the number of cars the railroads will allow to go forward. The far east shows a fair development of new business and consumers in that territory are stocking up a little more than formerly. Some of the Maine ports continue to send in an order or two and are urging prompt delivery for fear of their arrival at destination before ice makes.

Along the sound there is an increased tendency toward larger business and more inquiry is apparent. The ice ports in this territory are also helping the situation and a fair tonnage is going forward. New York harbor is inclined to be quiet, though doing about a normal trade for this season and is receiving a good supply of coal. The small amount of demurrage coal in the harbor has greatly helped prices in this market, which

are up about ten cents per ton. Clearfield grades rule at \$2.50@2.75 f. o. b., while the special grades and Georges Creek coals are \$3.00@3.25.

Transportation on the line of the Pennsylvania railroad is very good and this is also true of most of the other roads, which helps out the delays caused by the car shortage to quite an extent. Coal is running through Philadelphia from the mines in two to three days and to South Amboy requires but a day or two longer.

The coastwise vessel market is quiet and rates remain at the low figures of the past few weeks. Philadelphia quotes to Boston, Salem and Portland, 60c; sound ports, 50c; Portsmouth, 65c; Lynn and Newburyport, 75c; New York rates to around the cape are 60c.



Buffalo and the Great Lakes Trade.

BUFFALO, N. Y., Nov. 23.—(Special Correspondence).—"If we only had more cars and more coal." That expression sums up the entire situation in both the anthracite and bituminous coal markets, so far as Buffalo is concerned. Lake shipments of anthracite, contrary to expectations, continue good. Rail shipments are hampered with the car supply. Prices for bituminous coal are advancing and the winter figures have not been reached yet. Coke prices are still soaring and it is a very scarce article in this market.

Anthracite sales agents here are by no means getting all the coal that they would like from the mines. This is due not only to the general good demand for anthracite, which makes necessary a distribution of shipments, but also to the delays in returning cars to the mines. On account of the heavy run of general business the empty coal cars are neglected or they are loaded with something that box cars could not be supplied for. Of course, this is not important in the matter of rail shipments from here as coal can be forwarded by rail only so fast anyway. But it is troublesome in connection with lake shipments, especially when the close of navigation is so near at hand.

There is a larger demand now for chestnut, it is believed, than has ever before been known. And the situation points out an interesting fact. The people that have furnaces, in which they burn the larger sizes, bought their coal when they could get it at reduced prices, usually in the spring. The people that burn nut coal in stoves have not been compelled to use much yet on account of the open weather. But they are now forced to heat their homes and now are buying their coal, which is chestnut. The late fall has separated widely the purchases of the wealthier classes from those of the poorer classes, and has made this fact very noticeable. There is a considerable shortage of nut coal here.

Anthracite Lake Shipments Continue Heavy.

Probably 5,000 cars would be needed by the various shippers of anthracite to allow them to fill all the orders that they have on their books now. There is a little opening in the clouds, however, and it looks as if the next week or ten days would see a little sunshine peeking through. This will come from the letting up of the produce traffic, which has kept railroad equipment tied up for many weeks.

Lake shipments are holding up better than was expected, showing a material gain over the previous week. This is due to a little spurt on the part of some of the shippers, so that they can close early. There is considerable coal still to go up, however. Last week's shipments of anthracite from this port amounted to 117,000 tons, as compared with 98,649 tons for the previous week. They were distributed as follows:

	Tons.		Tons.
Chicago	50,350	Green Bay	2,700
Duluth	22,700	Toledo	1,200
Milwaukee	18,700	Soo, Ont.	800
Superior	17,650		
Racine	2,900	Total	117,000

The men that sell coke in this market are those that are wreathed in smiles these days and they are very independent. Every time the telephone rings they know that it is someone wanting coke right away. Unless the price is entirely satisfactory they will refuse to sell. All this independence is due to the shortage. It is no more a question of price; it is simply a question of getting the cars of coke here. The lack of rain in the Connellsville region is practically keeping them from increasing the tonnage and the output of the other regions is inadequate to the demand. There is practically no unsold coke here. The demand is growing, as the furnaces are opening up and the factories are starting in the resumption of business. While the present price is probably affected by the lack of supply, still this increased demand indicates that prices will not go as low as they were during the lull last summer. The lowest price quoted on coke is \$2.95 at the ovens, making it \$4.25 at Black Rock; but \$4.50 seems a more average price.

Bituminous Coal Prices Have Advanced Slightly.

Advances in the price of coal have also been a feature of the week. Pittsburg coal is selling for \$1.05 for mine run; \$1.15 for three-quarter, and sixty cents for slack, these bearing a rate of \$1.30 to International Bridge. River coal has also showed a gain, and some sales are reported at \$1.00 for mine-run. It is the general opinion of the trade that these are not the upper limits for winter and that December first will see a further advance. The delays due to winter railroading will then be a part of the situation, adding to the troublesome car shortage now in evidence.

There appears to be no betterment in the car supply at the mines. Lists of unfilled orders are getting longer and consumers are hounding jobbers for coal on contracts. Sales agents are taking orders cautiously and they

are trying to keep up with the daily needs. It is probable that the situation will improve somewhat as soon as lake navigation closes. That will release a large number of ears that have been running between the mines and lake ports, for use in the rail business. It will also mean more coal in this market, which may tend to set back prices temporarily, until matters are properly adjusted between the different markets. The winter weather will limit the amount of coal that can be brought here, because of its effect on prompt deliveries by the railroads.

New Jobber in the Buffalo Shipping Trade.

Another jobber will enter the trade at Buffalo after the first of next month, adding one more to the list of new shippers who have entered the trade during the past few months. John Brady, now with H. K. Wick & Co., and F. E. Ewell, manager for the J. Gavin Coal Co., have formed a partnership and will open an office on the fourth floor of Ellicott square. Both men are experienced in the business.

Tom P. Jones, vice-president of the Pittsburg-Buffalo Co., who took charge of the local offices after the resignation of Sales Agent McDonald, announces that he will continue in charge at least for two or three months yet and probably all winter. He is enthusiastic over the local market and its possibilities.

Thanksgiving Day in Canada, a week before the United States celebration, brought over a number of Canadian visitors. Among the visitors at the local coal offices for the past few days are J. F. Hannah, fuel agent of the Grand Trunk railway; E. M. Platt, general western sales agent of the Lehigh Valley Coal Co., Chicago; Mr. Wilson, of Reed & Wilson, Seaforth, Ont.; C. J. Miles, of Thomas Miles' Sons, Hamilton, Ont.; A. E. Buchanan, Gault, Ont., and Mr. Wilson, of the Wilson Coal Co., Brantford, Ont.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., Nov. 25.—(Special Correspondence.)—The anthracite trade remains in a satisfactory condition and, considering the moderate weather prevailing during the week, it is remarkably good. Much of the improvement in the market here is evidently due to the usual fall conditions. The demand is of fair proportions, steady and regular in its requirements, and is receiving, with a few exceptions, prompt attention in the way of delivery. The principal increase in new orders is from a class of trade that takes comparatively little coal during the summer and stores nothing. This is the trade supplying apartment, flat and all office buildings as well as places heated by steam. The regular demand from the household trade is also good and dealers are doing their usual business for this season of the year. The tonnage from the collieries is somewhat better than it was, though restricted by a slight shortage in cars, and the three holidays intervening this month will reduce production probably to lower figures than obtained last month. The question of cars is still a feature and is interfering considerably with shipments on certain sizes, principally stove and nut, which are very short, causing delays of a week or two and on the specials for even longer periods. Business coastwise, beyond the capes, continues slack and shipments remain at the reduced tonnage.

No Important Change in Bituminous Trade.

The bituminous coal trade is good though without important change from a week ago. Transportation from mines is improved and with the car situation also better producers are gradually increasing their tonnage, enabling them to ship more freely on the increased number of orders now coming forward. This is creating a stronger feeling among producers as to the recovery of the market and possible better prices for the winter's business. It is also establishing greater confidence in the purchasing trade. The line trade between the mines and tide and at interior points continues quite active and in many cases is developing more business than shippers can conveniently provide for at the moment, as a consequence of which they are inclined to cut down on these orders. Prices have also improved and producers are not accepting business at the former low figures, prices having advanced five to ten cents per ton. Considerable coal is going forward all-rail to New England territory and greater competition has developed in regard to it lately, the better service given by all the railroads having encouraged shippers to make efforts to secure some of this trade. Transportation is good and coal runs through to Philadelphia ports in two to three days. Cars while still short are in better supply than they were and may further improve. The vessel situation is unchanged.



Boston and the New England States.

BOSTON, MASS., Nov. 25.—(Special Correspondence.)—This territory has not yet developed the interest in anthracite that was anticipated some time ago. It is strong, however, and no doubt with the first signs of real winter weather will produce a large amount of business, as the trade is not heavily stocked. With no fear of a shortage this winter through strikes or lack of transportation, consumers apparently are not worrying over their fuel supplies and as most of them have enough coal on hand for current needs they seem disinclined to order more until it is necessary. This does not mean that there is no business, for, indeed, the demand is fair at all points though it is not showing the activity which should develop on a basis of comparison with other years. All-rail shipments are quite heavy and there are enough orders coming forward to more than absorb the number of ears available at this time. The supply of cars is a source of delay, resulting in slow movement in getting back to the mines, part of it being due to the fact that dealers do not unload them promptly. This is a feature which has proved quite annoying to the trade at times, but is hard to change when it is known that certain roads are anxious for this class of business. Receipts of anthracite via water show but little increase except possibly on the steam sizes, which are in better demand, the lower prices on them favoring their purchase at present.

At retail, trade is steadily improving and dealers report deliveries fully up to expectations. Prices show no change and are well maintained at the October circular, which is: Furnace, \$6.50; egg, \$6.75; stove and nut, \$7.00; pea coal, \$5.00; on the white ash grades: Shamokin, \$7.25; Franklin, \$8.25 for all sizes.

Bituminous Market is on a Steady Basis.

For bituminous coal the market is steady and there is a fair number of orders. In some lines conditions have not revived to the extent that shippers would like to see, though can not account for its being so dilatory. The demand for coal on old contracts is heavy and in many instances of an urgent character, this being also true of some of the new business in hand. It is probable, however, that the low ocean freight rates are having some influence in this connection and that buyers, fearing an advance in them, are insisting on prompt shipments more on this account than because of any actual shortage in their coal supply. At this season of the year, however, the demand is a healthy one and the efforts of the trade are towards getting in a supply of coal for present and future needs. The ice making ports are still calling for last cargoes to round up stocks and these are receiving the most attention. Receipts of coal at unloading ports have not been excessive and show the better regulation in the handling of the product at the shipping ports. Prices are unchanged, but slightly firmer, showing a tendency to further firmness.

The coastwise vessel market remains quiet and rates are unchanged from last quotations. New York quotes 60c around the cape and the lower ports 60@65c.



Baltimore Coal Conditions.

BALTIMORE, MD., Nov. 23.—(Special Correspondence.)—There is great activity in the coal trade, both for anthracite and bituminous, in this market. The coastwise and export trade seems to be recovering from its "long sleep," and large quantities of soft coal are pouring into the city over the Baltimore & Ohio.

Retail anthracite dealers report a prosperous fall and notwithstanding an advance of twenty-five cents a ton on all grades, there is no lack of activity in all the yards. The weather continues balmy, but the serious storm of Sunday the thirteenth, which approached blizzard-like proportions, made the people with empty coal bins stop and consider the advisability of laying in their winter's supply.

All the dealers report free and uninterrupted shipments from the mines. All cutting of prices has been stopped. Retail prices range from \$6.75 to \$7.25 per long ton.

The bituminous coal dealers and shippers say the improvement in Baltimore is due to increased consumption by reason of the rapidity with which the burned district is being rebuilt. October broke all the month's records of the year for deliveries for coastwise shipments. On October thirty-first the Consolidated Coal Co., alone, shipped 15,413 tons by vessel.

All the Maryland shippers are greatly interested in the government contracts for 25,000 tons for the Philippines. The bids have been opened and the award is daily expected. The bids run from \$7.00 to \$7.50 per ton. Unless the bids are considered excessive the coal must be carried in American bottoms. The bids were about the same as those made by the English vessel owners.

During October eight cargoes of coal for foreign ports were shipped from Baltimore, aggregating 18,627 tons, the largest figures of that month since 1901, when 33,234 tons were exported. The cargoes and destinations were as follows:

	Tons.
Schooner John R. Penroes for Cardenas	753
Steamer Condor (Br.) for Calleo	3,309
Schooner Thomas F. Pollard for Cardenas	836
Steamer Urd (Nor.) for Cardenas	3,800
Steamer Holmlea (Br.) for Havana	2,183
Bark Boyleston for Havana	756
Steamer Kennett for Guantanamo	1,668
Steamer Themisto (Dutch) for Vera Cruz.....	5,322

Total18,627

Coastwise coal rates are lower and are quoted as follows: Boston and Portland, 75 cents; Galveston, \$1.25; Jacksonville, 90 cents; Savannah, 75 cents; Port Royal, S. C., \$1.00; Charleston, 90 cents; Wilmington, N. C., 85 cents; Velasco, Tex., \$1.50; Tampico and Vera Cruz, \$1.40; Key West, \$1.80.

Coal charters for November are reported as follows:

Schooner Elizabeth Palmer, 2,426 tons, to Boston, private terms.
Schooner Cactus, 456 tons, to Sacramento, private terms.
Schooner Harry T. Hayward, 1,020 tons, to Sagua la Grande, \$1.60.
Ship Aryan, 1,939 tons, to San Francisco, \$5.50.
Bark Auburndale, 575 tons, to Cuba, private terms.
Bark Lucrctia, to Suffolk, Va., private terms.
Schooner, Paul Palmer, 1,763 tons, to Boston, private terms.
And a large number of vessels, name not given.



The anthracite conciliation board held a special meeting last Friday in the office of the Lehigh Valley Coal Co. in the Jersey Central building, New York, to submit to Labor Commissioner Carrol D. Wright, a sliding scale proposition which the miners and some of the operators have different ideas about. The miners contend that the amount should be based on the gross supply due each miner before the reduction of his supplies, while the operators want it with the supplies taken out first. Secretary Nichols suggested in behalf of the miners that the awards be made retroactive, dating from April, 1903. Mr. Warriner contended that the retroactive feature should not go back further than the time of the particular protest. The matter was then submitted to Mr. Wright for decision. The next meeting will be at the call of the chairman.

Eastern General and Personal Notes.

Alexander H. Miller, of A. Miller & Co., Philadelphia, was in New York during the week on a business trip.

C. P. Andersen, of the Andersen Coal Mining Co., of Boston, spent several days last week at the New York offices of the company on business.

George F. Getz, president of the Globe Coal Co., of Chicago, spent several days of last week in New York among the coal men of that city, on business.

J. Wallace Morrell, manager of Van Wickle & Co., New York, accompanied by his wife, is spending the greater part of this week in upper New York state enjoying a brief rest.

Percy C. Madeira, president of Madeira, Hill & Co., of Philadelphia, visited the company's New York office last week and incidentally renewed his acquaintance with some of his friends.

Charles Bergh, general sales agent of the Commercial Coal Mining Co., of Philadelphia, spent several days of last week at New York and in the east looking after the business interests of the company.

William Irving King, formerly salesman for Whitney & Kemmerer, has accepted a similar position with Lemuel E. Wells, of No. 1 Broadway, New York, in the sale of the latter's standard bituminous coals.

The many friends of John J. Meehan, general freight agent of the Delaware, Susquehanna & Schuylkill railroad, will regret to learn of the death of his wife, at their home in Brooklyn, N. Y., on Tuesday, November fifteenth.

M. S. Kemmerer, of Mauch Chunk, Pa., of Whitney & Kemmerer, was in New York the fore part of the week on business pertaining to his various interests which are large and extend to many other lines besides the coal industry.

Winslow S. Pierce, of New York, was elected president of the Western Maryland railroad at a meeting of the board of directors held several days ago. He succeeds Joseph Ramsey, Jr., who requested that he be not re-elected owing to the pressure of other duties, though he will act in an advisory capacity to Mr. Pierce.

G. S. Baldwin, for a number of years identified with the coal trade in New York City, who has been absent from his office since May last on account of ill health, has not improved and is now at a sanitarium in Greenwich, Conn., in a critical condition. Fears for his recovery are entertained. His affliction is of a nervous order.

Coal shipments over the Norfolk & Western railroad show a considerable increase over those of last year. For the nine months ending September thirtieth, the shipments of coal and coke amounted to 7,829,866 tons, an increase of 812,016 tons as compared with the same period in 1903. Of the total shipments 2,396,573 tons were sent to tidewater.

The annual report of the Baltimore & Ohio railroad, which was made public at a meeting the early part of the week, shows that exclusive of affiliated lines, it carried 22,712,462 tons of anthracite and bituminous coal and coke, together constituting 52.40 per cent of its total traffic. The bituminous coal shipments alone make 43.03 per cent of the traffic.

The United States navy in its recent advertisements for carrying 25,000 tons of coal from the lower shipping ports of the Atlantic seaboard to Manila, specifies that American vessels only will be accepted. This is the first time that such a requirement has been made and it is understood this will in the future also apply to all foreign points where coal is required for the navy.

J. H. Lumley, treasurer of Peale, Peacock & Kerr, of New York City, returned the first of the week after spending some ten days with the trade in the upper part of New York state. Mr. Lumley says the soft coal business is in much better shape in that territory than it has been all summer and that consumers and dealers generally are feeling the improved conditions and are buying more freely.

The New England offices of the Allis-Chalmers Co. in Boston, which are now in the Board of Trade building, and the offices of its electrical department, the Bullock Electric Manufacturing Company, in the Journal building, will be consolidated on December first and removed to the State Mutual building, 50 Congress street. George H. Berg will be the manager in charge of the consolidated offices.

Morris Williams, president of the Susquehanna Coal Co., at Philadelphia, returned to his office in the Broad Street station on Wednesday of this week, after having spent several weeks in the woods of New Brunswick, Canada, on a hunting expedition. He reports having had a splendid trip and plenty of exercise. On one of his daily jaunts from camp, on which he rewarded with a fine specimen of the caribou tribe, he had to travel fifty-one miles.

A. J. Field, of Field, Black & Emmons Co., New York, who recently returned from a hunting trip in Maine, with his full quota of game, gave some fifteen of his associates and friends a pleasant surprise on Thursday of last week by inviting them to a venison dinner, which took place at Hartmann's restaurant, No. 1 Broadway. The dinner was splendidly planned and served by the chef and attendants in charge, and it is needless to say that the participants greatly enjoyed the occasion and proclaimed Mr. Field a most cordial and royal host.

E. S. Green, who for nearly two years past has been New York manager of the Consolidation, Fairmont and Somerset coal companies, tendered his resignation last week according to an official announcement of the company, and E. L. Carpenter is appointed manager of the New York office in his place, effective from November seventeenth. Mr. Carpenter has been identified with the sales department of these companies in the position of chief

clerk to General Manager W. G. Sharp for about a year and for twenty-five years was in the western markets where he obtained a wide experience in all the departments of this industry. Mr. Green states that his resignation was entirely of a friendly nature and he has made no definite arrangements as yet as to what he will do in the future.

An important change in officers of the Lehigh Valley railroad was made last week by the directors of that line at their annual meeting held in Philadelphia. J. A. Middleton, second vice-president, was made first vice-president and J. W. Platten, assistant to the president, was elected second vice-president. Vice-President Middleton will have general charge of the company's traffic department, with headquarters in New York. Vice-President Platten will have his headquarters in Philadelphia and will be in control of the financial, auditing and purchasing departments.

The Lehigh Valley Coal Co. barges Buffalo and Burden, coal laden, in tow of the tug Lehigh en route from Perth Amboy to Boston, went adrift on Monday night somewhere outside of Cape Cod. They broke away from the tug in Massachusetts bay on Sunday night and up to this writing nothing has been seen of them. The barges have a crew of three men each, while a woman is aboard one vessel, and fears are entertained for their safety. The two barges lost were of a fleet of four towed by the tug Lehigh and passed in by Race Point at ten o'clock Sunday night.

Among the twenty well-known men who sat down to dinner as the Farmers' Club at the Bellevue-Stratford hotel, New York, on Thursday night of last week to enjoy a genuine country dinner were: A. J. Cassatt, president of the Pennsylvania railroad, who is the father of the club; E. P. Wilbur, ex-president of the Lehigh Valley railroad, who was the host; George F. Baer, president of the Reading railway; E. T. Statesbury, R. H. Wilbur, John Logan Fisher, E. P. Wilbur, Jr., Col. A. Loudon Snowden, W. H. McAlpine, Joseph Wharton and Samuel Rea, vice-president of the Pennsylvania railroad. It is said that roosters strutted proudly about the banquet hall and ate the scraps thrown to them; that miniature pitchforks were used to eat the oysters and toy rakes for their salad. A cider press decorated one of the corners of the room, from which the "farmers" occasionally squeezed out home-made cider.

To demonstrate the feasibility of river navigation after ice makes is an innovation to be experimented with the coming December by the Dominion Coal Co., which will attempt to keep open part of the St. Lawrence river with an ice boat in order to permit of longer shipments via this waterway to Montreal. The Dominion government ordered last spring an ice-breaker of great power and as this vessel is now lying at Quebec, the opportunity to demonstrate its usefulness will be availed of about December fifth when there probably will be ice. It is planned to have a collier of the coal company load at Sydney and proceed up the river, probably to Quebec, where the ice-breaker Champlain will be held in readiness to perform service and cut a passage through to Montreal. Much interest is shown in the result of this experiment and if it is possible to continue navigation up to this point for several weeks longer and gain additional time in the spring it would be of considerable importance to shippers of coal from Cape Breton who supply the large tonnage shipped to that territory.

V. E. Maggi, general manager of the Pittsburg-Clearfield Coal & Coke Co., who went abroad three months ago with the idea of securing coal contracts from the Italian government for the supply of its navy and home defenses, returned to New York on Wednesday of last week much gratified with the success he met with on the trip, accomplishing practically everything he went after. Through friends and relatives in that country he was enabled to make a thorough test of his coals, which had preceded him there on several boats of the navy and the result shown by the official report and endorsed by the government is in effect that it is the best coal ever used by the Italian navy. The coal used in these trial tests was Youghioghony, mined in the Pittsburg region. Mr. Maggi also introduced this product to the manufacturing trade which was highly pleased with it and desirous of securing regular shipments for its supply provided, of course, that ocean freights could be assured on a steady and reasonable basis. This seems the one proposition that must be overcome in order to make those foreign markets accessible to American coals. Mr. Maggi has discussed the transportation very fully with interested parties in Italy and it is possible that an arrangement will be made by which a line of vessels suitable for this purpose will be available.

J. H. Weaver & Co., of Philadelphia, are rapidly developing the coal property which they recently acquired in Indiana county, near Barnesboro, Pa., and expect to be ready to ship some time during December. The firm anticipates the New York Central railroad will extend its line into Indiana county from Cherry Tree along the Yellow Creek, a distance of twenty-nine miles, with a view to developing this field for commercial purposes, and has purchased 10,000 acres at Pine Flats, which is in the heart of this coal basin, and will be the present terminus of the railroad extension. They are now opening four mines on veins running from four to five feet thick and are making good progress. A complete mining plant for the operation of a large proportion of the tract is also being erected and later it is intended to put up a battery of ovens for the manufacture of coke. Some four thousand acres of this land have been leased to the Possum Glory Coal & Coke Co., which is a new corporation that will at once develop it along extensive lines, the contract for equipment having already been awarded. The officers of this company are: B. Dawson Coleman, of Lebanon, president; F. R. Hazard, president of the Solvay Process Co., of Syracuse, treasurer. The development of this field is of importance to the trade in that it brings the New York Central into closer contact with the larger coal areas, giving greater shipping facilities to producers formerly dependent upon but one railroad, and affords an extension of their selling market.

How to Advertise the Retail Coal Business Properly.

The discussion of proper advertising methods is a pleasure to me, the only trouble I have in connection with it being lack of space to give prompt attention to all the letters which are received addressed to this department. For instance, this week I will consider a letter from the Union Coal Co., Danbury, Conn., which was written under date of November seventh. It should have received attention much sooner, but there were advertisements ahead of it which were given attention in the order in which they were received, and there are advertisements to follow that can not be given attention this week for lack of space.

Telephone 324.

Good Coal

is the kind you should buy. There are a number of inferior grades, but it scarcely pays to handle them. A high grade Lehigh coal always commands a fair price, just the same as other high grade commodities. Do we know why trade is coming our way? We say emphatically

Yes Sir!!

It is because we handle a coal that gives you perfect satisfaction, and which you are willing to pay more for, because you must recognize its value. We are not compelled to sell our coal as low as some dealers, because our trade is perfectly willing to pay a fair price, as they know what they are getting.

Union Coal Co.,
63 White St.

our pea coal in a short time; at least we ascribe many of the sales to the advertisement.

"Kindly give me your opinion of the ads, either by letter or in the columns of THE BLACK DIAMOND. We would appreciate any suggestions as to the type and makeup or as to the style.

"We do not believe in stock cuts. Whilst they attract attention, very many persons know that they have been written by an outsider, and there is no individuality connected with them. Besides, the general truth advanced would be applicable to the coal sold by any dealer in town who will purchase the cuts from the agent selling them.

"Of course, I refer to the stock cuts which are sold by agents to any one buying them. Cuts which contain individuality and are so gotten up as to become applicable to the trade of a certain firm or a certain coal are advisedly good and must bring good returns.

"ALB. H. MILLER,
"Secretary-Treasurer Union Coal Co.,
Danbury, Conn."

I like the ring to this letter. It gives enough points so that the ad critic who is honestly desirous of helping the advertiser has something to work on, and at the same time it shows a conscientious enthusiasm on the part of the writer in advertising matters which indicates his deep interest and his desire to give the subject all the attention which it deserves as an aid to business.

There are too many dealers who do not use advertising properly, who write one advertisement to run a year without change, and when it does not increase their business they declare, with considerable emphasis, that advertising does not pay.

Advertising does not pay unless it is used properly.

No part of the retail business pays unless proper use is made of that part.

It is, therefore, refreshing to receive a letter from a man who is in earnest in making his advertising pay him, and I believe this is true of Mr. Miller, of the Union Coal Co.

With reference to his letter, I will take up the various points in order.

With a population of 21,000, located in populous Connecticut, where there is a large suburban population to draw upon for subscribers, the Danbury Daily News ought to have a substantial circulation of anywhere from 4,000 to 7,000 daily. I do not know what it claims, but it is rea-

sonable to suppose that it has at least this circulation. On the basis of 4,000 copies published daily, this is a total of 104,000 during a month, allowing twenty-six publication days to the month, or at the rate of \$1.00 for each 10,000 of circulation, or ten cents a thousand for a space occupying a quarter of a column.

Telephone 324

We Invite You

to come to our yard on Maple avenue. It is next to Turner's Machine shop. We want you to look at a fine lot of

PEA COAL

that we received last week. We were surprised ourselves when we saw the cars. The coal is almost as large as nut, but sells for much less. We haven't quite 100 tons of this coal, and it is a bargain, while it lasts. Come to see it. We will gladly show it to you.

Union Coal Co.,
63 White St.

advertisements, it is my opinion that advertisements published in a daily paper should be changed frequently and that they should be based on original ideas or those which are adapted from other sources and made original in their application to the coal trade.

There is one general suggestion I would make concerning the typographical composition of these ads. This is that they be set in a panel, consisting of a very thin and delicate rule, which would give them a slightly more finished appearance. A wavy brass rule—not a heavy one—set inside the column rules and at top and bottom I believe would constitute a slight improvement. This, however, is a matter of judgment, suggested with the intention, in a general way, of making the advertisement as attractive as possible.

While rule work is an added attraction to a man who knows anything about good ad composition, I am sometimes skeptical as to whether it impresses the lay mind as much as we think it does, but I believe I would give it a trial in this instance with a view to seeing what the effect would be and whether it would direct any greater attention to the advertisement.

Seven advertisements were inclosed, five of them relating to "pea coal." Three of these we will reproduce this week, the other two not being quite as good as the ones which are given in connection with this article, and in addition two of the general advertisements.

The typographical composition of these advertisements is fairly good. The display lines are in modern type and are in good taste.

Of the pea coal advertisements the best one is headed "22 Tons of Pea Coal." This continues "were unloaded at our yard last Saturday. Here are 22 bargain tons for those who will come first with an order." In this line I think I would have had the printer emphasize the words "bargain tons" by using either a bold face or a capital letter for both words. This would have attracted attention to a strong talking point.

The closing sentence of this same advertisement also merits special attention. It reads: "It will result in the quickest way of saving a dollar that you have discovered in a long time." That sentence ought to have been emphasized also, and had I been the advertiser I would have insisted that it appear in bold face type of the same size as the body type used.

In addition I would have rung the changes on saving a dollar in some of the subsequent advertisements. I would have headed one:

SAVE A DOLLAR.

Then put it in a bank. We can SAVE IT for you if you will permit us to inform you concerning the merits of our pea coal. Just the same as

Telephone No. 324.

22 Tons of Pea Coal

were unloaded from a car at our yard last Saturday. Here are 22 bargain tons for those who will come first with an order. This car contained an exceptionally fine lot of

PEA COAL

unusually large in size, clean and very bright looking. Might almost be taken for the nut size. Take ten minutes' time to come to our yard on Maple avenue, next to Turner's machine shop, and look at this coal. It will result in the quickest way of saving a dollar that you have discovered in a long time.

Union Coal Co.,
63 White St.

nut, and only a little smaller in size. *A dollar a ton cheaper.* If we save the dollar for you, you will have to put it in the bank, we can't do that. Call and investigate the merits of our proposition to save you dollars.

Money talks with most consumers. If you want them to investigate any proposition you are making you have got to hold out some inducement to them to do so. The biggest inducement is that you have some bargain that will save money.

TELEPHONE 324

We Are Glad

to be able to announce that we have secured another carload of the fine pea coal that we have been lately advertising. This

PEA COAL

should be seen and used to be appreciated. Come to our yard on Maple avenue, or to our office, 63 White street, to look at it. Our advertisement attracted the attention of far more persons than we supposed, for our first lot of this fine, large-sized pea coal has all been sold. It looks almost like nut, it is so large in size for a pea coal.

Union Coal Co.,
63 White St.

We will be glad to have you call and investigate this coal bargain. If this one doesn't please, perhaps we may have some other that will.

The "Good Coal" and "Dear Coal" advertisements are both arguments in favor of purchasing quality when buying coal. I think this is a good talking point, especially with reference to anthracite on which the price for nearly all descriptions is the same. The "Good Coal" advertisement I would modify in a trifling way. I would use the same display line, but change the introduction to read somewhat as follows: Good coal is the kind you should buy. It is the kind we sell. If we can get together, both will be satisfied. We are making a specialty of high grade Lehigh for *particular* customers. We believe it would please you. Do we know why trade is coming our way? We say emphatically, Yes, sir!! It is because we handle coal that gives perfect satisfaction and which you will be willing to pay more for, because the value is all there. We are not compelled to sell this coal as low as some are sold, because those who once buy it know that they are getting more than their money's worth."

The modification would, perhaps, result in presenting the arguments more directly and forcibly. If you have anything to say to your customers, drive it home, so to speak, so they can not get away from the arguments you present as to why they should patronize you.

Understand that these modifications which are proposed are not offered with a view to criticising the advertisements that are presented. They are merely suggested in an effort to make the advertisements which are presented a trifle stronger than they were as they appeared. They are not offered in a spirit of criticism, but with a view to aiding if possible.

The advertisements sent us by the Union Coal Co. doubtless have brought that company much new business. They are built absolutely upon the right idea and that is to use an advertisement in which you say something that will bring new trade to your yard. The good work should be kept up and before the end of the year it will be found that the Union Coal Co. is one of the best, if not the best, advertised retail coal company in its city. It is following the right policy in its publicity to attain that desired end.

Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York:

FAR EAST.—Many of the steamship owners now desire to have their boats proceed in this direction, owing to the demand for tonnage there caused by the war, which accounts for the very low offer the United States government recently received to transport 25,000 tons of coal in foreign bottoms from Norfolk to Manila at \$4.35 per ton. Single steamers can also be secured at this figure.

SOUTH AMERICA.—The steamer St. Quintan, 2,170 tons register, reported last week as having been fixed for coal from Baltimore to Buenos Ayres, was chartered in London, and we have been unable to ascertain freight rate paid.

CUBA AND MEXICO.—A few additional steamers have been chartered for coal for the heavy draft ports at about rates recently quoted, and the steamer Tancred, 2,231 tons register, was chartered for coke, Norfolk to Tampica, at about \$2.75. There is very little change in these freight rates.

We would quote freight rates by steamer as follows: \$1.30 to Havana or Matanzas, \$1.75@1.85 to Cardenas or Sagua, \$1.50 to Cienfuegos, \$1.35@1.45 to Port of Spain, Trinidad (possibly \$1.25 for December loading), \$1.55@1.60

to St. Lucia, \$1.60@1.65 to St. Thomas, \$1.60@1.70 to Barbadoes, \$1.40@1.50 to Kingston, \$1.25 and port charges to Curacao, \$2.00@2.10 to Demerara, \$1.75 to Bermuda, \$1.45@1.50 to Vera Cruz, \$1.60 to Tampico, 9s 6d to Rio, 8s to Buenos Ayres, \$1.23 to Manila.

Complaints from Retail Coal Dealers.

The following complaints have been received from retail coal dealers by THE BLACK DIAMOND:

"We understand that some time ago an article appeared in the papers saying that V. K. Anderson was a new coal dealer at Waterloo, Iowa. This party has no yard, scales or sheds and is simply a disturber. He shipped in a few cars of Iowa coal and sold it to the people as the best Illinois coal. He calls himself the "Price Cutter." W. A. BRYANT & SONS Co. Waterloo, Iowa.

"As an item of news in which many of your readers should be interested, we wish to report that C. E. Gifford, of this place, has broken into the coal business as a curbstone dealer with his office in his hat. He has neither scales, bins nor office. He gets his weighing done by the Neola Elevator Co. The Electric Fuel Co., of Norris, Ill., are furnishing him coal and say they will furnish to anyone that wishes to buy. We have laid the matter before them, but they still continue to ship Mr. Gifford.

BOYER & KENDALL, BY H. B. BOYER.

Tampico, Ill.

The Lost—Canvas.

(A Poetical Plaint of a Coal Man.)

Seated one day in a duck blind
I was weary and ill at ease,
And my fingers wandered idly—
I know now the dog had fleas.
Of what I was dreaming sadly
You may not know, I wot;
Perchance of some gay soubrette,
Or the mud-hens I had shot.

They came through large chunks of weather,
Like the flight of a flock of crows,
And the wise old drake who led them
Put his flipper a-tilt to his nose.
It was worse than a truck-driver's echo—
The language my pusher used then,
And the place he consigned my soul unto
Is not favored much among men.

I've cracked the necks off of bottles,
Of pipes I have smoked many score;
But the stories I've told by the fireplace
Will never go down any more.
I have sought him, alas, all vainly—
That duck that should have been mine,
But it may be that some time, in Reetor's
I shall feast on his flavor divine.

It may be that other canvas
Will come to my "hide" again;
It may be that with a push-pole
I'll garner my quota then.
It may be that, on other marshes,
With salt on their tails I'll win;
But, never—no, never, I swear me,
Will I talk of my shooting again!

—C. L. D.

Lake Pukaway, November, 1904.

The Blackwood colliery of the Lehigh Valley Coal Co., in the vicinity of Hazleton City, Pa., is undergoing vast improvements and it is stated that work will be pushed rapidly. The company has planned to make the Blackwood colliery a model in point of equipment and when it is finished will be found to surpass any other operation in the world in point of magnitude, equipment and economical arrangement.

Irish Bros., of Philadelphia, Pa., are rapidly pushing the work of equipping their new coal operation at Johnson City, Pa. The latest improved machinery is being installed and it is stated that in less than a year the colliery will be in operation. Irish Bros. operate the Buck Ridge colliery in the vicinity of Pottsville, Pa., the washer connected with the operation being the largest in that region.

The sea tug Savage of the Consolidation Coal Co., of Baltimore, Md., is at the Baltimore Shipbuilding Co.'s yard for repairs and to prepare for annual inspection by United States inspectors.

It is stated that the Pittsburg Coal Co., of Pittsburg, Pa., recently acquired thirty-five acres of land at Fort William, Ont., for the erection of a coal handling and storage plant.

Western Retail Notes.

Moore Bros., of Bisbee, Ariz., will shortly establish a branch of their fuel business at Naco, Ariz.

The Indianapolis Traction & Terminal Co., of Indianapolis, Ind., owns the largest coal yards in that city.

Jesse Crawford, a coal dealer of Springfield, Ohio, was recently married to Miss Bridget Higgins, also of that city.

City officials of Milwaukee, Wis., are buying coal at \$4.80 per ton and bids were opened for 100 tons of No. 2 chestnut.

The Teamsters' & Farmers' Coal Co., of Davenport, Iowa, is doing a very active business and rapidly coming to the front.

G. L. Ellsworth, of Murdock, Minn., is having a coal shed erected near the Duluth elevator, where he will sell hard and soft coal.

Worrell Clarkson, of St. Paul, Minn., has been awarded a contract to supply coal to the city of Luverne, Minn., for the coming year.

The Coöperative Coal Co., of Sioux Falls, S. D., recently secured the contract for 500 tons of coal, to be furnished to the city at \$4.44 per ton.

The Willmar Fuel Co., of Willmar, Minn., recently erected new coal sheds on their property there, which will give them a capacity of 300 tons.

The Gibson Coal Co., of Des Moines, Iowa, recently opened up yards and a yard office adjoining the Rock Island tracks at Fourth street, that city.

The Lampert Lumber Co., of New Richmond, Minn., recently completed a modern coal shed and now have storage capacity for over 400 tons of coal.

The school board of Leeds, N. D., is receiving sealed bids for the furnishing of fifty tons of Hocking Valley lump coal for the school house at that place.

It is reported from Cleveland that coal is coming forward more freely and it is said that the movement will soon be heavier than it has been for some time.

The Grand Rapids Ice & Coal Co., of Grand Rapids, Mich., recently sold two lots in Boynton & Judd's Lake Addition to Grand Rapids for a consideration of \$3,000.

David Trautman, a coal dealer of 2110 Armour avenue, Chicago, was recently shot and probably fatally wounded by Walter Walls, the quarrel resulting from the refusal of the latter to pay a bill for coal.

The Consumers' Ice & Coal Co. and the Delmar Ice & Coal Co., St. Louis, Mo., have been recently merged and have opened a new office on Market street between Beaumont street and Jefferson avenue.

The Freeburg & St. Louis Fuel Co. was recently organized at Freeburg, Ill., with an authorized capital of \$60,000 for the purpose of mining coal. The incorporators are A. E. Ambs, George Geisler and Adolph Vogler.

It is feared that Detroit, Mich., will have a hard time getting fuel this winter, if they have not already laid in their supply of coal. The shortage of coal at that point is due to the inability of the railroads to transport it.

The Rupert-Fenn Coal & Ice Co. has been incorporated at St. Louis with an authorized capital of \$5,000 to engage in the retail business. The incorporators of the company are Charles C. Rupert, Bernard F. Fenn and William Klausmeier.

After having awarded to the Zanesville Coal Co. the contract for supplying the city of Zanesville, Ohio, with coal, the matter was reconsidered and the contract split up and Lehw & Harper will now share the contract with the Zanesville Coal Co.

James L. Armstrong has sold his interest in the Lewiston Fuel & Ice Co., at Lewiston, Idaho, to J. M. Pearce, formerly of Lenore, Idaho. The business will be conducted along the same lines as formerly with O. M. Latimer in charge as manager.

Alec Cohen, of Lansing, Mich., recently purchased the interest of C. K. Chapin, in the firm of Chapin & Cohen, coal dealers of that city, and will continue the business, having as his partner James V. Barry. The new firm will be known as Cohen & Barry.

Milwaukee (Wis.) coal dealers have made a reduction in the price of No. 2 chestnut coal, selling it at \$6.00 per ton, which is a reduction of fifty cents on the ton. It is anticipated that the price of coal will be reduced shortly, as a result of the mild winter weather and the large supplies of coal now on hand.

Anthony Maris, of Grand Rapids, Mich., recently sold to Leroy Smith, of Ionia, Mich., the property at the northeast corner of the Pere Marquette tracks for \$3,500. Mr. Smith will use the newly acquired property for the fuel and ice business, which he will conduct under the name of the Smith Fuel & Ice Co. The improvements will cost in the neighborhood of \$5,000.

Eastern Retail Notes.

The Coöperative Co., of Adams, Mass., is to enlarge its coal and wood sheds at once, as its business is steadily increasing.

It is stated that the price of coal may go up in Newark, N. J. Coal is selling at that point at \$6.00 per ton and it is feared that it may be advanced to \$6.50.

Bituminous coal is said to be scarce at Toronto, Ont. Several increases

in price have been made. The price of anthracite coal is unaffected, so that there is no occasion for a householders' panic.

James McWilliams, a prominent coal dealer of Jersey City, N. J., passed away recently at his home in that city, death resulting from Bright's disease. He was one of the organizers of the Blue Line Coal Co. of that city.

When cold weather is ushered in the Retail Coal Dealers' Association of Schenectady, Pa., will advance the price of coal at that point. The retail price is now \$6.25 for domestic sizes, which price will probably be advanced to \$6.50.

No change has been reported in the price of coal at Philadelphia, Pa., and it is stated that the general price at that point for anthracite coal will be \$6.75 per ton until April first at least. Many tons of prepared sizes are being shipped north from that place.

Charles R. Williamson, a prominent coal and lumber man of Media, Pa., recently passed away at his home at that place, after a serious illness lasting several days. The deceased was in his eighty-second year and had been prominently engaged in the coal business for a number of years.

Andrew W. Smyser, of the firm of Smyser & Senft, York, Pa., recently purchased from the Security Title & Trust Co., of that city, the coal yard at the corner of Beaver and North streets, now occupied by Smyser & Senft. The business will be carried on, as heretofore, by Smyser & Senft.

A new style separator has been installed at the new Finn breaker on upper Belmont street, Carbondale, Pa. The separator takes the slate from the coal by means of set of rollers, which sends the coal into one chamber and the slate into another. This separator is the invention of Cyrus W. Calvin, formerly of Seranton, Pa., but now of Carbondale. The success of the device, it is said, has already been demonstrated and no doubt the separator will be quite generally used throughout that region.

The New Jersey Coal Dealers' Association, of Newark, N. J., recently detected one of its own members in the act of delivering a short weight order of coal. The secretary of the association, who made the discovery, insisted upon the driver of the load going to the Center Market and having same weighed, with the results that it was found to be 320 pounds short. Although the coal company in question is a member of the association, if it be found guilty of the charge against it, a fine of \$50 will be imposed or it will be expelled.

Anthracite Production for October and for Year.

The anthracite coal tonnage of the various railroads for October aggregated 5,131,542 tons, an increase of 1,205,900 tons over the corresponding month of 1903 and an increase of about 1,000,000 tons over September, 1904. The comparison by months for four years:

	1904.	1903.	1902.	1901.
January	4,134,235	5,964,950	4,538,138	5,183,392
February	4,326,269	5,070,608	3,741,253	4,098,968
March	4,375,033	5,211,450	3,818,767	5,002,315
April	5,486,000	5,004,998	4,924,830	3,715,295
May	5,285,079	5,156,449	1,708,892	4,693,562
June	5,728,795	5,436,497	92,203	4,755,748
July	4,623,227	5,377,496	250,079	3,698,814
August	4,331,854	5,169,402	300,774	4,710,517
September	3,967,600	4,604,768	445,883	4,379,157
October	5,121,000	3,925,642	1,276,257	4,938,053
Total				
10 mos.	47,294,768	51,021,935	21,057,076	45,175,821

The large production of anthracite coal in October will make this year's output far above expectations.

The tonnage was distributed among the railroads as follows:

—October—			
	1904.	1903.	
	Tons.	Tons.	
Reading	1,154,609	926,017	
Lehigh Valley	970,573	632,751	
Jersey Central	601,004	582,733	
Delaware, Lackawanna & Western	868,226	547,750	
Delaware & Hudson	360,900	352,133	
Pennsylvania	414,884	288,044	
Erie	402,655	328,359	
Ontario & Western	220,236	162,840	
D., S. & S.	138,455	105,015	
Total	5,131,542	3,925,642	

The total tonnage for the ten months of the present year was 47,305,310 tons, as against 51,011,935 for the same period of 1903, and was distributed as follows:

	1904.	1903.
	Tons.	Tons.
Reading	9,328,635	9,827,932
Lehigh Valley	7,840,646	8,491,443
Jersey Central	5,989,910	6,352,123
Delaware, Lackawanna & Western	7,671,039	8,102,622
Delaware & Hudson	4,363,538	4,991,868
Pennsylvania	3,939,813	3,890,693
Erie	4,721,084	5,621,484
Ontario & Western	2,171,041	2,289,202
D., S. & S.	1,279,604	1,444,568
Total	47,305,310	51,011,935

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Jackson Mining Co., of Stoneboro, Pa., recently secured a state charter and will begin the mining of coal. The company has an authorized capital of \$14,000.

The Maritime Coal Co. was recently incorporated at Washington, D. C., with an authorized capital of \$15,000,000. The incorporators are George N. Torrence, Frank Hibl and J. C. Hiatt.

Slattery Bros., of Palo Alto, Pa., will shortly open up a new coal operation at that point and it is said that the colliery, when in full operation, will be a large one and will employ about 600 men.

The American Coal Briquetting Co., was recently organized at Washington, D. C., with an authorized capital of \$1,000,000. The incorporators are E. H. Mond, Baltimore, Md.; Feodor Dukehart and J. M. Frere, of Washington.

The Bloomington Mining Co., of New Millport, Pa., recently discovered a seven-foot vein of coal on the James Ardary and John Bloom properties in that vicinity and an operation will be started in the vicinity of Curwensville, just back of Bloomington.

The Scranton Coal Co., of Scranton, Pa., is about to sink another shaft at the Pancoast colliery at Throop, Pa. It is to be quite a large one and when completed the capacity of the colliery can be doubled. The colliery, which has been idle since the shaft burned down a little over a year ago, will shortly resume operations.

The J. C. Martin Coal Co., of Philadelphia, Pa., has completed arrangements for the sinking of four shafts at Portage, Pa., the work to involve an outlay of \$90,000. The four shafts will have a depth of 375 feet each, which is greater than any in that locality and will be sunk in pairs, the two sets being located half a mile apart.

General Eastern Coal and Coke Notes.

On account of the boom in the coke trade the Penn Gas Co. has fired its coke ovens south of Irwin, Pa.

The capital stock of the Merchants Coal Co., of Baltimore, Md., was recently reduced from \$20,000 to \$500, the par value of the shares being \$100.

On account of repairs to be made at the South Wilkesbarre mine of the Lehigh & Wilkesbarre Coal Co., Wilkesbarre, Pa., about 1,500 employes will be thrown out of work.

M. I. McCreight, of Du Bois, Pa., recently purchased from J. A. Davis, of that place, seventy-six acres of coal land in South Mahoning, the consideration being \$15,700.

A number of drivers at collieries Nos. 9 and 10 of the Erie Coal Co., at

Pittston, Pa., went out on strike, because two of them were discharged, throwing 1,200 men into idleness.

Two men were recently discharged from the Clarence Coal mine at Pittston, Pa., and as a result the employes of the colliery threaten to strike unless the men are reinstated, claiming that they are being discriminated against.

The coal trade on the Reading railroad throughout Pennsylvania continues very active and the company is hauling about 1,600 cars a day, which are sent to market, and it is stated that it is sold to dealers as fast as it can be delivered.

The mines of the Fairmont Coal Co. at Fairmont, W. Va., will continue to operate throughout the winter and the shipment from the mines during the month of October was 13,348 cars, an increase of over a thousand cars over the month of September.

The Colonial Coal & Coke Co., of Ligonier, Pa., has planned an excursion day for an inspection of the mines to take place on Tuesday, November twenty-ninth, when a special train will be run from Pittsburg and intermediate points to the coal mines and return.

The Pittsburg Coal Co., of Pittsburg, recently completed arrangements for the building of three large lake vessels to be used in the coal carrying trade next year. The boats are planned to exceed the carrying capacity of any coal carriers now in the trade and will cost \$150,000.

The Youghiogheny & Ohio Coal Co., of Pittsburg, Pa., recently bought the Webster mine of the A. R. Budd Coal Co. in Westmoreland county, Pa., for a consideration of \$250,000. The purchasing company took possession at once and is planning to make extensive improvements.

Alexander Thompson, one of the oldest mine foremen in the employ of the Pennsylvania Coal Co. in charge of the Barnum colliery, near Pittston, Pa., has tendered his resignation and has relinquished his duties. Mr. Thompson has been mine foreman for the past forty years.

Owing to an agreement on the part of the Lehigh Coal & Navigation Co. to reinstate nine men suspended for not working on Mitchell day, a strike of the 5,000 employes of the company has been averted. The employes were suspended at the Nesquehoning colliery near Tamaqua, Pa.

Driver boys employed at the No. 9 colliery of the Pennsylvania Coal

COAL AND COKE ANALYSES

MAX D. SLIMMER, Ph. D.
357 Dearborn Street, CHICAGO

Heat Value (B. T. U.)	-	\$4.00
Sulphur	-	1.25
Fixed and Vol. Carbon	-	1.50
Ash	-	0.75
Moisture	-	No Charge

WRITE FOR SPECIAL CONTRACT RATES

Delaware, Lackawanna & Western Railroad Co.

MINES AND CARRIES TO MARKET

SCRANTON COAL

S. C. SCHENCK, Agt.

Shipments "All Rail," and from yards and docks at Chicago and Toledo.

Soft Coal Department: BLACK BAND
Mined in West Virginia.

NOTE! Not genuine unless invoice is accompanied by certificate from this office.

C. L. DERING,
Manager Chicago Office,
1000-10 Old Colony.

When you buy "SCRANTON"
be sure you get the GENUINE
D. L. & W. Scranton.



CATLIN MINE.

If you wait too long

before getting in a supply of coal you may have considerable trouble in securing prompt shipment. Better let us quote you now.

Springfield, Wilmington, Carterville, Hocking, Splint,
Pittsburg No. 8, West Virginia, Kanawha,
Old Hickory, Low Vein Block.

JONES & ADAMS CO.,

Miners and Shippers,
GENERAL OFFICE, 355 Dearborn St., CHICAGO, ILL.

Co., near Pittston, Pa., recently went on strike, throwing the miners and other employes out of work at this shaft and also at No. 10 located in proximity. It is thought the strike will be of short duration, if it is not already settled.

Fire recently partially destroyed the upperworks of the La Belle Coal Co. at its mine near Wellsburg, Pa., causing a loss estimated at \$8,000. The origin of the fire is not known. Twenty-five carloads of coal which were on switches near the tippie were saved by spectators who removed them to a place of safety.

The new machinery has all been placed in the new No. 10 breaker of the Lehigh Coal & Navigation Co., near Shamokin, Pa., and it is expected that coal will be prepared the latter part of December or early part of January. The coal shaft is now down 582 feet, while the water shaft has reached a depth of 620 feet. It is expected the colliery and breaker will have a capacity of 1,000 tons a day when it is in full operation.

As a result of the fire in the Enterprise colliery near Excelsior, Pa., a large number of caveins have occurred in that town and vicinity, causing considerable apprehension in the minds of the residents. One of the caveins occurred near the tracks of the Pennsylvania railroad. Engineers were rushed to the scene to make surveys of the extent of the depression and to take steps to prevent any serious damage resulting from it.

Executors of the estate of the late James Wilson, of Dravosburg, Pa., have filed a statement showing the value of the property to be \$139,608.32. Mr. Wilson was an extensive owner of coal stocks, having had large holdings in the Pittsburg Coal Co., the Monogahela Consolidated River Coal & Coke Co. and the J. D. O'Neil Coal Co. In addition he also owned a large amount of stock in banks and trust companies in western Pennsylvania.

G. C. BOWMAN MINER and SHIPPER

"Avoca" (Pittston District). "Lopez" (Bernice District).

"Buck Mountain"
"Big Vein Lehigh"
"Wilkes Barre"

SOLE SHIPPER
MINE AGENT

"Perfection" Smithing

"Best" Gas

"White Oak Steam

And other grades Anthracite And other grades Bituminous

Connellsville, Latrobe, Gallitzin and West Virginia Coke.

ADDRESS ALL COMMUNICATIONS TO 119 WILLIAM ST., PITSTON, PA.

Anthracite Shipments made by Rail or Water via P. R. R., P. & R. R. R., L. V. R. R., Erie R. R., and their connections.



DICKSON & EDDY,

General Sales Agents,

No. 17 BATTERY PLACE, NEW YORK.

SCRANTON COAL COMPANY, SCRANTON, PA.

Operating Capouse and Pine Brook Collieries, Located in
the City of Scranton.

Yearly Capacity, - 800,000 Tons.

Now shipped over the New York, Ontario & Western Railway.

Southern Coal and Coke Notes.

New Southern Enterprises.

R. W. McFarlane has organized the Pine Bluff Lumber Co. at Pine Bluff, Ark., which will develop coal and timber resources in that territory.

Clm Daniels, of Henderson, Ky., has purchased 1,800 acres of coal land in the vicinity of Reeds, Zion and other towns in Henderson county, which he is preparing to develop as early as possible.

The Atlas Coal Co. has been incorporated at Louisville, Ky., with an authorized capital of \$50,000. The incorporators are Charles L. Crush and W. C. Jutte, of Pittsburg, and P. C. Donaldson, of Jeffersonville.

The Roanoke Ice & Coal Co. has been incorporated at Roanoke, Va., with an authorized capital of \$50,000 to erect and maintain ice plants and to conduct a retail coal business. J. A. Fishburn, of Roanoke, is president of the company.

The Spadra Coal Co. has been incorporated at Spadra, Ark., with an authorized capital stock of \$20,000. The officers of the new corporation are as follows: President, L. T. McRae; vice-president, R. H. McKennon; secretary and treasurer C. H. Langford.

The Texas Briquette Fuel Co. has been incorporated at Dallas, Tex., with an authorized capital of \$50,000. The incorporators are M. W. Mann, M. C. Mannewitz, A. M. Jones, E. E. Davis, I. C. West, A. C. Moscs, William Grice and P. Pipkin, of San Angelo, Tex.

The Yolande Coal & Coke Co., reported some time since as having been incorporated with a capital of \$300,000, is opening up extensive properties in the vicinity of Yolande, Ala. The mines will have an output of 500 tons of coal daily and it is now planned to establish 500 coke ovens in that field.

The Como Coal Co. has been incorporated at Como, Hopkins county, Tex., with an authorized capital of \$10,000. The incorporators of the company are E. P. McGarity, M. L. Garvin, Theodore Collins, A. H. Acker, J. J. Mills, E. R. Crone and J. F. Smith. The company will develop a mine in that field.

Arturo Longega and associates, of Mexico City, Mexico, have acquired 25,000 acres of coal land twenty-five miles west of Sabinas, province of Coahuila. Development work will be commenced at once and it is expected that \$100,000 will be spent in opening up the property. The coal is five feet in thickness and is thirty-seven feet beneath the surface. It will be opened by means of an abandoned tunnel 250 feet in length.

General Southern Coal and Coke Notes.

The Mexican Coal & Coke Co. has declared a semi-annual dividend of \$3.00 per share.

J. Foley Price, of Lexington, Ky., will shortly open up a coal yard on East Third street in that city.

The Sewanee Coal & Coke Co., Tracey City, Tenn., has signed a wage scale with its employes for another year.

R. C. Garner and A. B. Hamilton have opened a thin vein of coal two miles north of Lamar, Ark., and will develop it. The vein is twenty-two inches in thickness.

The miners of the New Diamond Coal & Coke Co., of East Bernstadt, Ky., are on strike. Nearly all the miners are out, although some remained loyal to the company.

The Mineral Development Co., of Philadelphia, has purchased 200 acres of coal land from George Venters, of Mayking, Ky., and is planning

THE ST. LOUIS AND BIG MUDDY COAL CO.

PRINCIPAL OFFICE,

CARBONDALE, ILL.

CAPACITY

**2,500
TONS
DAILY.**



**MINES NEAR
CARTERVILLE,
Williamson County,
Illinois.**

**SOLE
PROPRIETORS
HURRICANE
COAL**

A 600 ton daily capacity
Luhrig Coal Washing
Plant operated in con-
nection with mine.

HURRICANE

Trade Mark.

to develop the extensive tract of coal property which it now owns in Letcher county.

B. W. Whitfield and A. W. Whitfield, of Jasper, Alabama, have purchased a large tract of coal land in the vicinity of Palos, Ala., for a consideration of \$48,000. It is reported they will commence the development of the property in the immediate future.

Coke producers in the vicinity of Bristol, Tenn., are much encouraged of late owing to the advanced prices on iron. Some of the companies are receiving telegraphic orders for coke. It means a general resumption of business in that vast coal and coke region.

It is reported that the Tennessee Coal & Iron Co., which suspended operations at its mines at Tracey City, Tenn., for the past four months, is preparing to resume and will operate under the open shop principle, giving employment to union and nonunion miners.

An analysis has been made of the coal discovered in the vicinity of Fort Hancock, Tex., resulting as follows: Moisture, 2 per cent; volatile matter, 40.70; fixed carbon, 39.80; ash, 17.50. The high ash will doubtless operate against the value of the coal for ordinary commercial purposes.



Literary Notes.

The flamingo, one of the most interesting and least known of birds, was never approached and studied in its home until Frank M. Chapman, assistant curator in the American Museum of Natural History, in May of 1904, after many vain efforts, reached a large rookery in one of the Bahamas. There Mr. Chapman spent several days, literally in the heart of the rookery and obtained twelve dozen photographs and much valuable scientific material, and enjoyed, as he himself says, "an experience unparalleled in the annals of ornithology." The story of his experience, fully illustrated from the author's photographs, will appear in the December *Century*. It promises to add a noteworthy chapter to ornithological records.

Pearson's Magazine for December presents the unusually numerous collection of six special articles and eight sparkling pieces of fiction. "The American House of Lords," by David S. Barry, is the leading article and tells of the perquisites and sinecures of United States senators; as they are to convene on the first Monday of December, this paper is peculiarly timely. A sketch of the philanthropic career of the late Louis Fleischmann relates the history and the details of his world-famous Bread Line, one of the night sights of New York. Still another timely article is H. P. Burchell's "International Athletics," copiously illustrated with photographs. In his story Mr. Burchell briefly recounts the results of this year's American sporting achievements in competition with England, Canada, Germany and France. The article embraces everything from the defeat of Emperor William's Meteor to the victories of Americans over English track teams and cricket teams, and German bowling teams. Mrs. Kate V. St. Maur tells, in

her "Self-Supporting Home," how to make money out of ducks and pigeons. Henry T. Parker has an interesting article on Gabrielle Rejane, the famous French actress, who is here on an American starring tour. And F. B. Stevenson describes the "Bloodless Revolution of China," the land of the far east, whither all eyes are centered, watching the forging of history. Among the fiction numbers are two pretty love stories, three stories of adventure and the conclusion of Dr. Nicholas Stone, a detective story.

The December issue of *Everybody's Magazine* will certainly attract attention, not only because of the sensational interest of its instalment of Thomas W. Lawson's "Frenzied Finance," but through the distinction and excellence of its general contents and the beauty of its illustrations. Some of the best fiction writers before the public are represented within its covers. There are stories—and good ones, too—by Booth Tarkington, O. Henry, Elizabeth Jordan, Lindsay Denison, Inez Haynes Gillmore, and Hall Caine. Henry van Dyke contributes "Is the World Growing Better?"—an article especially appropriate to the season of "Peace and Good Will," in which he discusses the development of kindness into a world virtue and the gradual elimination of cruelty. Another clever feature is Theodore Waters' investigation of the beggars of New York, in which he starts out to solve the problem, "Should we give alms to the indigent who solicit in the street?" The instalment of "Frenzied Finance" in this number is perhaps the most startling and specific Mr. Lawson has yet given. It goes to prove his oft-repeated assertion that what has been written of his story is no more than stage setting for what is to come. The vicissitudes of Bay State Gas continue to be the main theme, but a new character, H. M. Whitney, of Boston, is introduced, and we are led through a series of extraordinary transactions to the bribery of the Massachusetts legislature of 1896. The open and business-like way in which the votes of the members were purchased is described in picturesque detail. The disappointment of the conspirators and the mysterious disappearance of the lawyer and his secretary, who had been the chief factors in the transaction, form a denouement more strange and sensational than ever novelist invented. Mr. Lawson, in his critical department, enters freely and frankly into a discussion of the management of the great life insurance corporation and develops an interesting controversy with President John A. McCall, of the New York Life.

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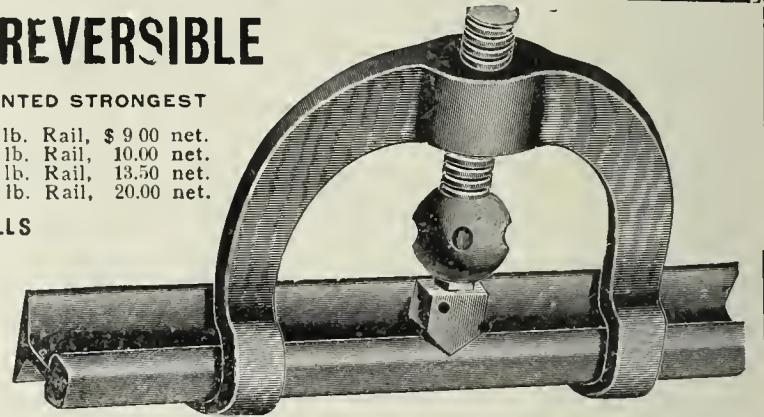
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General Review of the Markets.

The first three days of winter have not reflected the activity in the coal trade of the country that was expected, nevertheless they show a decided improvement in practically all of the producing fields, with prices in many quarters on a slightly higher and more satisfactory basis. Probably the greatest scarcity of coal exists along the Ohio and Monongahela rivers in Ohio, Kentucky and the southern states. The water in these rivers has been unusually low during the past summer and fall and a boating stage has not been experienced since July. It is generally expected that a rise in the river will occur about Thanksgiving time, this higher water continuing until sufficient coal has been moved south to meet the requirements of the river trade. This year no such rise occurred and as a consequence some of the southern points are seriously considering the advisability of securing rail coal to tide them over until that by way of the principal waterway can be moved to the south. Unless a rise in the river occurs within a short time such a plan will have to be adopted as southern intermediate points between Pittsburg and New Orleans will be almost bare of supplies. In one or two instances stocks of coal there are already at a very low point and a continuation of these conditions will make it necessary to secure fuel from some source.

In the general coal trade of the country the situation as to available cars continues to be one of the foremost importance. In nearly all of the large fields there is complaint that the supply is not sufficient to meet current requirements. While the weather up to the present generally has been mild, the appearance of lower temperatures accompanied by snow will reduce the tonnage of coal moving considerably. During the week the car supply generally has been shorter than it was the preceding week and movement has been restricted in proportion. Probably the worst situation in this respect is encountered in the coal fields of West Virginia along the Norfolk & Western and the Chesapeake & Ohio railroads. In all parts of those two districts production has been most seriously impaired and mines and collieries have operated only about fifty per cent of the time. There is a scarcity of these coals in both the eastern and the western markets on this account, which will probably increase with the advancement of the season.

In the eastern movement of bituminous coal out of the Pennsylvania fields the car supply is variable. Some of the main line roads are giving better transportation than a week ago, while some of the smaller roads are not supplying as many cars. Tidewater demand has increased and this probably has made the car situation more apparent to those who are in urgent need of coal and desire to have it forwarded before the close of navigation. Movement to Canada is also increasing owing to the colder weather in that territory, and the wider consumption of fuel for all purposes. Buffalo, which is the gateway to much of the western Canadian territory, reports a shortage of cars at the mines this week, and a much more active market for spot coal as a consequence.

Rush of Coal to the Great Lakes During the Week.

In the movement of bituminous coal to the great lakes the month of November closed with a grand rush, so far as the car supply would permit. In the Fairmont region the supply was better than in some of the other producing fields, but it was not adequate to the requirements of the operators. In western Pennsylvania, and especially the Pittsburg district, the supply was from forty to fifty per cent of the requirements and the facilities at the command of the rail lines were used to their maximum capacity. Out of the Ohio fields there was some shortage of cars for rail movement, but it was not as apparent as in the Pittsburg district. Pittsburg was threatened with a car congestion last week which threatened to be a serious problem, but which was relieved before it had any great effect on the movement of coal.

In the western all-rail trade the situation in Indiana and Illinois fields is worse, if anything, and there has been a serious accumulation of coal at Chicago, which has tied up cars at terminals reducing the supply available at the mines and cutting down production. This congestion was caused by the mild weather which prevailed all of last

month in the west, reducing the tonnage required for domestic and steam consumption. As a consequence some of the shippers were nearly up to demurrage on loaded cars on track. It is probable, now that colder weather is being experienced in the west, the demand will increase and some of these cars will be relieved. Nevertheless, there are grave grounds for fearing that the situation will be one of annoyance the greater part of the winter and at times it may be a source of direct loss to shipping agents and dealers who can not get coal to fill their orders.

Anthracite Trade is in a Most Healthy Condition.

In the anthracite trade production at the collieries is restricted more or less by the shortage of cars, especially of box cars, for the western all-rail trade. There is also some complaint of a shortage of open cars for the eastern movement, there having been a most active demand the past two weeks as a result of the endeavor to forward coal to the ice-making ports before they were closed by cold weather. In the east this class of business received the most attention as a result of the short time in which tonnage could be moved, while in the west the forwarding to lake ports was at its height to take advantage of the open season during which coal could be forwarded to upper lake docks.

Most of the eastern shoalwater ports, except those nearby to New York harbor, have obtained about all the tonnage they will require and in the future the outlet will be confined largely to the line trade and to the deepwater ports which ship all the year around. Colder weather has again been experienced in the east and this has stimulated the demand for coal from transient buyers, with the result that the volume of tonnage going into consumption has been considerably augmented.

In the west most of the larger shipping companies will discontinue forwarding anthracite from Buffalo and Erie today, although a few cargoes will move up the great lakes, in all probability, the early part of next week. The total movement will be considerably short of the tonnage forwarded a year ago. All-rail movement of anthracite westward has been considerably retarded as a result of the short car supply and there continues to be a scarcity of both chestnut and stove in the leading all-rail markets.

In the bituminous trade the market is in a more healthy condition than it has been for the past eight months. In the eastern states there is a good demand for practically all the leading descriptions of domestic and steam grades with the market on a firm basis and in some instances slightly higher than it was last week. There is a most active movement in the coastwise trade from around the capes to the shoalwater ports, many of the latter, however, having received their quota of tonnage for the winter. More activity is also noted in the shoalwater ports near to New York harbor, with a larger tonnage moving to the latter point. In the eastern all-rail trade demand is good, the only obstacle to a satisfactory movement being the embargo inaugurated by the Pennsylvania against the New York, New Haven & Hartford railroad, which will make it impossible to ship the product originating on the former line to consumers and dealers on the latter.

Although colder weather has been experienced in the west during the week, increasing the consumption of coal, there was such a long period of mild weather that the full effects of the change in temperature are not yet being felt in the western producing fields. A week or ten days will clean up any surplus that has accumulated. Eastern bituminous coals sold in the west are on a very firm basis, the most noteworthy product in that respect being so-called smokeless coals from West Virginia, which are in short supply and very firm as to price all through the west.

The coke trade continues to show activity and prices in the west this week are again slightly higher, especially on the standard Connellsville product adapted to foundry purposes. Southern coke continues to hold the high prices named last week. By-product coke is becoming more of a factor, inasmuch as it is in a position to compete at present prices.

Reports from Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,

CHICAGO, ILL., Dec. 2.

Weather conditions in the west have been more favorable during the week and seem to be the forerunner of a more active market on all descriptions of coal. As yet the demand has not increased to a very large extent, although generally there has been an improvement during the week and for the first time this year some telegraphic orders have been received with instructions to rush the coal forward as quickly as possible. This is about the first time since last April that buyers have been obliged to resort to the telegraph companies to place orders, and the change is therefore regarded as a most welcome one.

Practically all descriptions of eastern coal are on a firm basis this week, with the supply under the demand. About the only exception is the production of the Hocking Valley operators, which is weak in price at some points, but is showing a little better tone than last week. Chicago is suffering more or less from a congestion of western coals from the Indiana and Illinois fields, with prices inclined to be weak on the domestic grades in some quarters. It is thought, however, that these conditions will be speedily rectified by the more favorable weather and any dullness noted during the week was caused from the fact that some coals were carried over from the week before and were drawing car service, resulting in the shippers reducing prices temporarily to move them. Advances occurred on the first instant on both Massillon and Sedalia coal, amounting to twenty-five cents a ton, but on other grades of the bituminous product the circular continues unchanged.

Transportation continues to be a feature of importance to the trade, and in the western fields this week the conditions seem to have grown worse instead of better. Many of the mines in Indiana have been idle for three days or more, owing to a shortage of cars, the latter being tied up at the terminals, due to the congestion at Chicago. This congestion is also resulting in slow time in switching in the larger cities and in the movement of coal through the terminals to the points beyond. There seems to be no question but that the railroad situation will be uppermost from this time forward and that the troubles which have been experienced during the past six weeks are slight compared to those which will occur later on, after cold weather has impaired the efficiency of motive power and been a source of annoyance in moving trains.

Present Week Marks the Close of the Lake Season.

This week marks the close of the lake season. Most of the anthracite shipments from Buffalo will be discontinued with Saturday, and while some bituminous coal may be moved out from the lower Lake Erie ports, it is not thought it will be any considerable factor in the situation. The rough weather experienced this week on the great lakes has made vessel captains timid and with the expiration of insurance on December fifth, it is expected most of the large boats will be out of service. The close of the lake season is not likely to have any widespread influence on all-rail transportation for some time to come. The terminals at Pittsburg, Cleveland and other points are more congested and it will require some time to straighten out the tangle; the efficiency of rail lines will be reduced by the colder weather and there will be an increase in the tonnage of high grade freight to be carried until after the holidays, all of which will have more or less influence on the movement of coal.

In the western anthracite trade, conditions have shown little change from last week. In the aggregate, business has probably shown a considerable improvement as many rush orders were received the early part of the week by shipping agents, indicating that dealers were out of coal and must secure a supply to meet their requirements. On the whole it is probable this has resulted in a considerable increase in tonnage, but it is widely distributed and the situation is not nearly as active as it was expected it would be at this season of the year. Probably Monday will see the arrival of about the last of the cargoes of lake coal at Chicago, and a few days later the season will close at the head of the lakes, navigation being somewhat dangerous as a result of the severer winter being experienced.

Movement of all-rail anthracite from the east continues to be more or less interrupted and delays are frequent in the time required for loaded cars to move from the collieries to western destination. Out of Chicago there is also some difficulty in securing cars promptly and this is somewhat delaying movement to the far west. In the all-rail trade, owing to the shortage of cars at the collieries and the conditions to which reference has been made, there is a serious shortage of chestnut coal, while stove is not fully up to the requirements of the trade. Dock interests are now moving some of their stores on these grades to fill urgent orders, dock stocks being well assorted as to size.

Greatest Activity in Anthracite is in Retail Trade.

The greatest activity in the anthracite trade, however, is confined to the retail branch of the business. With the thermometer ten or twelve above zero, it is necessary to keep fires all the time and there has been a rush of orders from those who had not previously taken in coal, with the result that most of the retail merchants in the west have had all they could do during the week. As retail stocks are not of large proportions, this will be reflected within a very short time in the shipping trade and ought to result in a large increase of orders to shipping agents.

In the bituminous branch of the industry there has been little change during the week in the general position of the leading coals. Smokeless continues to occupy a position of great strength, both as to demand and as to prices. Screened lump and egg is in a little better supply than it was in some quarters, owing presumably to the resumption of operations at the coke ovens, with the result that prices now and then are slightly shaded in the Chicago market. Prevailing quotations during the week for standard New River and Pocahontas have been \$4.05@4.25 f. o. b. Chicago, or \$2.00@2.25

f. o. b. the mine. The scarcity of run-of-mine in standard grades continues, owing to the fact that the collieries are able to produce only on part time, due to the scarcity of cars. After cars are loaded it is difficult to get them through to destination in anything like reasonable time, and, of course, this is holding back receipts at the leading consuming points. One day during the present week in Chicago, it was difficult to obtain sufficient supplies of mine-run to meet the current requirements. Circular prices are maintained on the basis of \$1.10 f. o. b. the mine for standard grades and \$3.15 f. o. b. Chicago. The present scarcity is likely to grow worse instead of better, as conditions of transportation in the producing fields are very serious.

Tug River smokeless continues on the basis of 95c@1.10 f. o. b. the mine or \$3.00@3.15 for run-of-mine, with screened run-of-mine held on the basis of \$3.25 f. o. b. Chicago.

Splint Coal Continues in Active Demand.

In splint descriptions of coal the market continues unchanged. There is now and then complaint of a shortage of cars in the producing fields and at times this has held back movement. The prospect of a settlement of the strike in the Cabin Creek field, however, will probably result in a production sufficient to meet all requirements unless the transportation situation should become very much worse than at present. Kanawha standard splint is held on the basis of \$1.50 f. o. b. the mine for open cars and \$1.60 f. o. b. the mine for box cars, or \$3.40 for the former and \$3.50 for the latter f. o. b. Chicago. Demand is very good and leading producing interests report an increase in tonnage handled in the west over a year ago. Winifrede, Hercules and other grades of splint are held on the basis of \$1.75 f. o. b. the mine or \$3.65 f. o. b. Chicago. Shippers report an active demand for these products.

Fairmont coal holds to the same basis as, formerly with the prevailing price on coal for all-rail shipment on the basis of 90c@1.10 f. o. b. the mine for three-quarter. Prices in Chicago show some deviation ranging on the basis of \$2.85@2.95 f. o. b. this city. Four-inch domestic lump is held on the basis of \$1.50 f. o. b. the mine, or \$3.40 f. o. b. Chicago.

Coals from western Pennsylvania continue very firm in that market on the basis of \$1.10@1.15 f. o. b. the mine for three-quarter Youghiogheny. Demand for this coal for lake shipment has been very heavy during the week, owing to the fact that it was so near the close of the season. All-rail shipments westward were light, but the Chicago market still had some coal left over from the week before which was sold on the basis of \$2.90@3.00 f. o. b. Chicago. Leading producers in accepting orders for shipments from the mines have maintained a steady price of \$3.10 f. o. b. Chicago.

Some Ohio Coals Have Advanced During Week.

In Ohio coals the colder weather has resulted in an increased demand for this product in the west, with the result that some of the accumulation of last week has been cleaned up. Standard grades of well known Hocking coal are held on the basis of \$3.10@3.25 Chicago, or \$1.60 f. o. b. the mines for open cars with a ten-cent discount per ton to the jobbing trade. The main exception to this price has been where coal has been loaded in fifty-ton hopper bottom cars, which has not sold above \$3.00 f. o. b. Chicago for the standard grades. Coal loaded in box cars is held ten cents per ton over the quoted figures on open cars. Some of the leading shipping companies realizing the situation which they faced last week and the demoralization in Hocking prices, which prevailed at that time, shut off movement to Chicago and the larger western centers. This has had an effect favorable to the recovery of prices, and if the factor which caused the disturbance in November does not repeat its questionable tactics, it is probable that there will be a better trend to the market later on.

Massillon prices advanced on December first and the following quotations are now effective at the mines: Select lump, \$2.55; three-quarter lump, \$2.50; run-of-mine, \$2.40; washed nut, \$2.25; unwashed nut, \$2.05. Sedalia lump coal has advanced to \$2.55 f. o. b. the mine or \$4.20 f. o. b. Chicago. It was the intention to advance Jackson Hill twenty-five cents on December first, making it \$2.50 f. o. b. the mine, but at the time of going to press official announcement of such an advancement had not been made.

In western coals the accumulation of loaded cars at Chicago had more or less of an effect toward keeping prices on lump coal f. o. b. this city at a weak point. Severe winter weather increased the demand for coal and most of the shipping agents have had a better run of orders during the week than for some time, nevertheless there was a large accumulation of loaded cars on track the early part of the week and prices did not recover as rapidly as they should.

Situation in the Leading Western Coals.

In the Carterville trade the circular price of \$1.75 f. o. b. the mine for lump is well maintained as well as \$1.65 f. o. b. the mine for egg in shipments to the country. There has been a considerable supply of both egg and lump in the Chicago market during the week, however, and prices have declined from those that were prevailing the early part of November, some rather cheap coal having been offered. Owing to the car supply, this week ought to see the last of this and prices should stiffen visibly today and during the early part of next week. Linton coal continues on about the same basis as formerly, with quotations on the basis of \$1.40@1.60 f. o. b. the mines for standard domestic grades or \$2.20@2.40 f. o. b. Chicago. Some of this coal has been offered below these figures, but in the general small lot movement these quotations have prevailed. Sullivan county domestic lump has also been in good supply and the market has only held steady under increased buying orders. Newly mined coal from the mines holds to the basis of \$1.50@1.70 f. o. b. the mine, or \$2.30@2.50 f. o. b. Chicago, although some car service coal has sold considerably under the minimum prices quoted during the week to move it promptly. There has also been a surplus of

Lincoln and Springfield lump coal in Chicago which has sold under the circular basis.

Northern Illinois and third vein coal holds on a steady basis of \$2.50 f. o. b. the mine for chunks and \$2.40 f. o. b. the mine for lump.

In the steam grades there has been little change during the week, except on screenings, which are a trifle stronger in price for the better grades. Inch and a quarter lump rules on the basis of \$1.15@1.20 f. o. b. the mine for the common grades of the Indiana and Illinois product, with the prevailing price in Chicago on the basis of \$1.85@2.00 f. o. b. the cars. Run-of-mine coal from the Springfield and Virden district is held on the basis of 90c@1.00 or \$1.65@1.75 f. o. b. Chicago. Some Sullivan county run-of-mine has been held at figures slightly higher than these, while Clinton mine-run has sold as low as \$1.60 f. o. b. Chicago.

The screening market has shown less accumulation during the week and some higher prices are noted in shippers' hands at Chicago. Sullivan county screenings have held at 50@55c f. o. b. the mine or \$1.35@1.40 f. o. b. Chicago. Three-inch Carterville have been on the basis of 65c f. o. b. the mine or \$1.65 f. o. b. Chicago. Inch and a quarter Carterville have ruled at 25@40c f. o. b. the mine or \$1.25@1.40 f. o. b. Chicago. Du Quoin have been offered freely and have ruled at \$1.05@1.10 f. o. b. Chicago. The outlook seems to indicate a continued improvement in the screenings market unless the weather should suddenly turn milder.

The coke trade continues to show more or less of a boom in the west and prices are slightly higher again this week. Connellsville seventy-two-hour foundry coke has held very firm at \$5.10@5.15 f. o. b. Chicago for the standard product, while in some few instances shippers have asked as high as \$5.25. Southern continues on the basis of \$4.75@5.00 f. o. b. Chicago for standard Virginia coke, with standard West Virginia held on the basis of \$4.65@4.75. By-product coke is more of a factor than it was, shipments from Detroit having again been renewed. Detroit product is held on the basis of \$5.40 f. o. b. Chicago, while Glassport is held at \$4.80 on the Chicago f. o. b. basis. Gas-house coke continues very firm and active at \$4.00 f. o. b. Chicago. The market is in very good shape on this product at present.



Coal Trade Conditions in Cincinnati.

CINCINNATI, OHIO, Dec. 1.—(*Special Correspondence*).—It can hardly be said this week that conditions in this market are ideal. The general conditions for many weeks have been almost everything the shipper and dealer could desire, but now there are ominous clouds on the horizon of the view of most of the dealers, and there is not even a mirage to brighten their hopes. The usual Thanksgiving rise in the river, with its attendant heavy receipts of coal did not put in its appearance, and, as a result, river dealers are now losing sleep trying to work out plans to keep their business together without coal or with very little coal. As noted last week in THE BLACK DIAMOND, the river situation is desperate. The coal afloat has all been used up, at least all the lump coal has been sold and most of the river people have almost exhausted the reserve stock in their yards. When this is all gone they are figuratively at the end of their string, for when the river dealers are compelled to buy rail coal to keep their contracts and current business going, the additional demand on the rail producers usually has the effect of raising prices wholesale. Then the demand from the river dealers comes when the weather conditions naturally greatly increase the orders for coal, and the doubly augmented business on top of a painfully inadequate car supply on the railroads gives the rail coal men new and increased troubles in attempting to supply the unusual demands for coal. It is not much of an exaggeration to say that river men are literally praying for rain and a rise in the rivers.

Supply of Cars is Worse in the All-Rail Trade.

The rail situation has not materially changed from last week, but there is no doubt but that the supply of cars is getting worse and worse. The strike on Cabin creek in the Kanawha district has tended to a certain extent to help out some of the mines in other parts of the Kanawha valley, but, on the other hand, the inability of the Cincinnati, Hamilton & Dayton railroad to move coal out of Cincinnati to the north and the attendant accumulation of coal laden cars on this line as well as along the Chesapeake & Ohio has caused the latter road to stop loading to a certain extent, and this, in turn, has counteracted against a large coal tonnage during the past week. The blockade of coal cars on the Cincinnati, Hamilton & Dayton is probably worse this week than last. The supply on the Norfolk & Western has been quite uneven and unsatisfactory, but probably not much worse than during the past three or four weeks. The Louisville & Nashville railroad is giving its patrons the best service of any of the railroads, but even this is nothing worthy of comment.

As intimated in the beginning of this report, the general market, so far as a demand for coal is concerned, is in excellent shape, and there is no complaint anywhere about prices. The producers of coal are getting fair, if not fancy, prices for their output, or rather as much of it as they can get cars in which to market it, and the consumers, both dealers and steam users, who did not contract for their coal last summer and fall, seem to have no objection to paying present prices. The Kanawha district, on account of the strike, has had a range of prices for a week or more, but the sellers are gradually getting together again. There was no cutting of prices. The operators whose mines were on strike naturally asked higher prices for coal, and the others, seeing many acceptances of higher quotations, slid up their asking price to \$1.75 a ton for lump at the mines. Thacker, Luhrig and other grades are being sold for the same price. There has been considerable Fairmont sold in this market during the past week or two at lower figures. The fine coal market is about the same as it has been for several weeks. Kanawha nut and slack ranges from sixty cents a ton upward, according to individual merit, and New River and Pocahontas nut and slack are quoted at ninety cents minimum at the mines. There is practically no market on river coal because there is no lump for sale. River nut and

slack is still rather plentiful at prices ranging from four to five cents a bushel by the large load.

The daily newspapers, taking their tip from THE BLACK DIAMOND, that unless there is a rise in the river, the river dealers will be compelled to raise the price of their coal retail, have given the subject much attention during the week, and have done the coal men a signal service in preparing the public in advance, and explaining the cause of a probable increase in the price of coal.

The retail business of the city is rather dull. The weather has been exceptionally mild. Retail prices are unchanged, and are as follows: Pittsburg, Kanawha, Thacker, and Fairmont lump \$3.25 a ton delivered to the sidewalk in the central part of the city; Luhrig and Kentucky lump \$3.00; Pocahontas and New River lump and egg \$4.00; nut and slack \$1.65 @2.00; anthracite, \$7.50, and gas coke, 9@10c a bushel.

The coke market continues to show the improvement that has been its characteristic for many weeks. It is constantly advancing and quotations are made only for immediate acceptance. Furnace coke is being sold as high as \$2.25 a ton at the ovens, and foundry is bringing \$2.75 a ton for standard grades.

The Cabin Creek Strike Being Broken.

The strike situation on Cabin creek, West Virginia, is very much improved, according to reports from several of the most extensive operators of the district. On Saturday the output of the valley amounted to more than two thousand tons, and it was predicted that before the middle of the week the output would exceed three thousand tons a day. One hundred experienced men were taken to Acme and Keystone on Monday. Quite a number of these men were skilled machine runners. The reports of men leaving this district for other fields are true, in a measure, but the operators say the emigrants are all union men, and the new men are all non-union men. The mines on Cabin creek that are now working are Kayford, Cherokee, Belle Clare, South Carbon, West Virginia No. 1 and No. 2, and Raccoon. As Cabin creek is one of the principal producing districts of the Chesapeake & Ohio Kanawha district, the strike has materially affected the output of the entire district, but the operators say that in less than thirty days the whole Cabin Creek valley will be working again up to its full capacity with strictly non-union miners. The operators and miners outside of Cabin creek have agreed to the appointment of a "conciliation board," which is to be composed of three miners and three operators, to which board all matters of dispute must be referred. Any case that this board can not adjust will be referred to an umpire, to be appointed by the board, and his decision will be final.

Cincinnati News Notes and Personals.

William Burlingham, the popular western manager of the Chesapeake & Ohio Coal & Coke Co., spent part of the week at Louisville.

The Winifrede Coal Co., which built a new towboat named Winifrede last spring, has made a number of changes and improvements in her during the summer and now think they have one of the finest boats afloat.

F. L. Garrison, president of the Kanawha Coal & Coke Co., which operates several mines on Cabin creek, has returned to Cincinnati after spending two strenuous weeks at the mines. He says there is very little friction among the operators and the striking miners.

William Clauss, president of the Cincinnati Gas Coke, Coal & Mining Co., reports that the establishment of an office at Indianapolis was a particularly good move on the part of his company. Both the Indianapolis office and the general office at Cincinnati report large sales of both coal and coke wholesale.

George W. Thies, vice-president of the Monongahela River Consolidated Coal & Coke Co., spent Saturday in Cincinnati with the various employes of his company. He had just completed an inspection of the company's properties from Pittsburg to New Orleans. His company has fair stocks everywhere except at Cincinnati.

The "allotment committee" of the Kanawha operators did not meet this week to make the allotment of cars in the district for the month of December, but the allotment for the month of November will stand for December. The strike on Cabin creek, which somewhat disturbed the natural conditions, was the cause of there being no meeting for December.

Manager of Wholesale Sales Poysell, of the Marmet Co., has moved his family to Cincinnati from Dayton. Mr. Poysell is getting along very nicely in his new position, which was created for him. He reports business very good from a wholesale standpoint, but that his company is getting very short of river coal at Cincinnati. He is now shipping coal to the retail department direct from the company's Kanawha mines by rail.

The Hatfield Coal Co., of Covington, Ky., of which J. T. Hatfield is the leading spirit, has just completed rebuilding its towboat, Henry DeBus. An entire new hull was built under the old boat, her machinery was overhauled, new steampipes were put on, and other betterments made to the extent of \$12,000. The name of the boat was then changed to J. T. Hatfield. The new boat is one of the best of her power on the Ohio river. She is now ready for work as soon as the river rises.

The Campbells Creek Coal Co. has its new "duke," which was described some time ago in THE BLACK DIAMOND, ready for floating as soon as the river rises. This duke will form the head of the Campbells Creek Coal Co.'s coal fleet at its harbor at the foot of Niagara street, and the barges in the fleet will be moored to the duke instead of to the shore as heretofore. The duke will be anchored firmly by immense wire cables and will form a floating ice breaker for the fleet in time of ice in the river. It is the first one ever built for the purpose.

The matter of scarcity of water for engines in the New River district, which was noted exclusively in THE BLACK DIAMOND several weeks ago, is now more serious than ever. There is not a day that one or more locomotives on the Chesapeake & Ohio railroad, as well as on the Norfolk

& Western railroad, have to be taken from service and put in the shops. The scarcity of good water makes the use of bad water in the boilers compulsory, and the effectiveness of the locomotives is immediately reduced. This, of course, affects the car supply and distribution, and the coal men get the worst of the situation.



The West Virginia Mining Field.

WHEELING, W. VA., Dec. 1.—(*Special Correspondence*).—The shipments out of West Virginia this week are heavy, a fairly good supply of cars being available. This has been the case in the Fairmont section for several days now and a record was made out of this field the latter part of last week, when eleven trainloads of coal were shipped for the west.

This immense string of trains started one night, being the largest in the history of the district and probably a freight record for the Baltimore & Ohio railroad in this state. The coal went west to the Holloway terminal, whence most of it was sent to the lakes.

Daily shipments of 700 cars from Fairmont have been ruling lately, but it is not safe to go much on figures, as the service may switch around and a dearth of cars result by the time this is in print.

Across the river the car service is likewise governing operations. There is only one mine idle on the Cleveland, Lorain & Wheeling road and it will start up when cars are assured. On the Wheeling & Lake Erie there has been a resumption of the Long Run mine of the M. A. Hanna Coal & Coke Co., which has been idle since July. The fires were started under the boilers preparatory to a start yesterday and the force of 500 men will be working before the week ends.

Shortage of Cars Cause of Much Complaint.

The Lorain Coal & Dock Co. is making life miserable for the Baltimore & Ohio officials in appeals for empties, which are seemingly short. All through the district there is increased activity and there is nothing to hamper trade but the railroad facilities.

The new set of rules, to limit mine accidents, formulated by the mine inspectors of Ohio, is being printed in several languages for the benefit of the foreign miners and it will be explained to them by interpreters. An intelligent understanding and compliance with the regulations are expected to greatly cut down the list of deaths and casualties for which the district is noted.

Down in the Kanawha district 300 barges form a fleet that is waiting for a rise in the Ohio to float to Cincinnati and other points. The fleet is in a pool near Charleston and is the largest in the history of that section. It has been gathered there for two months and has literally congested the pool. The Ohio river is away behind this year in giving boatmen a navigating stage, no coal having passed over it since spring, a condition that seriously affects water shippers.

The Cabin creek operators who have withdrawn from the Kanawha Coal Association and miners employed by them have agreed on a board of conciliation consisting of three representatives from each side, and they are to draw up some kind of an agreement which will make a mutually satisfactory arrangement.

Operators and Miners in Cabin Creek District to Agree.

J. B. Lewis, E. P. Muecklow and F. M. Grady will represent the operators, and the miners have named John Nugent, of district No. 17; John Ireland, of sub-district No. 1, and Ben Davis, of the national board. The first thing they will consider will be section six of the Charleston agreement, which caused the Cabin creek trouble. This arrangement does not include the operators of the district who have declared for the "open shop" policy, and in their jurisdiction the strike is still on. These operators are standing firm.

There is no change in prices, which remain firm. The hopes for an advance have been based on the betterment in the steel industry, due to the advance in pig iron and bars and plates, but this advance seems to have been temporary and not stable, old prices being confidentially quoted.

Several earloads of coal from Logan county will be sent to the government testing plant at the St. Louis fair by the United States Coal & Oil Co., a concern which will base its operations on the results.

George W. Jones, the well known operator at Red Star, Fayette county, was married recently to Miss Elsie Lee Massie, of Amherst, Va. Mr. and Mrs. Jones are now on a wedding trip to California.

C. W. Dillon, of Fayette county, was yesterday named by Governor White as state tax commissioner under the new law. He will have assistants in the fifty-five counties and the first of the year they will begin a reassessment of the real estate, which provides for the appraisal of all land at its true and actual value.

This law is looked on with some misgivings by owners of coal lands. The proposed law which would levy a production tax on coal was bitterly fought by the operators and it is a question if the full value tax on the lands will be any easier, it depending, of course, on the enforcement of the new law and the amount of the levy that will be fixed.



Condition of the Coal Trade in Iowa.

DES MOINES, IOWA, Dec. 1.—(*Special Correspondence*).—The condition of the coal trade in Iowa presents a peculiar phase in general at this season of the year. The weather has been unusually dry and warm all fall and the result is that the output of coal is far short for the time of year. Many of the mines in the state are local and as there has been no demand the result is they are idle more than half the time. Many days the mines are closed at noon; on many others the men work three-fourths of a day, and on some days the mines are closed down entirely. As stated above the unusually warm weather has been perhaps the most potent cause. There are thousands of families in the state who most years buy two and three loads of coal

before December first, and this year they have been able to get along with one load.

In the coal fields of southern Iowa and in northeast Missouri, as well as in those surrounding Des Moines the situation is the same.

In Polk county, near Des Moines, there are more than thirty mines, many of them employing from 100 to 300 miners daily when the demand is good. The large majority of these mines are both local and shipping mines.

Expect Better Business When the Weather Turns Cold.

Both the operators and the miners seem to think that with the coming of cold weather the mines will be run on full time and with an increased force. While the demand is slack the price of soft coal remains stable at \$3.50 per ton. Dealers in anthracite are retailing in Des Moines at \$10.25 per ton. They report a large supply of hard coal on hand and no prospect of an increase in price soon. Reports from the large shipping mines of the state show a decided falling off in shipments for the time of year. This is also attributed by the operators to the continued warm weather.

The next examination for mine foreman and hoisting engineer will be held in the office of the state mine inspector at the state capitol in Des Moines, Iowa, on December seventh and eighth. The first day will be for registration and the second day for the examination proper. These examinations are held by the examining board at intervals of a month or six weeks in different parts of the state. Those desiring copies of the questions used at previous examinations can obtain same by addressing the secretary of the examining board at Beacon, Iowa.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Dec. 1.—(*Special Correspondence*).—All interest in the bituminous coal industry in this district is centered in lake shipments. As the "official" conclusion of the lake season approaches, which is December fifth, according to the insurance companies, all available cars are being rushed to the lakes. From present indications, however, the shipments will be continued until December twelfth, probably later. The fact is becoming plainer daily that local shippers will be unable to supply the demand of the northwestern consumers this year. It is practically assured that the shipments this year will not aggregate the tonnage forwarded in 1903. This unfavorable condition is the result of the inadequate transportation facilities afforded by the various railroads. This week the soft coal market was given quite an impetus and it has reached a buoyant stage. In fact, at times it is rather lively and is now affording considerable speculation. Confidence is evidently the watchword of the operators hereabouts. They anticipate that ere the elapse of many more weeks prices will soar upward, a course which they have been longing for for many days.

In some quarters it was stated today that no more contracts are being consummated for future delivery, as the producers are sincerely hopeful that better figures can be procured. One of the largest operators hereabouts said: "By February first run-of-mine coal will be selling much higher per ton. This advance is bound to come. All other commodities have increased in cost and coal will follow. The demand is increasing and with the arrival of winter I expect better prices." This is a sample of the sentiment that dominates here. There are a few pessimistic operators who do not foresee improved rates, but these are by far in the minority. Bullish sentiment holds sway here at present.

Great Freight Congestion Narrowly Averted.

One of the worst freight congestions experienced here in many years was narrowly averted through the Trojan-like work of the railroad crews last Sunday. Hundreds of cars were lined up in the local yards and were waiting to be moved. The majority were destined for the lakes and were laden with coal. Scores of cars carrying coke were also in the yards on the way to the valley furnaces. The crews worked day and night and finally straightened out the tangle, which had assumed serious proportions.

The car shortage is worse now than at any time this year. Iron and steel manufacturers have many cars at their command and are shipping a large tonnage. The Pittsburg Coal Co. is suffering heavily as the result of the scarcity of gondolas and hoppers. It is resorting to all means in order to fulfill its contracts with consumers across the lakes. It is said that the rail combine is buying coal in the open market at \$1.10 a ton for run-of-mine. Many independents are disposing of their accumulated product through this method, according to the persistent reports afloat. A representative of the company stated that it could use almost double the number of cars it has along its sidings. Cars are so scarce that many of the mines have been forced to shut down. Some are only operating three days per week. A four-day run is considered good.

River Shippers are Suffering from Low Water.

River operators and shippers are far from delighted over the behavior of the elements. Old rivermen say that it has been customary for many years to have a boat stage by Thanksgiving day. The prospects for a rise in a short time are not very encouraging. It appears as if Jupiter Pluvius is shirking his duty or has fallen asleep. Anyway, the position for the river shippers is anything but pleasant. It is estimated that about 25,000,000 to 30,000,000 bushels of coal are waiting transportation to the south. The demand for the fuel along the Mississippi river is naturally on the increase. Many of the bins there are empty. Good prices will be obtained for this coal.

Reports from Connellsville are to the effect that the coke trade is continuing to thrive. Giant strides have been made in this branch of business. The region is annoyed by a lack of water, but the H. C. Frick Coke Co. has its own facilities for obtaining water and has blown in several hundred additional ovens.

One of the most unique experiences in river navigation ever witnessed is now going on around Pittsburg and along the Monongahela river. On account of the long drought the water of the Monongahela river has become

so bad that it quickly ruins the boilers of all steamboats using it. Steamboat owners have taken recourse to filling flats and barges with water from the upper pools of the Monongahela river or from the Allegheny river, and these crafts are taken with the steamboat wherever she goes, to give more efficient water supply for her boilers. The cause of the water in the lower pools of the river being bad is on account of the great mills and factories running their refuse, containing injurious chemicals, into the river. There will be no relief until there is rain and the pools are flushed with fresh water.

A government improvement of considerable importance that has attracted little or no attention is the new wicket dam back of Davis Island at Pittsburg. Heretofore this dam was of the solid type and steamboats could never use that part of the river, no matter what the stage of water. The government this summer, at considerable expense, tore out the old solid dam and replaced it with a wicket dam of approved pattern. This makes a fine new harbor for coal and greatly increases the area above the dam for the making up of coal tows. The coal men ought to appreciate the improvement.

The first of the preliminary work of the contractors on the new movable dam in the Ohio river below Cincinnati is being done. Sidings are being constructed to accommodate cars on which most of the material for the new dam will be transported. The contract with the government requires the completion of the dam in about three years. This will give Cincinnati an ample coal harbor the year around. The cost of the improvement will approximate \$1,000,000.



The Cleveland and Ohio Coal Trade.

CLEVELAND OHIO, Dec. 1.—(*Special Correspondence*).—Every coal company in Cleveland reports a big business. Never before were there such prospects of a big winter in all branches as there are at the present time. The freight tie-up which occurs at this time every year is the only thing which tends to mar the otherwise ideal year here. The freight tie-up extends even to the shipping on the great lakes and all the steamship lines demand an exorbitant rate to carry coal. In fact, all the coal that is carried to Duluth and the other ports at the head of the lakes is confined to that which will be required for storage. A change for the better is expected as soon as navigation closes, although it will be several weeks after that event until the congestion of traffic will be entirely relieved. The congestion on the Pennsylvania lines especially is the worst in years, the report being that at Pittsburg alone there are fully six miles of loaded cars which can not be moved.

The local trade has not received its winter boom yet, on account of the long duration of the Indian summer. There have been but practically two days of cold weather in Cleveland up to the time of writing. The fact that this has been presidential year has made very little difference with the Cleveland coal trade, although the congestion on the freight lines which has been more severe than usual this year may have been caused by this. The Pittsburg Coal Co. is the only one in Cleveland that declares it has not suffered from the lack of cars. This company, however, has greater facilities for transportation than the other companies.

Conditions with the Local Cleveland Companies.

The Schafer-Suhr Co. has had a fine year for business, although it has felt the warm weather all during the fall. Mr. Schafer said that a few weeks of zero weather would just about suit him. He looks forward, however, to the greatest volume of business during the coming winter that the company has had for years, providing freight rates go no higher.

Mr. Miller, traffic manager of the Burton, Beidler & Phelps Co., is also greatly troubled over the scarcity of cars. Although this is the time of year to expect such things, Mr. Miller says that never before has he been obliged to face such difficulties as at present. He further says that he did not expect any let up until the first of the year, at least, and he also expressed the opinion that the closing of navigation would not help matters very much.

The East Ohio Gas Co. placed natural gas in Cleveland last spring and developments have been looked forward to very eagerly by the local coal dealers. The installation was made so late last year that no adequate idea could be formed as to the effect on the local coal trade until this fall. Much to their gratification, the local dealers have discovered that the new fuel company has made no material impression on the coal profits. Taken all in all, the coal situation in Cleveland is better than ever and has been improved rather than hurt by the presidential election. No doubt, within a very short time, this bugaboo, which comes up every four years, will be forgotten.

The Drake Coal Co., with offices in the Perry-Payne building, reports a very prosperous year. It expects to establish branch offices in every part of the city within a very short time.



The St. Louis Coal Market.

ST. LOUIS, Mo., Dec. 1.—(*Special Correspondence*).—The comparatively mild and pleasant weather the past few weeks, has caused a general inactivity in coal trade conditions. Business has been dull among both the retail and wholesale dealers with little prospect of a change unless the weather becomes cold enough to create a big demand for fuel. Retail prices remain the same as they have been for some time and wholesale prices have gone back to where they were before the engineers' strike of some few weeks ago, but retail prices have not been affected by the drop. Prices as quoted now are: Shaker screened, \$1.40; mine run, \$1.40, and high grade at about \$2.00 and even less. Anthracite coal continues to come in freely. Bituminous coal is in plentiful supply, but is being well taken care of by the St. Louis Terminal Association and brought over promptly.

The Barth-Rose Coal Co. reports that general business has been dull for the past few weeks, in fact, as quiet in the retail trade as at any time since

last spring. The pleasant weather is responsible for this condition of trade. What is needed is a good cold snap to awaken people. As soon as it does come consumers will be falling over one another to get coal. Conditions are normal in every way, except as to prices. They are low. There is too much coal tributary to this territory. There is plenty of coal coming in, more than can be consumed.

Death of a Prominent St. Louis Coal Man.

Born in the same year, at the same hamlet in England, playmates in childhood, lovers from youth to old age, Mr. and Mrs. William Skellett are not separated in death and their bodies were buried at the same time, one funeral serving for both.

Mr. Skellett died last Sunday evening at 7:30 o'clock, after a brief illness from pneumonia at the age of seventy-three. Mrs. Skellett attended her husband devotedly during his illness and refused to leave his bedside. Saturday afternoon encouraging reports of her husband's condition, given out by the physicians, induced her to yield to the entreaties of her children and take a much needed rest. She was heartbroken and utterly exhausted from the strain of two weeks of unremitting care and patient hope as to his recovery, and sank rapidly and succumbed Tuesday morning at two o'clock, dying in the room next to that in which lay the body of her husband. She was not informed of his death.

The funeral of both was held at two o'clock Wednesday from the family residence. The bodies were escorted to the grave by the Knights Templar and Masons.

Mr. Skellett was born in Billston, England, in 1831, and came to this country about the year 1853, with a party of miners to investigate the coal fields of Pennsylvania and other eastern states. He lived in the east for only a very short time and settled near Belleville, Ill., at what is now known as the Skellett mines, of which he was the president at the time of his death. He established a coal office in St. Louis shortly after he went to Belleville, and it is said that at the time of his death he had been in the coal business in this city longer than any other coal operator. Mr. Skellett moved to St. Louis in 1879.

Mr. and Mrs. Skellett during the last year took a trip to England to see their old home, Mr. Skellett saying that he wanted to see the old place once more before he died. He was a close friend of Edward Devoy, president of the Devoy-Feuerborn Coal & Coke Co., and with him made frequent trips to inspect coal properties of other coal companies throughout Illinois, Missouri and Kentucky.

Mr. Skellett was regarded as an excellent authority on the value of coal lands and was frequently called upon by various operators to inspect their discoveries. He was a miner of the old type and received most of his mining education through his own experience. They are survived by four sons, John, William Jr., Alvert and Benjamin, all interested in the company of which their father was president—the Skellett Coal Co.—and two daughters, Marie Skellett and Mrs. T. S. Garen.

A five-foot vein of coal was struck on the farm of T. G. Kelly, near Chilhowee, Mo., November twenty-fifth, while drilling a well. It was found at a depth of fifty-eight feet. This is the second coal find in that vicinity in the last week. It is said by experts that coal is to be found there in paying quantities. Parties have leased a large acreage and are prospecting in earnest.

Business Conditions in the Retail Trade.

The De Camp Fuel Co. reports the same conditions existing as do the other coal firms. The weather has caused a delay on the part of purchasers in getting in their supplies. Prices are low, with little prospect of their getting better, unless some abnormal condition should arise.

R. W. Pavey, general manager of the Hurricane Coal Co., says that business is very quiet, most too quiet to suit coal dealers. More coal is coming in than can be consumed. Those who are accustomed to laying in their winter supply have done so, and the weather has been too wild recently for those who do not to buy freely.

The Bryden Coal Co. reports quietness in coal circles. It will take several days of good, snappy weather to make business lively.



Connellsville and Coke Production.

CONNELLSVILLE, PA., Dec. 1.—The Courier, reviewing the coke trade, says: This current week there is a spurt of considerable tonnage in coke. It does not show in the report for the week ending last Saturday, since the ovens were not blown in until this week and consequently are still in the idle column in the report. The H. C. Frick Coke Co. is making a number of changes. A majority of its idle ovens have been ordered in. Despite this fact, there will be several plants, and some of the larger ones, kept out of blast owing to the water famine. There is no relief in this respect. The Frick company, as previously stated, is the least sufferer, owing to a short water supply, and when four of its plants are not working because they have no water, or enough to operate the plants, the condition of many other smaller companies may be imagined. The Broad Ford valley and Mt. Pleasant districts will have ovens fired this week which have been idle for some time. Trotter, just out from Connellsville, has practically all of the 464 ovens there in blast.

Spot delivery coke has been scarce this week. Prices are gradually coming up. Furnace sold for \$2.10 and foundry for \$2.25@2.35, with no surplus tonnage on the market. Plenty of coke, of course, is being shipped out of the region at lower figures on orders closed several weeks ago. Those who got their six months coke ahead at \$1.80@1.90 a ton are fortunate.

The Pig Iron Market Continues to Improve.

The pig iron market continues to make new records, further advances of fifty cents to \$1.00 a ton having been recorded during the week. Prompt iron for delivery the remainder of the year is exceedingly scarce. Since the beginning of this upward movement in iron the trade generally has experienced much difficulty in diagnosing the situation properly. Many be-

lieved that the bulge was due to fourth quarter buying coupled with abnormal conditions as to raw material supply which favored the furnace operator and enabled him to secure higher prices. They were further of the opinion that lower prices would prevail during November and December and looked for the improvement in the iron and steel trade to set in after the first of the year. The developments of the week show a general broadening of demand and the indications are that if lower prices should be made anywhere in the market before the first of the year they will be only temporary.

Railroad buying promises to be unusually heavy. In addition to the 30,000 cars which were contracted for during the past two months, it is estimated that orders will be placed in the near future by the leading roads of the country for 75,000 freight cars, of which 55,000 will be steel. One leading trunk line is having specifications prepared for 20,000 acres, 19,000 to replace missing numbers, so that the remaining thousand will be the only addition to the equipment. To build the steel cars at least 500,000 tons of plates will be required.

The detailed report of the operation and output of the Connellsville region for the week ending on Saturday, November nineteenth, shows a total of 23,330 ovens, of which there were 16,274 active and 7,056 idle. The total estimated tonnage was 196,541 tons, compared with 195,851 tons the previous week. There were no changes reported in the active and idle lists of ovens.

The shipments last week aggregated 11,209 cars, distributed as follows:

	Cars.
To Pittsburg	3,788
To points west of Pittsburg	6,120
To points east of Connellsville	1,299

The shipments of the previous week were 11,102 cars.



Kansas City and the Missouri River Trade.

KANSAS CITY, Mo., Dec. 1.—(*Special Correspondence*).—The advent of December finds no improvement in the coal trade in the southwest. Usually this month is one of the very best market months of the year and the period when prices reach their highest point. But the balmy, springlike weather which has brought dismay to coal dealers this season continues and coal is sold at the same price it brought last August, when the temperature was in the nineties.

There is a tremendous supply of bituminous and semi-anthracite coal on hand, at least twenty-five per cent more than at this time last year. It is in storage, in ears on tracks and at the mines all through the Missouri river territory and in the southwest generally as far as the New Mexico fields. The production of coal is greater than last year and yet there is no market for all of it. The steam demand is good at the prices obtainable, but the domestic trade is exceedingly light on account of the mild weather. Operators are selling coal at from twenty to twenty-five cents a ton less than they were getting last year and are handling it at a close margin of profit. One of the foremost operators in the Kansas City district says that last year he was making thirty cents a ton net on his coal, while this year he is averaging only about ten cents a ton. The railroads are taking what coal they need and are paying twenty cents a ton less than they did last year. New contracts with the users of steam coal are being made at figures considerably lower than those in effect in winter time. The operators are congratulating themselves that a reduced wage schedule is in effect at southwestern mines this season, for otherwise they would not be able to run their mines at a profit or hold what trade they have against competition from Iowa, Illinois and Colorado. Business is expected to take a big spurt before the month is over, but considerable trade has been lost which can not be regained this season.

Advance in Price not Likely this Winter.

Some of the dealers say that on account of the supply of coal on hand and the trade conditions, there will be no advance in prices this winter. If this is so, it will be the first season in the history of the coal trade in the southwest when summer quotations prevailed throughout the winter.

Another suit in which it is alleged that there is a combine of coal dealers in Kansas City to control prices and output, is to go to trial in the federal court in Kansas City this week. The suit is against the Central Coal & Coke Co. and others, and is similar to the one brought by Samuel Hartman, which was thrown out of court last week on a demurrer to the weak evidence offered to prove the existence of a trust. The plaintiff is S. L. Forsee and his lawyers have already made a futile attempt to have the books of the coal companies produced in court. Forsee brought his action under the anti-trust act passed by Congress. He was a retail coal dealer and asks damages for alleged interference with his business. The attorneys for the defendants regard the suit as a joke.

Bids are to be opened at the Indian Bureau in Washington on December fifth for the unleased coal lands in the Wilburton and Stigler districts in the Choctaw and Chickasaw nations in the Indian Territory. These lands aggregate 70,000 acres and are rich in coal.

Crude Oil will not Compete for Fuel Purposes.

Kansas crude oil makes an excellent fuel and there is a report current that the Standard Oil Co. will supply Kansas City manufacturers with the oil as a substitute for coal. This is not credited by the coal operators, however, as the Kansas oil is a high grade refining oil and can not be sold cheap enough to compete with coal. The freight charges alone would almost prevent the oil from becoming a competitor. With natural gas the situation is different. There seems to be a tremendous supply in Kansas and companies are offering to light public buildings, schools, parks and even churches free in return for a franchise to pipe the product to Kansas City, Kan., Kansas City, Mo., and other cities. The latest price at which the gas is offered is thirty cents per 1,000 cubic feet for domestic purposes and fifteen cents for manufacturing purposes. An obstacle to the plans of the gas promoters is the determined effort which is being made to prevent natural gas from being piped outside of the state. This will at least cause delay in bringing the gas to Kansas City, which is in Missouri.

Western Coal and Coke Notes.

New Western Enterprises.

S. A. Drake, of Canton, Ill., recently leased the coal rights under the 160-acre farm of Leonard Fisher, and will shortly begin active development.

The Semet Solvay Co., of Milwaukee, Wis., will shortly erect a coke storage bin which is to cost \$22,000. A shelter shed will also be erected, which, it is said, will cost \$6,000.

The Hennepin Coal Mining Co. was recently organized at Davenport, Iowa, with an authorized capital of \$20,000. The incorporators are Jack McCaffrey and Charles N. Major.

Sylvester Bros., of Seattle, Wash., owners of the Summit coal mines, near Cle Elum, Wash., recently sold their interests to Robert L. Linden and David Goodsell, of Portland, Ore.

The Caledonia Coal Co., was recently organized at Corunna, Mich., with an authorized capital of \$50,000, of which \$25,000 has been subscribed and \$7,000 has been paid in in cash and property.

The Kierstand Coal Co. was recently organized at Kansas City, Mo., with an authorized capital of \$50,000. The incorporators are George W. Kierstand, Carrie E. Kierstand and W. D. Majors.

The Illinois Coal & Mining Co., of Peoria, Ill., was recently incorporated with an authorized capital of \$12,000, for the purpose of mining coal. The incorporators are James L. Frazier and W. S. McKee.

The Standard Coal Co. was recently organized at Medina, Ohio, with an authorized capital of \$12,000. The incorporators are J. A. Howe, W. S. Reed, A. E. Townsend, Mary E. Reed and R. K. Gamble.

The Davis Coal Co. was recently organized at Des Moines, Iowa, for the development of coal tracts southwest of that city. A shaft has been sunk and the work of development is being rapidly pushed.

The Marissa Coal & Mining Co. was recently incorporated at Marissa, Ill., with an authorized capital of \$2,500 for the purpose of mining coal. The incorporators are Daniel Zihldorf, Logan D. Jones and Edna Zihldorf.

The Central Ohio Coal Co., of Dayton, Ohio, was recently incorporated with an authorized capital of \$200,000. The incorporators are Robert E. Kline, Albert E. Funderberger, Homer Jones, Walter L. Kline and J. H. Carr.

The Stilwell Coal Co. was recently incorporated at Hay Creek, Wyo., by H. C. Stilwell, of San Francisco, Cal., who will be president of the new company, and William A. Remer will act as vice-president and general manager.

The Colfax Consolidated Coal Co., of Des Moines, Iowa, is opening up a new mine in the vicinity of the Seevers mining camp, near Des Moines. The mine will be fitted with modern machinery and it is stated that it will be in operation by early spring.

The Diekerson Coal Co., of Linton, Ind., recently purchased the coal leases of Kingan & Co., Indianapolis, and will equip the mines at Bicknell, Ind., with modern machinery. A shaft will be sunk to the number four vein, which is said to be seven feet two inches in thickness.

The Gas Belt Coal Co. was recently organized at Muncie, Ind., with an authorized capital of \$50,000. The directors are H. H. Gilmore, president; J. M. Sadler and R. H. Brandon, all well known young men of Anderson, Ind. The company will handle a special grade of Indiana coal.

The Milwaukee Coal & Gas Co., of Milwaukee, Wis., has completed plans for the erection of about forty additional coke ovens, beginning work immediately. The cost of these ovens will be \$400,000 and it is probable that an additional forty will be added shortly, increasing the outlay upon the improvements alone to \$700,000.

L. B. Stevens, of Bluffton, Ind., recently made a trip to Harrisburg, Ill., to superintend the work of sinking a shaft for the opening of a coal mine by a company from Bluffton. The new company will be capitalized at \$50,000. Mr. Stevens is the manager. There are eight in the company, including L. B. Stevens, Mike Long, Sam Snyder and C. C. Sixby.

General Western Coal and Coke Notes.

The Ohio Valley Coal & Coke Co., of Marion, Ill., dissolved.

The E. V. Johnson Coal Co., of Chicago, was recently dissolved.

The Illinois Valley Coal Co., of Chicago, was recently dissolved.

The Riola Coal Co.'s shaft, being sunk on the Clipson farm near Riola, Ill., has already attained a depth of 180 feet.

John Reimann, of Belleville, Ill., recently purchased the Grant coal mine, formerly operated by the Consolidated Coal Co. of that place.

Miners in Iowa are working only half time this fall. The unusually mild weather thus far has had a great deal to do with the situation.

The work of hoisting coal at the Peabody mine at Sherman, Ill., has not been resumed, but a large force of men is at work getting things into shape and in the course of a few days it is thought work will be resumed at the mine.

Great deposits of coal and copper were discovered in the vicinity of Lander, Wyo., recently by prominent men of Lander. The veins are from four to six feet thick and samples of the coal from near the surface are said to be very good.

A party of men from Cleveland, Ohio, recently made a tour of inspection through the mines of the Prudential Coal & Mining Co., of West Virginia and will open three large yards in Cleveland, to take care of the supply from this company's mines.

Western General and Personal Notes.

H. M. Senseny, of the H. M. Senseny Coal Co., Bloomington, Ill., was in Chicago on Tuesday of this week.

George H. Barker, sales manager for Maynard Bros., Columbus, Ohio, was in Chicago this week on a business trip.

George P. Cronk, of C. B. Havens & Co., Omaha, Neb., was in Chicago the early part of the week on a business trip.

N. S. Coffin, vice-president of the Pioneer Fuel Co., Minneapolis, Minn., was in Chicago on a business trip during the week.

W. K. Field, vice-president and general manager of the New Pittsburg Coal Co., Columbus, Ohio, was in Chicago this week on a business trip.

J. W. Lowe, resident manager of Boyd, Stickney & Co., 175 Dearborn street, Chicago, Ill., is in Sullivan county, Indiana, this week on a business trip.

W. L. McCauley, secretary of the W. B. Stone Coal & Coke Co., Old Colony building, Chicago, was at the mine at Brazil, Ind., this week on a business trip.

S. C. Schenck, agent of the coal department of the Delaware, Lackawanna & Western, Toledo, Ohio, was in Chicago for several days this week on a business trip.

J. H. Hand, of the Hand-Fischer Lumber Co., Maquoketa, Iowa, was in Chicago and Milwaukee this week and in the latter city called upon the Milwaukee-Western Fuel Co.

The Westville Coal Co., Chicago and Westville, Ill., has contracted with Ira E. Stevens, the "machinery" man, Old Colony building, Chicago, for an Aetna hoisting engine to be installed at its No. 3 shaft.

Senator S. B. Elkins, Richard Elkins and S. B. Elkins Jr., of the West Virginia Coal Co., were in Chicago the early part of the week on a business trip and stopped at the Auditorium hotel for several days.

F. G. Holly and S. W. Griffiths, sales agents of the Milwaukee-Western Fuel Co., Milwaukee, Wis., with territory in Iowa, called at the office of THE BLACK DIAMOND the early part of the week while on a visit to Chicago.

The call for the annual convention of the United Mine Workers of America has been issued, fixing January sixteenth as the day on which the convention will be called together, and Indianapolis as the place at which it will be held.

L. F. Bruder, of the Davis Coal & Coke Co., has been appointed trustee and Edward Menkin, attorney for the trustee in the bankruptcy proceedings against Joseph Gapzawicz, the south side track dealer, who was forced into bankruptcy a fortnight ago.

J. W. Blower, of the Hisylvania Coal Co., Glouster, Ohio, was in Chicago during the week buying new machinery and equipment for his mine at that point, which, as soon as it is installed, will result in an increased production of his well known Hisylvania Hocking coal.

Lee J. Ward, secretary and treasurer of the Sedalia Coal Co., Fisher building, Chicago, is in the Twin Cities this week on a business trip. It is safe to say that Mr. Ward will return from the northwest with a bunch of orders. He generally gets what he goes after.

The Western Iron, Coal & Coke Co. was recently organized at Tacoma, Wash., with an authorized capital of \$1,000,000. The company has purchased the coal and coke properties of the Montezuma Mining Co. and Washington Coöperative Mining Syndicate near Fairfax, Wash. James W. Ladd and Timothy O'Connor are among those most deeply interested in the new company.

It is claimed that all records were recently broken in discharging the cargo of the Sultana at the No. 1 dock of the North Western Fuel Co., Superior, Wis. This cargo consisted of 5,260 tons of coal, which was discharged in nine hours and twenty-five minutes. This means that the cargo was discharged at the rate of about ten tons a minute or a trifle less than six hundred tons per hour.

Sidney P. Hostler, president of the Hostler Coal & Coke Co., Ellsworth building, Chicago, returned the early part of the week from a sojourn at the Louisiana Purchase Exposition and says he is willing to make affidavit he did not go near the Pike. He was very fortunate, however, in seeing President Roosevelt and family, who visited the exposition last Saturday, he having seen the presidential party three different times.

The Sedalia Coal Co. has completed the installation of a new Morgan-Gardner 100-kilowatt dynamo and two new Morgan-Gardner W. H. D. cutting machines at its mines near Glouster, Ohio, thus increasing the production of Sedalia coal very greatly. The company is in need of the improvements, as it is very much behind on its orders for Sedalia lump coal and those booked will absorb the increased production for some time to come.

Millard Mogg, of the Mogg Coal Co., 4230 State street, Chicago, is reported to be at his home at Lake Geneva this week, quite seriously ill. It was reported the early part of the week that Mr. Mogg was threatened with typhoid fever, but his many friends in the coal trade will be pleased to learn that a diagnosis by the attending physician revealed that his malady was malarial fever. THE BLACK DIAMOND, with many other friends, hopes for the speedy recovery of Mr. Mogg.

Many leading Chicago coal men attended the annual banquet of the Brotherhood of St. Andrew held to aid charity on Wednesday evening in the banquet hall of the Auditorium hotel. The officers of this society are

prominent coal men, including W. S. Bogle, president of the Crescent Coal & Mining Co., who is president of the society, and John McGregor, of John McGregor & Co., who is secretary. The banquet was a significant success in every respect, there being in addition to the elaborate menu for the physical man, a very complete program of wit and eloquence for the intellectual man.

The C. W. Jackson Coal & Coke Co. commenced business on Thursday of this week at suite 300, Old Colony building. Mr. Jackson has been in the Chicago trade for the past twelve or fifteen years and for several years was identified with Rogers, Brown & Co., in charge of their coke department. He will make a specialty of all grades of bituminous coal, coke and general coke products. Mr. Jackson is well known in the Chicago trade through his long connection with it. For a number of years prior to becoming identified with Rogers, Brown & Co. he was resident manager at Chicago for the Davis Coal & Coke Co.

On last Thursday, at the home of the bride's parents, Mr. and Mrs. F. P. Knowles, 261 Park avenue, Chicago, Miss Mabel Knowles and Mark A. Foote were united in marriage. The wedding was very prettily arranged, the guests being limited to the immediate family and close personal friends. Mr. and Mrs. Foote are on a southern trip, but after January first will be at home at 1346 Jackson boulevard, Chicago. Mr. Foote has been head book-keeper for the Wilmington Star Coal Co., Old Colony building, for the past three years. THE BLACK DIAMOND joins in the congratulations of the numerous friends of the contracting parties.

In the play-off of the tie games between bowling teams representing the Western Fuel Co. and Ogle, Hubbard & Tandy, on the west side at Chicago, on Wednesday evening of this week, it was decided to roll the best three in five. The Western Fuel Co. team of three made 448, 376, 507, 490 and 472, while for the corresponding games the score of the team representing Ogle, Hubbard & Tandy was as follows: 462, 547, 477, 484 and 506. The Western Fuel Co. was represented by Wright, Rafferty and Jones. Ogle, Hubbard & Tandy were represented by Behrend, McCoy and Tandy. Play was at the Menoken club. One rule in connection with these games is not to talk "shop" during the game, and it is expected the result will be high scores, as the west side track dealers boast of having some high score men on all of their teams.

The Old Colony Coal Co. commenced business this week with offices at 330 and 335 Old Colony building, Chicago. The company is backed by eastern interests and has a large capital which will be available in the business. F. M. Boynton, president of F. M. Boynton, Inc., Pittsburg and Buffalo, is the president of the new company, and W. Mack Stevens, for the past nine years with the Chicago, Wilmington & Vermillion Coal Co., Old Colony building, Chicago, is the general manager in charge of the western and northwestern business of the company. The Old Colony Coal Co. is a direct producer of Youghiogheny and Pittsburg No. 8 coal, and in addition will handle at wholesale all grades of West Virginia splint and smokeless. Hocking, Illinois and Indiana bituminous coals, as well as coke. W. Mack Stevens, the new general manager of the company, is well and favorably known in the western trade, with a host of friends. He had been with the Chicago, Wilmington & Vermillion Coal Co. nine years to a day when his resignation became effective. At the time of his resignation he was general sales agent of the company, a position which he had occupied for about two years.

G. W. Reed, formerly chief clerk to T. J. O'Gara, of O'Gara, King & Co., Chicago, has been appointed sales agent in charge of the business of the Lincoln-Springfield Coal Co., Fisher building, Chicago, effective December first. Mr. Reed has entered upon his new duties. He has received many congratulations upon his advancement, in which THE BLACK DIAMOND wishes to join. He is one of the young men in the Chicago coal trade who will win success if pluck, energy and ability count for anything. Mr. Reed began his business career in the railroad industry in connection with the Illinois Central at Chicago. He was with this company for eight years, occupying a position as chief clerk in the land department, secretary to General Manager Harahan, and in the general freight office. For three years he was chief clerk to the coal traffic manager of the road, this bringing him in touch with the coal interests. In February of last year he resigned to become chief clerk with O'Gara, King & Co., where his duties were numerous, including collections, credits, and in charge of cars and the transportation department. Mr. Reed resigned to accept his new position, where his duties will be still further increased.

From the standpoint of the coal trade, one of the social events of the season will be the marriage on next Wednesday evening, at nine o'clock, at Henderson, Ky., of Miss Susan Daniel Rankin, daughter of Mr. and Mrs. James Ewing Rankin, to George Fulmer Getz, president of the Globe Coal Co., Chicago, who is also interested in various operating companies. The invitation list is a most extensive one, comprising all of the numerous friends of the contracting parties, and it is believed the wedding will be one of the most important in Kentucky this year. The Chicago invitation list includes about 150 leading coal men. A special train has been arranged over the Chicago & Eastern Illinois railroad to convey the invited guests from this city to the wedding. The train will leave Chicago at 10:30 p. m., arriving at Henderson on the morning of the seventh of December, leaving there after the wedding and reception, arriving in Chicago the next morning, December eighth. According to present indications, there will be an attendance of nearly the whole invited list from Chicago. Many guests from the eastern states and from New York city will also be present at the wedding, which promises to be a most brilliant event. Miss Rankin is one of the leading society belles of the Blue Grass state, while Mr. Getz has been a most successful coal man and has met with rapid advancement. The wedding is the culmination of a very pretty romance in real life.

The Third Day of the Trip of the "Crescent" Special.

Lack of space last week, together with the Thanksgiving holiday, prevented THE BLACK DIAMOND from furnishing a report of the third day's trip of the "Crescent" special through the Indiana coal fields. Tuesday night the special train, drawn by a Chicago & Eastern Illinois locomotive, returned to the Chicago & Eastern Illinois tracks and made the trip to Brazil, Ind., so that the members of the party on board could inspect some of the leading operations in the Brazil Block district. On Wednesday morning after breakfast the train went to Carbon, Ind., eight or ten miles from Brazil, Ind., where the No. 12 shaft of the Brazil Block Coal Co. was inspected thoroughly and aroused much interest and enthusiasm among those who were members

his efforts as to the fact that they were all good fellows, who, if they had the proper tools at hand, would have a good time and enjoy themselves under any and all circumstances. He expressed his hope that the trip had repaid them for the time it had involved outside of the enjoyment that they had had, and that the development and production which he had shown them in Indiana would prove of value to them in their future business, and then referred to the great importance of the coal business, its enormous increase in the past thirty years amounting to about twelve hundred per cent. He called attention to the growth that must naturally attend the coal fields in the next thirty years in view of the rapid settlement of the country, de-



GROUP SHOWING PASSENGERS ON THE "CRESCENT" SPECIAL TAKEN AT GLENDORA MINE, OWNED BY W. S. BOGLE.

of the party. This operation is one of the most modern in the Brazil field and is a first-class property in every respect. The conditions underground are almost ideal and those who were members of the party were very highly gratified with the large size of the lump coal produced at the tippie.

This property has a production of 800 tons of coal daily, is equipped with a box car loader and has all the other modern facilities for the production of coal of high preparation and quality. Some time was spent in the inspection of the property, after which the train started on its homeward trip.

Toast W. S. Bogle on the Way Back to Chicago.

One of the pleasantest features of the return trip was the impromptu love feast in the dining car after lunch on Wednesday on the run back to

velopment of its resources, increase in its manufacturing plants, railroad and general business, and again thanked the party for the flattering remarks that had been addressed to him.

The Bogle yell was then given by the entire party in a manner that did not admit of a doubt but what they meant it, and then Mr. Bogle was elected toastmaster. Prefacing his introduction in each instance with a few well chosen humorous, flattering or serious remarks he called upon one after another of the gentlemen to make some remarks. Among those who responded were George Merryweather, who was listened to with a great deal of interest and with respect by all present.

W. J. Jackson protested that he was a railroad man and not a speaker



SHAFT NO. 12 OF THE BRAZIL BLOCK COAL CO., CARBON, IND.



NEW RIVERSIDE SHAFT IN CLINTON FIELD, OWNED BY THE INDIANA FUEL CO.

Chicago. It began by George Merryweather arising and proposing the health of Mr. Bogle, and expressing the thanks of the party to Mr. Bogle and his associates for the very pleasant trip that they had enjoyed. The toast was drunk standing, amid enthusiasm.

In reply Mr. Bogle thanked his guests for the kindly expressions and stated that the good time that they all had enjoyed was not due so much to

and proceeded to deliver one of the most humorous speeches of the occasion.

H. H. Rhodes protested that he was too full for utterance, but stated that he would be at his office the next morning to make rates, as usual.

F. P. Jeffries set the party in a roar with a number of well told stories, afterward giving a brief outline of what the E. & T. H. had in view to better the development of its territory and improve its service.

D. R. Patterson said that all his time on the trip had been fully occupied in squaring himself with the different people and endeavoring to convince them that he was not as black as he was painted.

H. R. Lloyd gave a very graphic description of the Battle of Wilson's Landing, in which he was severely injured in his lower extremities.

John Warnock made the hit of the occasion with a corking good after-dinner speech and was greeted by three times three and a tiger as he sat down.

E. G. Temple regretted that he did not have any by-product with him and invited the gentlemen present on their arrival in Chicago to come over and see him make sugar.

W. G. Haskell attempted a few remarks, but was interrupted so frequently with a request for a match, which he always cheerfully complied with, that he sat down in disgust and looked glum for at least a minute.

T. S. Grasselli made a few dignified expressions of his gratification at the trip, and when he sat down he was voted a jolly good fellow.

to a lack of space all of them can not be reproduced. A telegram was received from the Eclipse Lumber Co., of Minneapolis, as follows:

"Consignment from you arrived this morning all overloaded. Original seals replaced by white seals. Melville, Warnock and Delaney all refused on account of bad order. Wire instructions."

This telegram was sent on Thanksgiving day from Minneapolis. A letter of congratulation was also received from John M. Warnock, of G. W. Van Dusen & Co., a line-yard company with headquarters at Minneapolis:

"Only now that I am home enjoying the peace and quiet of the family fireside does it dawn upon me what a great and glorious trip we have all enjoyed. Apart from the pleasure that we all had, it was one of the greatest educational trips that I ever expect to enjoy. The kindnesses, courtesies that you extended not only to me, but to Mrs. Warnock, I shall never forget.

"In toasting you at lunch Wednesday on the car, I did not say all I would have liked to, knowing that you are naturally a very modest man, but now that I am writing and nobody else hears what I say, and you have the



SINGING "AMERICA" UNDERGROUND IN THE LATTAS CREEK NO. 1 WORKINGS.

The scintillations of wit from G. W. Delaney kept the audience in a roar of laughter and a few could not refrain from remarking, "how pretty he looked in a miner's cap with a lamp, which he stole at Glendora."

M. A. Patterson protested that they were trotting too fast for him, that he had been there such a short time that he had not been able, as yet, to strike his gait, but promised something good on the next occasion.

R. E. Harris, of Omaha, took it seriously and went over the weight question pretty thoroughly. His remarks received very close attention.

Mr. Mann protested that it was on account of darkness that he fell into the sump at Glendora and was congratulated on no greater injury than the loss of his glass eyes.

G. H. Reeves regretted that he had not brought his association with him, stating that he had the work of his life in absorbing what they would have done if they had been present.

E. E. Pinney disgracefully ducked into the rear car to avoid being called upon.

C. W. Gilmore protested that he could not make a speech, but said he



STEEL TIPPY OF THE KELLER COAL CO., IN THE SULLIVAN COUNTY FIELD.

privilege of consigning this letter to the flames after you have read it, I wish to state that perhaps the greatest pleasure to me on the whole trip was in getting acquainted with you. We all knew you were a big man physically and mentally, but we did not know that you were the biggest man in Indiana. This you demonstrated to us very clearly in going through your properties.

"Those from the northwest can not help but always have a warm place in their hearts for you, and we hope the day is not far distant when we can show to you our appreciation and regard in a more substantial manner.

"If I were to live a thousand years I would never expect or hope to have such enjoyment crowded into three days. This was largely due to your efforts. I have never yet been on a trip where there was such a congenial party; where everyone was looking out for the pleasure of the other, as in this case.

"We all appreciate what a factor Indiana coal is to be in this market in the future, and we also believe that the railroads over which your coal is carried fully appreciate the importance of building enough equipment to take care of the wants and requirements of the northwest in good shape.



LOADING TRACKS AT THE GLENDORA TIPPY OF THE W. S. BOGLE COAL & MINING CO.

could yodel, and when he did it he emptied the car and ended a very pleasant episode.

Many congratulations have been tendered W. S. Bogle, president, the officers, and the Crescent Coal & Mining Co. upon the success of the trip of the "Crescent" special. They have been coming in during the week from nearly all the members of the party aboard the "Crescent" special, but owing



LOAD OF BRAZIL BLOCK COAL AT NO. 12 SHAFT OF THE BRAZIL BLOCK

"Mr. Jeffries told the writer of the amount of money he had spent during the past thirty months in taking care of this phase of the situation, and with such men as Mr. Jeffries I personally am satisfied that they intend to make every effort to take care of future business. Do not forget that you have promised me to come up here inside of two weeks with Mr. Gilmore

(Continued on page 1217.)

The Third Day of Trip of the "Crescent" Special.

(Continued from page 1215.)

and Mr. Birkland. At that time I hope to have the large companies represented and give a little dinner in your honor. I will appreciate it if you will let me know the date you expect to be here as far in advance as possible so that I can make arrangements to have the other gentlemen present.

"Again thanking you on behalf of myself and Mrs. Warnock and wishing your company every success, I remain."

Here is a Letter Without a "Match."

Cedar Rapids, Iowa, came to the front with the next letter of congratulation from W. G. Haskell, of that city. Mr. Haskell wrote:

"Having just recovered, and feeling that I am on earth once more, I wish at this late date to acknowledge my appreciation of the Crescent Coal & Mining Co.'s hospitality.

"It was indeed a great trip, both from an instructive and social standpoint. No one but a guest of a host who knows how to do things and do



THE "CRESCENT" SPECIAL READY TO MAKE SIXTY MILES AN HOUR.

them right can appreciate the good time the Crescent Coal & Mining Co. gave us. As a novice, and one who supposed he knew from reading and hearsay all about the coal fields we visited, I must admit my ignorance and say that it was a revelation and of great interest to me.

"To W. S. Bogle: May he have more and more friends, and need them less and less.

"To Judge Benjamin: May his good nature and good sense ever remain with him.

"To Charley Gilmore: Say to him that pleasures that come unlooked for are thrice welcome.

"And to all the other friends of the Crescent Coal & Mining Co. who contributed so much toward our pleasure I will close this letter with one request: 'Will you give me a match?'"

G. W. Delaney Jr., vice-president of the Eclipse Lumber Co., Minneapolis,



GLENDORA SHAFT, OWNED BY THE W. S. BOGLE COAL & MINING CO.

Minn., another line yard company operating many retail yards, sent his congratulations as follows:

A Letter of Thanks from Minneapolis.

"Please allow me to make a feeble effort to express my thanks and appreciation for the royal good time given all of us in the 'Crescent' special to the Indiana fields. The trip was certainly a success in every respect, and I do not know of a single improvement that could be made. The party from the northwest is particularly enthusiastic in praising you and all the other members of your company, and we collectively and individually dare any of you to come within the limits of the Twin Cities.

"I will be particularly pleased to see Judge Benjamin, as I have something framed hanging in my office that I would like to have him gaze on. Kindly give him my compliments and tell him that I have not told anybody about our game for fear they would not believe me.

"Again thanking you all for the royal good time, and trusting that I may have the pleasure of seeing you up here some time soon, I am."

Malcolm H. McCole, of the Jeffrey Manufacturing Co., located at Terre Haute, expressed his appreciation of the trip as follows:

"I want to give you the very best thanks that I possibly can for the very best and most enjoyable trip I ever had in my life—on the 'Crescent' special.

"Being obliged to leave the party before I had the chance of giving you these thanks by word of mouth, I intrusted them to Walter, but he may have forgotten to deliver them—anyhow you've got 'em now and they are as sincere as I know how to give.

"Will you kindly extend them to your co-workers, and believe me, sincerely, M. H. McCole."

Notes of the Last Day of the Trip.

"Matchless" Haskell was the name given to the Cedar Rapids man on the last day of the trip.

The "Crescent" special arrived in Chicago Wednesday afternoon, having been on the road sixty-seven hours, every minute of which was filled with pleasure.

Many of the points visited are illustrated this week, the photographs having been taken by Ellery Caywood, of the George R. Lawrence Co., 274 Wabash avenue, Chicago.

Leslie Mullen, general sales agent of the Crescent Coal & Mining Co., was in West Virginia on business last week and was unable to participate in the trip. He missed it and was missed by those who know him.

Cape Lisburne Coal Fields in Alaska.

WASHINGTON, D. C., Dec. 1.—(Special Correspondence.)—Near Cape Lisburne, which is on the Arctic coast of Alaska, 300 miles north of the Arctic Circle, are two coal bearing formations of economic importance. They were studied during the past summer by Arthur J. Collier, of the United States geological survey, who, assisted by Chester Washburn, made his way in an open dory along that distant shore as far east as Cape Beaufort. The wind in that quarter of the earth blows everything with cyclonic force straight out to sea every day in the year except those days when, for a change, it tears down from the North Pole, blowing everything far inland. Putting to sea in an open boat might seem like tempting fate in that latitude, but the survey men found it the most practicable way of studying the formations exposed along the coast. Coming south they were taken up by the United States revenue cutter Thetis, the captain of which did everything in his power to facilitate their work.

Of the two coal bearing formations, one, which lies east of Cape Lisburne, is of Jurassic or Lower Cretaceous age, and the other, which lies south of Cape Lisburne, is either Lower Carboniferous or Devonian. The Mesozoic coal bearing formation, which has been known for the last three-quarters of a century, commences at a point twenty-five miles east of Cape Lisburne and is continuously exposed along the coast to Cape Beaufort, a distance of forty miles. It contains the well known Corwin and Thetis mines, the location of which has been shown on many recent maps of Alaska.

Coal Measures Are 150 Feet in Thickness.

Geologic study shows that the coal measures of these fields have a total thickness of at least 15,000 and contain not less than forty beds of coal, each over a foot thick. The aggregate thickness of all the beds seen by Mr. Collier is over 150 feet. Eleven of them are more than four feet thick and contain coal of good quality. Analysis of samples from some of the beds shows the product to be low grade bituminous coal. A limited amount of coal has been mined here since 1879 for whalers and revenue cutters. Several cargoes were mined in 1901 and sold at Nome markets for \$18 and \$20 a ton, in competition with Comax and Washington coal at \$25 a ton.

None of the coal beds has been permanently developed. The coal produced was mined from the croppings along the sea cliff and boated off to the ships through the surf. There is no harbor for vessels nor protection from any but south winds. In 1903 a small amount of coal, probably not exceeding twenty or thirty tons, was produced at the Corwin mine. In 1904 about twenty tons were taken by the steamship Corwin, and about ten more tons were mined for consumption at the Point Hope whaling station.

The Paleozoic coals outcrop at three points along the coast, four, eight and twelve miles, respectively, south of Cape Lisburne. The coal bearing formation extends southward for a distance of about forty miles, and reaches the coast again at Cape Thompson. Beds over four feet in thickness occur at each of the localities noted. No analysis of these coals has yet been made. They are bituminous and of considerably better grade than the Mesozoic coals of the region. They are totally undeveloped, but in 1903 a few tons were mined from croppings in the sea cliffs and used at the Point Hope whaling station.

New York Central Coal and Coke Tonnage.

Coal and coke tonnage originating on the New York Central railroad in the Beech Creek region of Pennsylvania for the weeks ending November seventh and also November fourteenth, the year to those dates and the corresponding period in 1903 were as follows:

	Nov. 7.	Nov. 14.
Coal tonnage for week	156,534	152,103
Total for year 1904	6,194,016	6,346,119
Total for last year	6,418,854	6,601,500
Coke tonnage for week	341	622
Coke tonnage for year	22,241	22,526
Coke tonnage for last year	87,721	88,862

David Ingle, the prominent coal operator of Oakland City, Ind., recently presented the Young Men's Christian Association of that city with a carload containing 80,000 pounds of coal. This has been a custom of Mr. Ingle's for a number of years, and the donation is greatly appreciated by the association officials.

Reports from Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, Dec. 1.

Now that old Boreas has come, and the weather man says it is going to be a hard winter and an early spring, the outlook in the anthracite market is more cheerful, and already reflects a more active demand for current requirements in consequence. This demand is, of course, most pronounced in the retail trade, which is now well under way in its season's delivery on transient orders, of which dealers seem to have about all they can take care of. The wholesale market is just beginning to feel the stimulus of these conditions, as is evidenced by the better movement of those sizes which have been dormant up to this time, and also the continued shortage of stove and nut coal with shippers, who are unable to load cargoes of these sizes under a week and in many cases they require a much longer time.

It was rather feared when the colder weather came on that if it should continue, an unpleasant shortage of these sizes might occur owing to the restricted car supply, but the slight moderation in weather has prevented this temporarily, and it is thought that with the near approach of the close of the lake season there will be sufficient cars brought into this market to provide for all needs. Shipments to the west are the important feature of the trade and everybody having storage facilities at upper lake points is making strenuous efforts to get forward an extra cargo or two of coal before insurance expires. The insurance period is now ended, though a few cargoes may go forward at owner's risk. The close of the lake season will reduce the movement of coal to Buffalo before actual shipments via the lakes cease, giving a better proportion of cars for tide and all-rail delivery in the east.

Production at the Collieries is on an Average Basis.

The production at the collieries is about on an average basis and they are running as full as the available car supply will permit, to supply orders for the domestic sizes now in shippers' hands. The car situation in connection with the transportation of coal has in one or more instances slightly improved, permitting of a better regulation in the movement of the different sizes to tidewater, and reducing the time there in unloading, on the more active grades accordingly. On some of the roads, however, there is still a shortage for present needs, which is quite effective in some directions. The most active territory where new business originates is in the all-rail trade from the mines. The colder weather has developed an activity which is keeping shippers busy, more on account of their number than the volume of each individual order.

The far eastern market is probably the least affected by weather conditions so far and is comparatively slack in its requirements, not taking enough coal to keep the vessel tonnage fully employed. Prices on all grades are firm and one hears of little or no reduction made, even on the individual product. At retail in New York city, the demand is good and shows a decided improvement over what has prevailed so far this season. The steam grades are in much better shape, moving off more freely, and prices on them are quite firm.

Seaboard Bituminous Trade Continues in a Strong Position.

The Atlantic seaboard soft coal trade continues in a strong position. All the producers seem to be feeling the increased demand and with this increased demand there appears slow transportation on some roads and a short car supply on others. The sharp cold weather produced ice at all the shoalwater ports along the sound and consumers located where there was danger of ice are hurrying in additional cargoes to get the necessary amount of coal ahead, if possible, before it freezes up entirely. This has generally crowded the shippers some and made delays in loading, but most producers are nevertheless pleased to have these orders in hand for the coal that is coming forward, rather than a reverse condition, and every effort is being made by them to take care of consumers in meeting their extreme needs, as delays would likely prevent shipment after ice once closed up these ports. The strong winds that have prevailed interfered somewhat with shipping, though the increased demand for tows and the slightly better rates have inclined captains to force their way from loading to discharging ports and vice versa, causing numerous minor damages to vessels, requiring one or two days to repair. This seems satisfactory to the owners on account of cargoes they have been long anxious for and would lose if delayed.

Trade in the far east is in a good, strong condition, though this business to most producers who have transportation to New York and to the New York harbor ports, is postponed to a certain extent while the urgent last cargoes to the nearby ice-making ports are being taken care of. The latter in the far east are now practically out of business on account of ice and the refusal of captains to charter to these ports. The next week will see the nearby shoal water ports generally closed, but the trade, it is believed, will be well provided for with coal. With this business out of the way, more attention will be given to the deep water orders in hand.

Energies Now Directed to Supplying Nearby Shoalwater Ports.

Along the sound trade is being postponed except in favor of the shoalwater business and when this is disposed of regular shipments will again ensue and be given more attention. At New York harbor trade is fairly active and prices on all grades of coal are stronger than they were. Little, if any, coal is accumulating on the market and this is keeping it firm. Present quotations for coal of the Clearfield grades are \$2.50@2.65, and for the specialties up to \$3.25 f. o. b. the shipping ports. Harbor freights have also stiffened and figures obtaining for alongside business are up to twenty to twenty-two cents for medium sized cargoes. The all-rail business is active and prices are strong. Most producers are asking and obtaining \$1.25 at the

mines with the specialties much higher, all being subject to delays of from several days to a week, in shipment, when orders are received, according to the stringency of car supply with the individual shipper.

Transportation from mines to tide is of a variable nature on the different roads. One or two roads are giving good service, while the other lines are reported as slow and uncertain in getting coal through. Car supply has been affected by the demand and none of the producers has been given a full supply, the situation varying from day to day, making things very uncertain.

In the coastwise vessel market vessels are not plentiful for large craft and shippers are shopping for tonnage. The current quotations from Philadelphia are as follows: Boston, Salem and Portland, 70c; Providence, New Bedford and the Sound, 60c; Lynn and Bath, 75c; Newburyport, 80c; Portsmouth, 70@75c. The further lower ports are on about the same basis with five cents more in some cases, while New York quotes 65c around the cape.



Buffalo and the Great Lakes Trade.

BUFFALO, N. Y., Dec. 1.—(*Special Correspondence.*)—Increasing activity is the predominating feature of the anthracite and bituminous coal markets, so far as this distributing point is concerned. Rail shipments of anthracite are giving way to lake shipments for the close of navigation, although the lake trade will be steady until the end, with no rush. Prices of bituminous coal and coke are advancing easily, showing a healthy condition of the market at the present time. The car shortage situation does not appear as bad as it did last week.

The interest of anthracite shippers is now centered in the close of navigation. According to the insurance policies, boats must clear from port before midnight on December fifth. The present plans of at least three out of the five shippers here provide for heavy shipments up to that time. Rates are not likely to be increased, except possibly for cargoes for holding during the winter.

Shipments for Week Show Some Falling Off.

Shipments of anthracite from this port for the last week fell somewhat behind those for the previous week, but that was to have been expected after two of the five shippers had closed down for the season during part of the week. The shipments for last week amounted to 92,800 tons, as compared with 117,000 tons for the previous week. It is estimated that nearly 100,000 tons more will be shipped before the season closes. Last week's shipments were distributed as follows:

	Tons.		Tons.
Chicago	27,750	Sheboygan	5,900
Superior	22,300	Toledo	5,100
Milwaukee	16,700	Gladstone	3,050
Duluth	12,000		
Total	92,800		

Rail shipments are still hampered by a shortage of box cars, but the situation seems to be improved over last week. On account of the coming of colder weather, fruit and produce can not be shipped in box cars. This has allowed box cars to be used in other business, and, of course, the coal trade has benefited from this change. Shippers are getting caught up somewhat on their orders. The snow and cold which arrived today is expected to again retard the movement and make them short of coal. The local trade is excellent. Many consumers are starting their coal furnaces.

Advances in the prices that are being paid for bituminous coal testify to the activity in the demand for this fuel. As usual, several causes have contributed to this advance. One of the most important is the continued car shortage at the mines. This does not seem to have improved as in the case of the anthracite shipments; it rather seems to have grown worse. More cars are being used by the iron and steel trade and the rush of shipments to lake ports attending the close of navigation has taken still more cars and reduced the tonnage of shipments here. There has been an increasing demand for coal in this section on account of the coming of winter, when steam replaces water power and more fuel is needed for heating and for power. All surplus coal has been cleaned up and consumers are taking the full amount of their contracts. There is also a fear that the weather may shut off shipments shortly and there is a tendency to get some stock in at this time. All these things have combined to make the market an excellent one.

Pittsburg Coals Show a Slight Advance.

Pittsburg three-quarter coal is quoted at \$1.25 at the mines, mine-run at \$1.15, and slack at 55@60c. These are clearly in advance of the prices in effect last week and show the tendency of the market. There is considerable guessing as to the course of the market after the close of navigation, when more coal and more cars will be available. Some believe that the winter weather and the bigger demand will offset the increased supply; others are talking in the opposite strain.

Coke continues to bring an excellent price, owing largely to the continued drought in the Connellsville region. There is no surplus coke on the market. Those who have it have no trouble in getting their own prices for it. Foundry coke is selling for \$4.50 at International Bridge, which carries a rate of \$1.30 for Reynoldsville coke and \$2.00 for Connellsville coke.

According to advices received here by Grant H. Jones, general sales agent for the Shawmut Coal & Coke Co., L. M. Johnson, since last August president of the Pittsburg, Shawmut & Northern railroad and of the Shawmut Coal & Coke Co., died on Monday at St. Mary's, Pa., the headquarters of the road. The death of such a prominent coal and railroad

man has caused gloom in local circles. Advices here regarding the funeral are indefinite, but it will be held either on Thursday or Friday at Winnetka, Ill., a suburb of Chicago. Mr. Johnson, it has been felt, was unusually well qualified to fill the position of president of a large coal road through his previous training in both of these branches, and it is felt that the road and coal company will suffer a big loss in his death.

Death of Prominent Coal and Railroad Man.

Mr. Johnson was born at Rochester, about twenty miles from the northern terminus of the road of which he was president. He was graduated at Yale college and soon engaged in the railroad business. His chief connection was with the International railroad, of Mexico, of which he was the general manager for twenty years. It was a period of development for the road and Mr. Johnson did much along that line. About two years ago he resigned to become superintendent of the fuel and transportation department of the American Smelting & Refining Co., of Mexico. During his connection with these Mexican interests he was the president of several coal companies, whose mines were operated by the International. It is undoubtedly his training and reputation in connection with this work that brought him, last August, the presidency of the Shawmut companies at the retirement of Maj. John Byrne to be chairman of the board. One interesting feature in connection with Mr. Johnson's career was that he was a naturalized Mexican citizen. That is probably a unique distinction for the president of a railroad located in the United States. Mr. Johnson had been ill much of the time since he became the head of the Shawmut and spent much time at Atlantic City. He returned from there only last week.

H. E. Smith, who formerly represented Irish Brothers here, has taken a position with J. B. Ross, who succeeded to the business of the firm of Ross & Jewett. Salesman Falkoner, who was with that firm before they dissolved partnership, went with N. H. Jewett & Co.

Noel Marshall, president of the Standard Fuel Co., of Toronto, was in Buffalo on Monday. He was on his way home from a trip abroad. He reported a most pleasant trip.

Thomas O'Donnell, of Kenosha, Wis., and Peter Reiss, president of the C. Reiss Coal Co., of Sheboygan, Wis., were in town the past week, winding up matters in connection with the close of navigation.

Other visitors in the city this week were F. A. Edridge, forwarding agent of the Lehigh Valley & Pennsylvania Coal Co., at Fair Haven; Mr. Lane, of Lane & Frier, Detroit; Mr. Brown, of the Brown Coal & Ice Co., Detroit; E. A. Skae, Detroit; George R. Page, of the Witch Hazel Coal Co., Youngstown, and T. T. Meredith, of the Avon Coal Co., Punxsutawney.



Geologic Survey of Wilmore (Pa.) Basin.

WASHINGTON, D. C., Dec. 1.—(*Special Correspondence*).—The survey of a portion of the Wilmore basin, Cambria county, Pennsylvania, was recently undertaken by members of the United States geological survey in the hope of showing, by means of contour lines on some important bed of coal, the depth of the bed in all parts of the basin, and also the form and shape of the basin itself. The western side of the basin was not examined at that time, but part of the eastern side, including mines in the vicinity of Bennington, Gallitzin, Cresson, Lilly, Bens Creek, Portage, Lloydell, and Dunlo, was studied with considerable care. As a result of this investigation, Charles Butts has written a brief description of coal mining along the southeastern margin of this basin, which is included in the survey's recent bulletin (No. 225) entitled "Contributions to Economic Geology, 1903."

The Wilmore basin is so deep that the principal coal bearing beds, which are exposed on the eastern side, lie far below water level in the center of the basin. Even on the northwestern side they are seldom exposed except in the valley of the Conemaugh river, near the town of South Fork. Mining operations have so far been confined almost exclusively to the outcrop of the coal beds on both sides of the basin, and in many places the coal, which was easily available, has been mined out.

Interior of Basin to Be Scene of Greatest Activity.

The operations are now approaching the center of the basin, and the time is not far distant when the interior parts of the field will be the scene of greatest activity. It was in anticipation of this condition that the recent survey was made.

Mining operations are confined almost exclusively to two seams, the Upper Freeport and the Lower Kittanning. Both of these seams run from three to four feet in thickness. Both coals are rather soft as a whole, and cleave into prismatic pieces having a highly lustrous surface. A large portion of the output of both coals is shipped to the Atlantic seaboard to be used for steaming purposes. The Upper Freeport coal makes a good coke and the Lower Kittanning is highly esteemed as a blacksmithing coal.

Mining is at present confined to the regions of outcrop of the coal beds, and, with the exception of the operations at Cresson and Gallitzin, mainly to the valleys cut into the mountain side by Bear Rock Run, Bens Creek, Trout Run, South Fork of the Conemaugh, and Yellow Run.

Many interesting features characteristic of mining operations in this district are discussed by J. S. Burrows in another paper of this bulletin, which may be obtained on application to the director of the United States geological survey, Washington, D. C.



Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York: The recent charters of steamer Dania, 2,245 tons register, Philadelphia to Havana at \$1.30, and steamer Himera, 2,351 tons register, Baltimore to Vera Cruz at \$1.45, gives a good idea of the present market rates in these directions, a number of other charters having been effected at about these figures. There is some demand for tonnage to Windward Island ports, but steamship owners do not seem to favor this business

at the moment at anything like the rates shippers are talking. There is no change in the Mediterranean, South American or far east situation.

We would quote freight rates by steamer as follows: \$1.30 to Havana or Matanzas; \$1.75 to Cardenas or Sagua; \$1.50 to Cienfuegos; \$1.25@1.35 to Port of Spain, Trinidad; \$1.55@1.60 to St. Lucia; \$1.60@1.65 to St. Thomas; \$1.65@1.70 to Barbados; \$1.40@1.45 to Kingston; \$1.25 and port charges to Curacao; \$2.10@2.15 to Demerara; \$1.75@1.80 to Bermuda; \$1.45 to Vera Cruz; \$1.55 to Tampico; 9s@10s to Rio; 8s@8s 6d to Buenos Ayres; \$4.25 (consignee to discharge cargo at his expense) to Manila.



Boston and the New England States.

BOSTON, MASS., Dec. 2.—(*Special Correspondence*).—There is decidedly more activity in the anthracite coal market throughout the New England territory as a result of the sharp cold spell early in the week. Orders for immediate needs at retail are quite plentiful, while the sudden drop in temperature is also a reminder of future requirements and dealers generally are replenishing their stocks to the extent of the reductions made in them by consumption since the fall demand set in. Should the cold weather be at all protracted it is thought that a considerable demand will be developed at wholesale and materially stimulate this part of the trade which has been rather quiet up to this time. The all-rail requirements are of large proportions in the aggregate and much better than the tide tonnage comparatively. The New Haven officials, preferring the all-rail haul, are urging this routing in some cases to an extent where it seriously interferes with the car service to the detriment of the trunk line roads. The principal business coastwise is for the shoalwater ports which are calling for shipment on last cargoes for the season. Most of the Maine ice ports are practically closed and captains are insisting on ice clauses in their charters before they accept cargoes. Ice is also threatening along the sound points and the Connecticut river is said to be running full of it, which may shortly cut off transportation altogether for the winter. This trade is now pretty well supplied and except for an occasional cargo is filled up. The retail trade at this center is quite steady and prices on it are firm. The schedule of prices is as follows: Furnace, \$6.50; egg, \$6.75; stove and chestnut, \$7.00, for the free burning coals, and \$8.25 for Franklin, and \$7.25 for Shamokin; all sizes pea coal are \$5.00.

The soft coal market is in a fairly healthy condition and continues to improve in tone. The receipts of coal at the different unloading ports show about a normal tonnage for this season of the year and the fact that it is all going into consumption, preventing any possible demoralization by demurrage accumulation, is the principal feature in making the market strong and is encouraging consumers to increase their orders for future needs. In several instances the arrival of cargoes at discharging points has been delayed beyond the time figured upon, due to the shortage of coal at the lower loading ports, on account of a reduced car supply. This stringency may further increase as the season advances and bad weather may interfere in the movement of the coal by water transportation. Vessels are not as plentiful as they were and are likely to be further reduced in number when rough weather approaches, they preferring to go on to off shore business and with the smaller craft already going into winter quarters it becomes an important question in connection with this trade. Prices are firm and show slight advances on the better grades, while the poorer coals are also feeling the firmer tone in not accepting the low figures of several weeks ago. Pocahontas and New River are gradually pushing up to \$2.50 f. o. b. their shipping ports, while Georges Creek is firm at schedule. Contractors are increasing their orders to get some stocks ahead. In the coastwise vessel market there is a shorter supply and rates are somewhat advanced. New York quotes to points around the cape 65c, while the lower ports are 70@75c to Boston.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., Dec. 2.—(*Special Correspondence*).—The seasonable weather the fore part of the week greatly increased the demand for anthracite coal at retail and is now being reflected into the wholesale market to a greater extent than has been the case so far this season. All the producing interests in this industry are receiving more orders for domestic sizes than they can conveniently supply at present and delays in getting the coal forward to consumers are frequent and in some instances of considerable duration. This applies more to the specialties, which are practically out of the market, and shippers are not inclined to accept orders on them only as to their ability to ship, though stove and nut sizes of the free burning grades are also short and the demand for them considerably increased. The steam sizes show a good deal of activity and are moving off into consumption in sufficient volume to make shippers quite easy on current arrivals from the mines and stocks are also being picked up on these coals to apply on orders calling for prompt shipment. No restriction to the output at the mines is now necessary, the production being well within the requirements of the trade and in instances is short of what is desired for the business in hand on account of the inefficient car supply at those collieries. Buyers are seemingly now more inclined to get some coal ahead for colder weather, which must shortly prevail, and this feature is most pronounced in the all-rail trade along the main line roads where necessities are still of considerable proportions. The demand from eastern coastwise points is inclined to be small except at those places where ice makes, which continue to call for an extra cargo or two to replenish their stocks before they freeze up. Outside of this business shipments are limited.

The soft coal trade continues to improve in both volume of business received and prices applying on it. The feature of the trade is the car and transportation question. A week ago it was thought this contingency was slightly better and would probably further improve, but this, aside from one or two instances, has not been the case, and producers are complaining of the shortage of cars and slow transportation. The Pennsylvania railroad is giving fairly good transportation to all coal from the mines, but is short on cars, which producers need at this time to fill the orders in hand. The

Baltimore & Ohio seems to have a better supply of cars, but is deficient in motive power and coal in transit is often delayed from one to two weeks in making tidewater ports. This, naturally, is very distressing to shippers who are anxious to give prompt service on the business now coming in, they having waited for it a long time and much of it, too, is for the ice making ports, which, if delayed, would necessarily be cancelled by these places being closed to shipment by ice. The all-rail demand from the New England territory and points local to the mines is quite active and a considerable tonnage is going forward over some of the roads. The Pennsylvania embargo on shipments to the New Haven road is still on. Producers generally are asking for an advance in price on this business and the figures at the mines for coal are now fairly established at \$1.25 per ton. In the coastwise vessel market vessels are inclined to be short, especially for larger craft. Quotations current from here are: Boston, Salem and Portland, 70c; sound ports, 60c; Portsmouth, 70¢@75c; Lynn and Bath, 75c; Newburyport, 80c.



Recent Court Decision Reported in W. Va.

A recent decision handed down by the courts of West Virginia may be of interest to operators and shippers of coal throughout the country. It practically designates a combination of three or more mines selling their product through one sales agency as an attempt at a monopoly. A digest of the decision follows:

"Where three coal mining companies operating in the same vein or seam in close proximity to one another, and just having commenced the development of that particular kind of coal, organize indirectly and nominally in the names of individuals a third corporation to act as their general sales agent, and each gives it by contract the exclusive right to sell its entire output of coal at prices uniform as to all three companies; and the agent company is to advertise and introduce the coal in the markets, establish and control all agencies and subagencies, and make all sales and collections, and deduct for its compensation ten cents per ton out of the proceeds of sale—it is held, in *Slaughter vs. Thacker Coal & Coke Co. (W. V.)*, 65 L. R. A., 342, that the contract is illegal and void, as tending to suppress competition and restrain trade, contrary to public policy."



Huntingdon and Broad Top Coal Tonnage.

The Huntingdon & Broad Top Railroad & Coal Co. reports the following coal tonnage transported over its line for the week ending November twenty-sixth, the corresponding week last year, the year to date and the corresponding period in 1903:

	Broad Top.	Cumberland.	Total.
Week ending Nov. 19, 1904..	10,221	21,376	31,597
Corresponding week, 1903....	11,556	17,512	29,068
Total for year 1904.....	521,612	995,640	1,517,252
Corresponding period, 1903..	940,559	1,123,944	2,064,503



Pennsylvania Coal and Coke Shipments.

Coal and coke originated on the Pennsylvania Railroad Company's lines east of Pittsburgh and Erie for the week ending November nineteenth, 1904, as follows:

	1904. Week ending Nov. 19.	1904. Year to Nov. 19.	1903. Year to Nov. 21.
<i>Short tons—</i>			
Anthracite	97,113	3,965,633	3,756,659
Bituminous	603,750	23,992,383	24,792,847
Coke	207,725	7,594,154	8,454,993
Totals	908,588	35,552,170	37,004,499



There are rumors of a further demoralization of the price on Sunday Creek Hocking coal on Saturday of this week. It is reported that the producers of this coal are considering a proposition to reduce the price to \$2.85 f. o. b. Chicago, or \$1.20 f. o. b. the mine for lump coal today, but thus far THE BLACK DIAMOND has not been able to confirm the truth of this report. It is said, however, that a price war between the Sunday Creek interests and the producers of Hocking coal who are located on the Baltimore & Ohio is imminent. The latter operators have been very aggressive in going after business the latter part of the season and have increased their tonnage to a point where, it is said, it is seriously cutting into the business of the Sunday Creek producers. As the Hocking Valley railroad does not get a haul out of the Baltimore & Ohio Hocking, it is supposed that it is getting hit rather hard in both directions. If the present reports are true, the Hocking situation, especially the all-rail trade, may be replete with sensational features in the near future. Some of the Baltimore & Ohio producers, it is claimed, have thrown down the gauntlet and are ready for any kind of a fight that the Hocking Valley railroad people want to produce.



A strange natural phenomena is to be seen in the vicinity of Coal Harbor, North Dakota, in the shape of a burning coal mine, which burns day and night, and while it does not attract a great deal of attention during the day, at night it is an awe inspiring spectacle. Aside from the picturesque view of the matter, the burning of the mine is quite a serious affair. Thousands of tons of fuel are being destroyed and a large area of valuable land being rendered practically useless.

Has Charge of Coal and Lumber Traffic.

On November ninth official announcement was made of the appointment of M. A. Patterson, of Kansas City, Mo., assistant general freight agent of the Rock Island group of rail lines, with headquarters at Chicago. This appointment is a recognition of the importance of the coal and lumber traffic east of the Missouri river, for Mr. Patterson is one of the most efficient railway traffic men in the west, having been identified with rail lines since 1879 or for over a quarter of a century. He will have direct charge of all foreign and local movement of coal and lumber originating on or shipped over these lines in the territory east of the Missouri river, which includes the principal coal and lumber consuming area of the west.

Mr. Patterson began his railroad career at Mackinaw, Ill., as a clerk to the local agent of the Ohio, Indiana & Western railroad, now a part of the Big Four system, in 1879. He resigned this position in 1880 to accept service at Peoria, Ill., with the Wabash, St. Louis & Pacific railway, this being the first large aggregation of small lines in the west, and continued with this company until October, 1881.

His first service with the Rock Island was in 1881, when he accepted a position as office clerk and later became chief clerk in the local freight office of the Rock Island railroad at Peoria, Ill. He continued here until November, of 1884, when he removed to Rock Island, Ill., to become chief clerk to Robert Stockhouse, general freight agent of the Rock Island &



M. A. PATTERSON,
ASSISTANT GENERAL FREIGHT AGENT OF ROCK ISLAND SYSTEM.

Peoria railway. Mr. Patterson continued in this position for fifteen years and succeeded Mr. Stockhouse as general freight agent of the road July first, 1899, being warmly congratulated upon his accession to this important post from the fact that he merited the position due to his long service in that capacity and his equipment for it. With the consolidation of the Rock Island family or allied interests in June, 1902, whereby the Rock Island & Peoria was merged into and became a part of the parent company, Mr. Patterson was made assistant general freight agent, with headquarters at Davenport, Iowa, where he remained for a year in that capacity. In July, 1903, he was promoted to the position of assistant general freight agent at Kansas City, Mo., where he had charge of rates and general freight traffic for a year and a half in the territory to the west and south of the Missouri river. With his return to Chicago, on November ninth of this year, in charge of the coal and lumber traffic of the road, the duties of Mr. Patterson were still further increased until his position today is one of the most important in the general freight organization of this great system of railroads.

In addition to being well equipped through long service and ability for the position which he holds, Mr. Patterson is one of the most approachable and genial men in the railway service. He is a thorough believer in the policy that the traffic man should keep in close touch with shippers over his line of railroad and that the freight business should be built up by giving shippers every legitimate consideration. He has many personal attributes that make him extremely popular with a wide circle of friends and the coal and lumber trade of the west ought to feel that its interests over the Rock Island are in safe hands with Mr. Patterson in executive charge of this important department.



A company is being formed at New Castle, Pa., for the development of a large block of coal territory in the neighborhood of West Middlesex and Bethel, Pa., and a number of new mines will be opened at once.

Eastern General and Personal Notes.

G. E. Warren, of the Warren & Monks Co., of Boston, Mass., was in New York for a few days the early part of the week attending to business affairs in connection with his company.

The final hearing before the Interstate Commerce Commission of the complaint of W. R. Hearst against the coal carrying roads recommenced in Washington, D. C., on November twenty-ninth.

The Sterrick Coal Co., of Scranton, Pa., while opening up a new shaft on its property there, discovered a new vein of coal, which lies 540 feet below the surface and is claimed to be one of the richest found recently in that vicinity.

D. G. Thompson, traffic manager of the Beech Creek Coal & Coke Co. of New York, was an end of the week visitor at Philadelphia, in connection with the business of the company and incidentally to call on some of his friends.

The United States collier, Albarenda, which collided with an Italian bark at Genoa, one day last week in the Mediterranean, suffered damages to the extent of \$2,000. She was taken by the Olympia to Gibraltar for necessary repairs.

W. H. Bradford, manager of the Spring Coal Co. at Philadelphia, is at present in North Carolina enjoying a rest in order to recuperate his health, which has not been very good of late. He is putting in most of his time hunting and fishing, that country abounding in game.

The Boyle Coal Co., of Butler, Pa., recently sold its mines and holdings at Hilliards, Pa., on the Pittsburg, Bessemer & Lake Erie railroad to a company composed of Harry Hamilton and James Hamilton, of Hilliards, Row & Miller, of Uniontown, and others. The price received was \$18,000.

The American Locomotive Co., which closed its coal contracts several months ago for its usual annual requirements, has notified the shippers that it desires these contracts to remain operative till December thirty-first, 1905, on the same terms, making a year and five months instead of one year, as specified in the agreement.

The stockholders of the Allegheny Coal Co., of Pittsburg, Pa., will shortly hold a meeting at Springdale, Pa., to complete arrangements for increasing the bonded indebtedness from \$300,000 to \$450,000. This move, it is stated, is for the purpose of paying off the present debt of the company and also the floating debt which was incurred during the accident which destroyed the mine workings and so many lives.

The Miller Coal Co. was recently incorporated to develop a large tract of coal land near Portage, Pa., which is underlaid with the celebrated Miller vein coal. This land formerly belonged to John C. Martin, who is interested in the company, and it is said has identified with it a number of prominent Pennsylvania soft coal operators. Contracts for sinking four shafts to a depth of about 375 feet to the Miller vein have been awarded. A large force of men is now at work and the project is well under way.

S. B. Elkins, Jr., general manager of sales of the West Virginia Coal Co., of New York, who spent Thanksgiving day with his parents in Washington, D. C., and from there proceeded to the company's mines at Morgantown, W. Va., returning to his headquarters in New York the middle of this week, much pleased with the better condition now prevailing in the coke market. He reports a considerable improvement in the demand and prices are also advanced to a more profitable basis, with a prospect these conditions will continue and show even greater gains.

The W. K. Niver Coal Co., of Baltimore, which for some time past has had its New York offices in the Park Row building, with John B. McDonald in charge, has now established headquarters on its own account at 100 Broadway, occupying rooms 916 to 917 on the ninth floor. Henry G. King, treasurer of the company, will be in charge of the office. This company operates the Pen Mar big vein Cumberland coal mine, besides producing other steam, splint and gas coals. It has two large contracts in this market, which are the New Haven railroad and the Interborough road.

C. C. Preston, of the Preston Coal Mining Co., of Pittsburg, Pa., spent several days last week in New York, calling upon several concerns in the coal trade in the interest of his company. The Preston Coal Mining Co. owns some valuable operations in Cambria county, Pa., which it is now operating. Though it is among the more recent operators in this field, the company has developed a considerable tonnage which it is sending to the tidewater markets. One of the newly opened mines is now being equipped with modern machinery and will shortly be in working order, giving the company considerable more coal to ship.

A contract was awarded last week to a New York company for the construction of the New York, Pennsylvania & Southwestern railroad, a line between Binghamton, N. Y., and Williamsport, Pa., a distance of 116 miles. This proposed road will connect with the Delaware & Hudson, the Erie, the Delaware, Lackawanna & Western, the Reading, the Lehigh Valley, and the Pennsylvania railroads. It shortens the distance between Pittsburg and the west, to Boston and the New England states by more than 130 miles and also opens up more anthracite coal territory in the Bernice field. The cost of the road and equipment is estimated at \$4,500,000.

Lucien Hill, New York manager of the United Coal Co., who just returned from a business trip of two weeks in Canada, left on Saturday last for Philadelphia and Somerset county, Pa., in the interest of the company, to be gone about a week. Mr. Hill is looking after some of the individual interests in the Jenner-Quemahoming Coal Co., which recently

acquired 3,000 acres of land in Somerset county, carrying the Quemahoming coal. As that company is now pushing the development of its mines in order to procure a large tonnage for shipment to the tidewater markets, as early as possible, he is devoting considerable of his time in connection with the proposition.

E. L. Morris, with Madeira, Hill & Co., at New York, who met with a very painful accident about a month ago, is again around and able to attend to his duties, having fully recovered from the injury. Mr. Morris, in attempting to get aboard a trolley car on west Broadway, was thrown by the car starting suddenly before he had both feet firmly on the running board of the car, which resulted in one of his legs being badly bruised at the ankle and the flesh lacerated to the bone. A blood abscess later caused him great pain and annoyance, delaying his recovery. His strong physical condition, which has always stood him in good stead, helped him very materially through the difficulty.

The Baltimore & Ohio railroad which formerly sent out all bills of lading and reports of coal arriving at New York harbor from its Whitehall street office, has established a messenger service for the transmission of this information between St. George, S. I., and the coal shippers in New York. P. H. Cassidy, superintendent of transportation, who formerly had charge of this work in the New York offices, is now located at St. George and will attend to these duties from there. George J. Brown, his assistant, remains in the Whitehall offices of the company. This messenger system is similar to that employed by the Pennsylvania railroad from South Amboy for many years and shippers over the St. George piers are watching closely as to its probable success over the old arrangement.

Walter T. Moore, manager of the Lowell Coal Co., of Lowell, Mass., who through constant worry over financial difficulties, killed himself on Tuesday of last week at his summer home at Amherst, N. H., was for years one of the active coal men in that territory. During the coal strike two years ago he organized a combination of coal firms known as the Lowell Coal Co., but the venture was not wholly successful and financial troubles culminated several days prior to his death when an attachment for \$35,000 was filed against the concern. At the time that he arrived at his farm at Amherst and took his life, a meeting of the creditors and directors of the company was being held at Lowell. His friends and associates were greatly shocked to learn of the sad death, which was entirely unexpected, he having lived practically his entire life in Lowell, occupying with his wife a beautiful residence apparently in peace of mind. His action is a mystery to his friends. Mr. Moore was forty-seven years old and was formerly senior partner in the Moore & Bennett Coal Co.

The coal situation at the Virginia cape ports shows little change from conditions that have prevailed there for several weeks past. The car shortage, and restrictions placed on equipment, by the Chesapeake & Ohio railroad, are still effective, while the service of the Norfolk & Western is no better, due to a lack of motive power. This is causing some curtailment of shipments coastwise, but the great difficulty at this time is the inadequate supply of coal arriving at the shipping ports from day to day to take care of the vessels chartered and waiting, which are frequently delayed from one to two weeks. These charters in volume of tonnage represent about four times the amount of coal available on docks. While it is true that many charters are being made to take advantage of the low ocean freights, it is also a fact that the needs of the trade in the east are increased and of a more urgent character, requiring more coal for present demands than is going forward. It is not likely, however, that the situation will show any change for some time and may be worse before it is better, the railroads preferring to send the larger proportion of the tonnage to line and western points where the markets are now quite active and more profitable to both the producers and railroads. Unless the transportation situation can be relieved in the meantime, consignments from the two lower ports can not show any material increase for at least several weeks to come.

Under date of November twenty-second the Pennsylvania railroad issued from the office of the superintendent at Cresson, Pa., the announcement that after midnight of that day an embargo would be placed on shipments of all coal over the Cambria and Clearfield division, to points on or via the New York, New Haven & Hartford railroad, in all kinds of cars. The only exception is supply coal for the New Haven road loaded in its own or individual equipment. Shipments loaded after midnight of the twenty-second will not be moved from the mines until further notice. It was thought that the Pennsylvania was emerging from an inefficient car situation a week or two ago, when the embargo upon New England shipments all-rail was withdrawn, but it now appears that the situation is not improved in the Pittsburg field, where large numbers of loaded cars of steel and coal are congesting traffic. It is not likely that the service will improve much in the near future. With the increased demand for coal from the east, along the line of the New Haven road, due to the more active conditions, shippers are feeling this restriction quite severely and in some instances are obliged to cancel old orders and refuse new business offered, where prompt delivery is required, for the lack of available cars. Some relief may be obtained by the arrangement recently made between the Baltimore & Ohio and Reading railroads, to each supply fifty per cent of the necessary cars for this business, though the former road has not a full equipment at this time, and the Reading prefers tidewater shipments. This trade is not likely to get service, even from this source, adequate to the demands. A larger proportion of this trade is thought, however, to be going forward by water over the Port Reading piers, which are handling fully sixty per cent of the Baltimore & Ohio tonnage in New York harbor owing to its better car supply and the preference, shown by shippers, to this port, on account of its superior facilities.

Talks in the Field of the Retail Dealer.

Written for The Black Diamond.

There is one thing the retail dealer should give his most prompt attention and careful consideration during the month of December and the remainder of the winter, and that is the keeping up of his stock of coal so that he will always be in a position to fill orders as they come to him.

Small dealers lose more customers through the fact that they do not have coal on hand when it is required than from any other cause.

The man who keeps his stock up to a point where he can fill all orders is the one who gets customers which the other fellow loses.

I was in a coal office the other day and a customer came in and ordered a ton of chestnut anthracite.

"I am sorry," said the dealer, "that I haven't the coal on hand now, but I have a car ordered and it ought to be here by the first of next week. Let me have your order for a ton and as soon as it arrives I will see that it is filled."

What do you think of a retail dealer who could not supply an order for a ton of anthracite in November?

I think he is shiftless and that he does not deserve to meet with success.

There is no other line of business in which a retail merchant expects to retain his customers unless he carries a stock of goods on hand.

If you were to call at a department store and order a suit of underwear and they were to tell you that they were just out, but had ordered additional suits and would supply you as soon as they arrived, you would think they were crazy.

The same opinion ought to hold true of the retail coal merchant.

If he does not carry coal in stock when it is wanted, he either must be crazy or shiftless, and for the life of me I do not see how he can expect to do business and to hold his customers.

I have known of cases, and they have come under my personal observation, where the dealer has been out of coal in the middle of the winter for two weeks and where he has been unable to fill an order during that period of time.

Have Heard of Dealers Out of Coal in Winter.

Customers have called upon him and have made demands for coal and, being unable to furnish it, they have, quite naturally, gone to one of his competitors, with the result that their trade has been transferred to the latter and the dealer has lost a customer.

These cases have not occurred once in a great while, but have been quite general in some communities. There is no excuse for such a condition of affairs.

I know dealers will say when they read this that it was the fault of the railroads that they did not have coal in stock when they needed it.

This is no excuse whatever.

Every year conditions as to transportation are almost the same.

From the first of December to the first of April it will take anywhere from one to two months to get the coal from the mine to dealers' yards, depending upon the distance of the latter from the mine shipping the coal.

Knowing these things and knowing that his customers will call for about a certain tonnage, the retail dealer ought to be forehanded enough to place his orders in time so that the coal would reach him.

If he would do this he would never be without a supply and could take care of all his customers at all times.

I know that some of the dealers who work on a small capital will claim that they haven't sufficient money to keep as large a stock of coal on hand as they need.

There is a point right here that I wish to make which I believe is an important one.

A legitimate dealer can always secure financial favors from his local bank, if he is honest and square, so that he can meet all his accounts with the shipping companies and there will be no obstacle to his securing a stock of coal.

Many banks operating in the smaller towns will advance him money to pay for coal on the invoice; or upon the invoice and bill of lading to pay for both the coal and the freight at a small rate of interest.

Retail dealers generally do not take advantage of their banks to the extent they ought. They seem to be fearful that if they ask a favor it will not be extended to them.

Ask Favors From Your Local Banks When Necessary.

In many instances the contrary is true. This is particularly so where a man has a reputation for honorable business dealing, because the bank must loan its funds and make money on such loans in order to pay interest to its depositors.

A local bank would prefer to loan money to a legitimate merchant who is known to them and who has all his interests in that locality and will not move away or attempt to defraud them.

Take advantage of this, Mr. Coal Merchant, and you will find that your business will be increased; that the bank will think well of you; that after the first favor has been extended to you it will be much easier to obtain those to follow and that your business will prosper greatly and much more rapidly than it will if you do not carry a complete stock and are not able to supply coal when your customers need it.

Looking at the matter in this light, there is no excuse why a retail coal dealer should not keep his stock up to all requirements of his customers throughout the entire winter.

I referred slightly to the matter of keeping a tonnage of coal on hand even though it were not demanded at the moment.

There is no dealer but who keeps in close touch with his business to such an extent that he knows the amount of coal he sold the year before,

both bituminous and anthracite. If his sales this year from April first to December first have amounted to 600 tons of anthracite and 1,500 tons of bituminous coal, whereas a year ago they amounted to 1,000 tons of anthracite and 2,500 tons of bituminous for the entire year, he is reasonably safe in assuming that without any increase in business there will be a demand on him for 400 tons more of anthracite and 1,000 tons of bituminous coal than he has sold to date.

To protect himself against any possible shortage he should see to it immediately that he takes in or has in stock at least 200 tons of anthracite and 500 tons of bituminous coal, so that he will have a supply to draw upon.

And when this stock has been two-thirds moved out he should see to it that other coal to supply the further requirements of his customers is not only ordered, but has left the mine and is on the way to his yard.

Takes Very Few Chances by Having Very Good Stock.

On such a proposition as this he is taking very few chances.

Even though the weather should be mild during the winter, there will be a fair consumption of coal and all that he has ordered and all he has on the way to his yard will be in demand.

I have confined my talk along these lines to the present situation only.

The man who is forehanded in keeping a supply of coal in his retail yard will not only be able to retain his customers, but he stands a chance of making a big profit on this stock.

We all know what the conditions were during the strike of 1902; how coal depreciated in value and the dealer who had stocked up in May was enabled to make a profit of from 50 to 100 per cent above that which he formerly made.

There is always a chance of such a speculative profit being made.

This winter we are certain to be troubled with a shortage of cars which will make it impossible for the careless and negligent dealer to accumulate stock later in the season.

There will be many coal famines in the smaller communities.

The merchant who has stock on hand can take advantage of this and secure good prices.

There are many circumstances of this character arising, that make it advisable to accumulate a little more coal than you will sell.

The moral of these arguments is found in the principle of keeping the coal stock up to such a point that it is slightly in advance of the requirements of your trade.

Do this, and you will have no trouble.

THE YARD MANAGER.

Prevailing Wagon Prices at Chicago.

ANTHRACITE.		Per ton.
		Dealers' Wagons.
Grate		\$6.50
Stove		6.75
Chestnut		6.75
Egg		6.75
BITUMINOUS.		
ILLINOIS COALS.		
Wilmington chunks		\$3.50
New Kentucky lump and egg		3.50
Cartersville stove, washed No. 1		3.75
Shellbark lump, egg and nut		3.50
Shellbark, No. 1 washed		3.75
Shellbark, No. 2 washed		3.50
Cartersville nut, washed, No. 2		3.50
Westville-Danville domestic lump		3.00
Danville lump		3.00
Staunton lump		3.00
Springfield lump		3.00
Muddy Valley lump		3.00
INDIANA COALS.		
Brazil block		\$3.75
Greene County lump and egg		3.00
Sullivan County lump and egg		3.00
Linton lump and egg		3.00
Mecca lump		3.25
Vigo and Clinton third vein		3.00
Northern Indiana lump		3.00
OHIO COALS.		
Hocking domestic lump		\$4.00
Hocking domestic nut		3.50
Jackson Hill and Wellston		5.00
Palmyra		5.00
PENNSYLVANIA COALS.		
Cannel lump		\$6.50
Blossburg smithing		4.50
Lilly smithing		4.50
Cambria smithing		4.50
WEST VIRGINIA COALS.		
Kanawha splint		\$4.25
Black Band		4.75

Western Retail Notes.

John Schoun is a new dealer at Duncan, Iowa.

Topeka, Kan., has not yet signed a contract for supplying the city with coal.

"Doc" Junk, of Rio, Ill., has moved to Galesburg, Ill., where he will engage in the coal business.

John A. Olson, of Litchville, N. D., has sold his coal business at that place to the Sullivan Lumber Co.

Moore & Schneider, of Humboldt, Iowa, recently sold their coal business to Ellsworth Morse, of that place.

Munton & Ambrose, of Boyle Heights, Cal., recently sold their coal and wood yard at that place to Kendrick & Garner.

H. C. Munsell, of Memphis, Mo., recently opened a coal office in that city and all orders will receive prompt attention.

The Duluth Elevator Co., Duluth, Minn., has built a coal shed on its elevator site and will handle all kinds of fuel at retail.

Isaac Walton, of Fairbury, Ill., has opened up adequate coal yards in that city and has stored coal enough to meet heavy demands.

Davis, Way & Co. have an up-to-date coal yard at Knoxville, Tenn., where they are selling all grades of anthracite and bituminous coal.

W. A. Whitsell, of Hamilton, Mo., has sold his dray and coal business to Jake Hochstedler and Joe Smith, who have recently taken charge.

The Bagley Elevator Co., of Orient, S. D., recently put in a large coal shed on the south end of its elevator in Orient, and will deal in coal.

It is stated that no increase in anthracite prices at Detroit, Mich., is in sight, and that from present indications this coal will remain at \$7.00 per ton for some time.

C. A. Gale, of Bloomington, Ill., recently sold his coal business to a gentleman of Danville, Ill., but will not turn the business over to the new owner until January first.

Retail coal dealers at Milwaukee, Wis., have made a reduction in the price of No. 2 chestnut coal and it is being sold there at \$6.00 per ton, which is a reduction of fifty cents.

It is stated that coal at Appleton, Wis., has been cheaper for some time than in neighboring cities. At present it is delivered at \$8.00 retail. In adjacent cities it sells for \$8.50.

The Gough Grain & Coal Co. was recently incorporated at Kansas City, Mo., with an authorized capital of \$17,000. The incorporators are Thomas L. Gough, W. Mort Gough and Emery B. Bruce.

Coal dealers at La Crosse, Wis., report a steady demand for coal all the fall. The mild weather has not caused any flurry, but the men and teams have been able to keep busy all of the time.

The Gibson Coal Co., of Des Moines, Iowa, recently opened a new yard and office at Fourth and Market streets, that city, along the Rock Island tracks and will deliver coal direct from the yard, weighing it on scales there.

The Farmers' Shipping Association, the Atlas Elevator Co. and G. W. Van Dusen & Co., three well-known coal firms of Volga, S. D., have sent out notices to the effect that they will do business on a strictly cash basis hereafter.

County commissioners of Sioux Falls, S. D., recently opened bids for furnishing of coal to the county buildings and the contract was awarded to the Coöperative Coal Co., which will furnish the commodity at \$4.44 per ton.

The board of water commissioners of Minneapolis, Minn., recently closed a contract to furnish soft coal to the city waterworks at \$2.95 per ton, against \$3.70 for last year. The contract is divided between Pickands, Mather & Co. and F. B. Spear & Sons.

The People's Coal & Mining Co., of 120 Broadway, Quincy, Ill., successors to E. W. Trowbridge, which has been engaged in opening new mines at Tice, Ill., recently received its first shipment of coal for the local trade. The coal is said to be of good quality.

The McDonald Creek Coal Co., of Lewistown, Mont., recently changed its name to the Lewistown Coal Co., with headquarters in the rear of the Delzell Drug Co. store. In order to introduce its coal to the people of Lewistown, this firm offers for the next thirty days to sell nut coal at \$4.50 per ton.

City officials of Milwaukee, Wis., recently awarded the contract for supplying 100 tons of No. 2 chestnut coal to the city, to Cox Bros. & Co., Inc., at \$4.80 per ton. The Kanawha Fuel Co. will furnish fifty tons of Pocahontas at \$3.78 per ton, both lots being delivered to the west side natatorium.

The bid of the Washburn Lignite Coal Co., Fargo, N. D., for furnishing the county commissioners with lignite for the ensuing year, was accepted. The amount mentioned is \$3.25 per ton delivered. The firm of D. McInnes was awarded the contract for furnishing anthracite to the county at \$10.00 per ton delivered.

The coal property at the northeast corner of the Pere Marquette tracks at Grand Rapids, Mich., was recently sold to Leroy Smith, of Ionia, Mich., for \$3,500 and work is to be begun immediately on sheds, office buildings, etc., which are to be completed as speedily as possible. The improvements will cost in the neighborhood of \$5,000.

Detectives of the Northwestern railroad at Tama, Iowa, have just unearthed a systematic method of stealing coal by the company's employees. They

have found that for a long time, perhaps years, these employes have been burning the company's fuel. No less than 300 tons of coal have been stolen within the past year. The exposure has created a sensation.

Eastern Retail Notes

R. R. DeHaven, the oldest coal merchant in Norristown, Pa., aged sixty-eight years, died recently.

E. Davenport, of Delanson, N. Y., has taken charge of the Delaware and Hudson coal business at that place.

Richard Watts, a colored coal dealer of Washington, D. C., has been found guilty of selling short weight coal, four charges having been preferred against him.

Burglars at Lynn, Mass., recently broke into the coal offices of the Breck Coal Co., Nehemiah Lee and Reed & Costolo and did considerable damage, but only secured a small amount of money.

Len Woodbury Dodge, an employe of Holden & Sons, wholesale coal dealers of Utica, N. Y., for the past thirty-five years, passed away recently at his home in that city. He was one of the prominent citizens.

The large coal sheds of the Central Canada Coal Co. at Brockville, Ont., were recently destroyed by fire. It is stated that the loss will be heavy. It is insured for \$2,500, which it is believed will cover about half the loss.

Harry M. Hall, a prominent coal and wood merchant of Columbia, Pa., for the past fifteen years, has disposed of his business at that place and will retire. Harry W. Daron is the purchaser, and he will shortly assume full charge of the yard.

A. Royal Guest, a coal dealer of New York, N. Y., who secured a verdict of \$12,500 against Clarence L. Lowther last February for the alienation of his wife's affections, has in turn been sued by his wife to recover \$2,157 which she claims to have loaned him about three years ago.

It is stated that the real cause of the embarrassment of the Lowell Coal Co., Lowell, Mass., is the low price at which this company has sold its coal to Lowell people. During the great famine of two years ago, this company is said to have sold its coal at cost.

The coal elevator of the Montreal Gas Co., Montreal, Canada, was partially destroyed by fire recently. The gas works had a narrow escape. There were no accidents. The damage could not be estimated, but it is thought will not amount to a great deal. The cause of the fire is unknown.

Charles F. Anthony, treasurer of the Eastern Coal Co., Providence, R. I., recently tendered his resignation and will be succeeded by L. H. Monks, a prominent coal man of Boston. It is stated that Mr. Anthony will assume charge of the new coal yards about to be opened on Hill's wharf in Providence, by Curran & Burton, of Boston, for the sale of their Pocahontas and other coals.

Walter T. Moore, manager of the Lowell Coal Co., Lowell, Mass., committed suicide at his summer home in Amherst, N. H., recently, the cause assigned being worry over financial difficulties. The firm of which he was manager was to have met a committee of creditors at Lowell at the same time that death came to him. Mr. Moore had spent practically his entire life in Lowell.

It is stated that coal dealers of Baltimore, Md., will advance the price of all grades of anthracite coal there within a few days, making a raise of fifty cents per ton since October, at which time the price was advanced twenty-five cents. It is stated that this is the usual winter advance and as the law of Maryland compels the dealer to give 2,240 pounds of coal to the ton, the advance is not deemed excessive.

John Shelby, a coal dealer of Philadelphia, Pa., in attempting to dispose of an alleged short weight load of coal to a woman, was detected and arrested. He delivered the coal in a delivery wagon with a false bottom, it is said, and when it was dumped into the cellar the woman became suspicious and held on to the driver until a policeman came to her assistance. The load of coal was found to weigh less than half a ton.

A swindler has been operating among the coal trade of York, Pa., and the victims have been so numerous that the detective force of the city has been called upon. The method of the swindler, who used the name of Smith, was to enter the office of a coal firm and order a ton of coal to be sent to a certain address. He would then give his check for \$14.50, requesting that the merchant take out the price of the coal, \$4.75, and give him the remainder in cash. The name of a well-known contractor was used on the checks and he has pronounced them forgeries.

Southern Retail Notes.

The price of coal has advanced at Fort Worth, Tex., at the rate of fifty cents per ton and coal is now selling at \$7.50.

Coal prices have taken another jump at Lexington, Ky., which is due partly to the prices being advanced at the mines. The supply is running short and it is expected that another advance will be made in a few weeks.

The coal dealers of Fort Smith, Ark., are complaining about the promiscuous coal business indulged in at that point by persons not in the business regularly. They have petitioned the council to place a license on the sale of coal so that the dealers who are legitimate will be protected.

The Savannah Electric Co., of Savannah, Ga., has just completed a new storage yard for coal next to the power house. The yard has a capacity of about 2,000 tons and was built as a result of the large contract which the company recently made with the Dixon Lumber Co., of Savannah, for a year's supply of coal.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Sackett Coal Co., of Uniontown, Pa., broke ground recently for fifty new coke ovens.

A large plant for the manufacture of briquettes will shortly be located at Dickson City, Pa.

The Mohican Coal Co. was recently incorporated at Philadelphia, Pa., with an authorized capital of \$15,000.

The Rich Hill Coal Co., of Uniontown, Pa., recently broke ground for forty-four coke ovens at that place.

The Calder Brick & Coal Co. was recently incorporated at Cameron, Pa., with an authorized capital of \$100,000.

The Indiana Coal & Coke Co. was recently incorporated at Washington, D. C., with an authorized capital of \$400,000. The incorporators are H. Clay Campbell, Charles W. Embrey and Ralph E. Campbell.

The J. C. Martin Coal Co., of Philadelphia, Pa., which owns a large coal tract near Portage, Pa., will shortly sink four shafts on its property there. The work involves an outlay of \$90,000. The shafts will have a depth of 375 feet each.

The Interstate Drilling Co. was recently incorporated at Grafton, W. Va., with an authorized capital of \$10,000. The incorporators are L. F. McGrath, G. T. Beckwith, T. E. Sproul and Arthur Cobb, of Cleveland, Ohio, and F. M. Sproul, of Huron, Ohio.

Slattery Bros., of Tuscarora, Pa., will shortly open a new colliery on Sharp Mountain near Palo Alto, Pa. They have leased the mineral right from J. Dundas Lippincott, of Philadelphia, S. H. Kaercher, A. B. Cochran & Son and others, of Pottsville, Pa.

The Pittsburgh Wabash Gas & Coal Co., of Charleroi, Pa., recently organized to operate in territory along the Wabash railroad. The company is capitalized at \$200,000 and the officers are Theodore J. Allen, Charleroi, president; R. L. Biddle, Donora, secretary.

General Eastern Coal and Coke Notes.

It is expected that the New England coal market will be invaded this winter by Pennsylvania bituminous coal as a result of a readjustment of freight rates by the New York Central railroad, which is anticipated.

The Pittsburgh Coal Co., of Pittsburgh, Pa., recently advanced $4\frac{3}{8}$ points in the price of Pittsburgh Coal common on the Pittsburgh stock exchange. President Robbins of the company says that the cause was the buying on a New York order.

The company store of the Jamison Coal & Coke Co., of Greensburg, Pa., was recently burglarized and \$15 in money taken and over \$200 in jewelry,

cutlery and revolvers secured. Several clerks sleep in the building, but were not awakened.

The Pittsburgh Coal Co., of Pittsburgh, Pa., recently leased the seven coal mines along the West Side Belt Line acquired from the Wabash Railroad company. The mines will be operated on a 40 year lease but the amount of royalty paid to the railroad company is not known.

The shipments of coal and coke over the Baltimore & Ohio railroad for the eight months ending August thirty-first aggregated 15,025,026 tons, as compared with 15,354,446 tons in the corresponding period of 1903. It is expected that the figures for September and October will show a corresponding advance.

The fire at the Enterprise mine in the vicinity of Shamokin, which was recently reported to have been extinguished, has again broken out with greater fury than ever and Pennsylvania officials are greatly alarmed over the number of cave-ins it has caused thus far, some of which are something like fifteen feet deep.

H. B. Curtis, A. J. Lovejoy and William M. Kimball, of Rockford, Ill., recently made a trip to Madisonville, Ky., for the purpose of looking over the Oregon and Kentucky coal fields. Alderman Kimball is very deeply interested in the fields in this vicinity and Mr. Curtis also has a large interest in the properties.

Superintendent Downing, of the Dorothy works of the H. C. Frick Coke Co. at Greensburg, Pa., received orders to fire all the ovens at that point and run them full. It is also stated that the other plants of the company in the Latrobe district will shortly resume operations. Other works are increasing ovens and putting on more men.

Differences between anthracite coal miners and their employers were again discussed at a recent meeting held in New York city. On the question of the sliding scale the miners contended that the amount should be based on the gross supply due each miner before the reduction of his supplies. The points brought up were taken under advisement.

An English syndicate, headed by Messrs. Mayhew and Leech, recently purchased the properties of the Cape Breton Coal, Iron & Railway Co. at Cochranes Lake, Ont., and will begin the work of developing the property by the construction of a branch railway to tap the Sydney and Louisburg road and also of a branch and shipping pier at Louisburg, Ont.

Bids were recently opened at the Navy Department at Washington,

COAL AND COKE ANALYSES

MAX D. SLIMMER, Ph. D.
357 Dearborn Street, CHICAGO

Heat Value (B. T. U.)	-	\$4 00
Sulphur	-	1 25
Fixed and Vol. Carbon	-	1 50
Ash	-	0 75
Moisture	-	No Charge

WRITE FOR SPECIAL CONTRACT RATES

Delaware, Lackawanna & Western Railroad Co.

MINES AND CARRIES TO MARKET

SCRANTON COAL

S. C. SCHENCK, Agt.

Shipments "All Rail," and from yards and docks at Chicago and Toledo.

Soft Coal Department: BLACK BAND
Mined in West Virginia.

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Literary Notes.

The *Review of Reviews* for December presents a series of contributed articles of unusual variety and interest. Walter Wellman writes on "The United States and the World's Peace Movement." Winthrop L. Marvin describes the work of the Merchant Marine Commission, appointed during the last session of congress to investigate American shipping conditions in our great ports. The four "men of the month" chosen as the subjects for character sketches are Chief Engineer William Barclay Parsons, of the New York Rapid Transit Commission; President David Rowland Francis, of the Louisiana Purchase Exposition; Chairman George B. Cortelyou, of the Republican National Committee, and Governor-elect William L. Douglas, of Massachusetts. William C. Edgar gives an interesting account of the Ojibway Indians' play of "Hiawatha," as presented at Desbarats, Ontario, on the shores of Georgian bay; the article is illustrated from photographs of the Indian players in costume. Clarence H. Poe tells the story of the remarkable rejuvenation of rural North Carolina, illustrating his article with pictures showing the great advance in the educational appliances provided by the state for both whites and blacks. "The Hawaiian Sugar Product" is the title of a valuable illustrated article by Lewis R. Freeman. W. J. Henderson, the well-known musical critic, contributes a forecast of the musical season in New York, just opening, with portraits of the conductors and several of the most famous stars. H. M. Suter outlines the work of the American Forestry Congress to be held at Washington in January. Ernest Knauff contributes an article entitled "Modern Picture-Book Children," in which he sets forth the characteristics of the new group of illustrators of childhood who are now claiming so much attention in the illustrated magazines. There is a brief account of the trials of the New York Central's electric locomotive at Schenectady last month, with two very interesting illustrations from photographs. "What Port Arthur Means to Japan" is clearly set forth by Adachi Kinnoy, with a map of Port Arthur and its surrounding defenses. Fifteen pages in this number are devoted to the season's new books, including portraits of many of the authors and other illustrations. In the editorial department, "The Progress of the World," there is a full discussion of the results of the elections, of the North Sea episode and its bearings on Anglo-Russian relations, of the latest developments in the far East, and various other matters of international interest.

The spirit of Christmas invades the editorial sanctum long before December comes, and the Christmas magazines celebrate the holiday season with a specially liberal literary and artistic menu. Among the Christmas magazines *The Booklovers* will take a foremost place. It contains a varied and attractive array of literary contributions, and an unusual quantity of brilliant and artistic illustrations, many of them in color and tint. Pastor Charles Wagner, the apostle of the simple life, opens the December number with a brief "Christmas Message," written in French, and translated by Mary Bacon. It is a singularly fresh and unconventional treatment of an almost hackbare subject, a paean of praise on the beauty of the "mother-spirit" that at

Continued on Page 1226.

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Southern Coal and Coke Notes.

New Southern Enterprises.

The Kimberly Coal Co. was recently incorporated at Knoxville, Tenn., with an authorized capital stock of \$30,000. The incorporators are J. K. Griffin, E. F. Wiley, B. A. Morton, Hugh L. McClurg and L. M. G. Baker.

The Kentucky River Coal Co. was recently organized at Louisville, Ky., with an authorized capital of \$20,000, divided into shares of \$100 each. The incorporators are A. G. Ronald, J. T. Richards and S. G. Connaughton.

The Wender Blue Gem Coal Co. was recently incorporated at Frankfort, Ky., with an authorized capital of \$15,000. The incorporators of the new company are Norris and S. A. Wender and J. M. Lopinsky, of Jellico, Ky.

The Nauvoo Coal Co. was recently organized at Birmingham, Ala., with an authorized capital of \$35,000. The officers and members of the new company are N. A. McGhee, L. Walton, G. M. Bowers, F. M. Jackson, C. P. Gilliam and D. A. McGhee.

Robert T. Baugh, of Huntsville, Ala., is making arrangements to open a large coal mine near Gadsden, Ala., where he has discovered a thirty-inch vein of coal that he claims will be the best ever put on the market at that point.

The Arkansas Black Diamond Coal Co., of Fort Smith, Ark., was recently organized there with an authorized capital of \$100,000. The incorporators are J. R. Brown, president; Loverick P. Miles, E. L. Matlock, W. R. Hunt, W. J. Echols, directors; C. E. Spcer, W. H. H. Shibley and R. J. Miller.

Allen Bivins, of Brookside, Ala., recently leased his coal property, consisting of 160 acres, in the vicinity of Brookside to a Mr. Murray and associates, who will shortly begin development, paying Mr. Bivins six cents royalty per ton for all coal dug. The land is said to be one of the best tracts in that district.

General Southern Coal and Coke Notes.

A coal chute containing 6,000 tons of soft coal is burning at the Illinois Central shops at Memphis, Tenn. The fire is thought to have been caused by spontaneous combustion.

O. T. Koonce has purchased the interest of E. D. Ball in the Magnolia Coal & Mining Co., at Corydon, Ky., for \$20,000, giving him complete ownership of the property.

W. H. Crump, Ashland, Ky., has been appointed master of transportation of the Monongahela River Consolidated Coal & Coke Co., of Ashland, Ky., to succeed Capt. Hugh Moren, who recently resigned.

G. B. McCormack and Erskine Ramsay, of Birmingham, Ala., recently

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Trade Mark.

purchased from the Gamble heirs of Walker county, something like 5,000 acres of coal lands. The Gamble mines have a capacity of 750 tons per day. The purchasers own a number of other properties in that state which they are developing.

The Reneicke Coal Mining Co., of Madisonville, Ky., recently suffered a very heavy loss in the burning of its machine shops and engine houses. Many of the miners were left at the bottom of the shaft for several hours, as the engines could not be operated to take them to the top, but there was no loss of life. The loss was partly covered by insurance.

Lieutenant Sturdevant, U. S. N., in command of the naval sanitarium at Fort Stanton, N. M., recently discovered an unusually fine vein of cannel coal in that vicinity and he will take steps to have the property developed by a number of capitalists from Wilkesbarre, Pa. He already has permission to operate the mine for a year, and if the operation proves a success the federal authorities will claim a royalty.

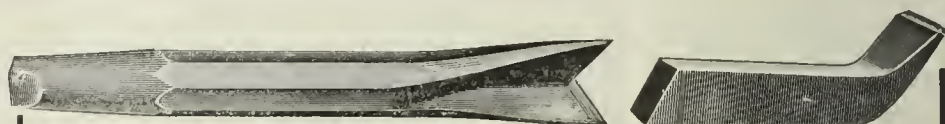
The properties of the West Pratt Coal Co., at Birmingham, Ala., have changed hands, the consideration being \$100,000. R. R. Stobert and Tom Stobert, the former owners, have sold their interests to Henry B. Clay and W. H. Soper. The company has been reorganized with the following officers: H. B. Gray, president; W. H. Soper, vice-president and general manager; John D. Elliott, secretary and treasurer.

The Arizona & Colorado Railroad Co., recently organized at Tucson, Ariz., with an authorized capital of \$5,000,000 for the purpose of building a railroad from Clifton to Durango, Colo., it is said, will embrace more than 650 miles of track. One object in building this road, it is stated, is to reach the coal fields of western New Mexico where the company has acquired 20,000 acres of the best coal land in that field, which will be developed as soon as it has a railroad outlet.

Supt. W. S. Lang, of the Tennessee Coal Co., in charge of its mines at Blocton, Ala., was recently shot from ambush at that place. The shot took effect in the hip and the wounded man was taken by special train to Birmingham and placed in a hospital. There had been some trouble with the strikers at the mines at that point, and Superintendent Lang went to investigate the matter and effect an arrest, if possible. T. C. Williamson, a guard at the Blocton mines of this company, was also ambushed a short distance from Blocton, the shooting supposed to have been done by a negro, concealed in a house nearby. The Tennessee Coal & Iron Co. directors have offered \$5,000 for information which will lead to the arrest and conviction of the striker who shot Superintendent Lang, of the Blocton mine.

LITERARY NOTES—Continued.

Christmastide, at least, is universal and powerful in its appeal to the best in human nature. One of the most interesting papers in the December number is that by Burriss Gahan on "The Real Australia," being the first of a series of three papers on the island continent. In this article Mr. Gahan introduces the reader to "the land and the people" in that country of opposites, and describes and corrects those first impressions of the traveler which are so apt to be false and misleading. Waldemar Kaempffert, whose article on "The Life History of a Star" in a recent number attracted much attention, contributes a striking illustrated paper on "What We Know About the Moon." The Russo-Japanese war has seen the decline and fall of the "war correspondent." Frederic W. Unger, himself a correspondent of note, utters a strong protest against the elimination of "the representative of civilization," in a paper entitled, "The War Correspondent's Future." Professor William Lyon Phelps, of Yale, contributes a most entertaining article on "Germany's Greatest Actor," Ernst von Possart, who is now the director of the Royal Theaters of Munich. "The Passing of the American Forest" is the title of W. Frank McClure's illustrated article descriptive of "the lumber Jack at his work." Rev. Dr. Henry A. Stinson, in writing about "The Novels of Rene Bazin," points to a French novelist who is not merely *sans reproche*, but is worthy of study on account of literary and artistic gifts which his own countrymen have recognized in his recent election to the French Academy. Julia Ellen Rogers' contribution on "Harvest-Time in a Cranberry Bog," is finely illustrated and shows the extent to which a hitherto somewhat desultory industry is being systematized and put upon a paying commercial basis. The art section of the Christmas number is unusually beautiful. The eight brilliant color pictures, from originals in the collection of Mr. Felix Isman, of Philadelphia, include pictures by J. G. Brown, Gerome, Chelminski, Clays, L'hermitte, and Corot. Carl J. Becker's "Loose Leaves from an Artist's Sketch Book"—a series of pencil sketches—is descriptive and illustrative of Mr. Becker's many travels in foreign lands. The present article is the first of a series from Mr. Becker's pen and pencil and is appropriately entitled: "Some Christmas Reminiscences."



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THE BLACK DIAMOND

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General Review of the Markets.

Market conditions in the coal trade show little variation this week, depending almost wholly on weather conditions. Where there has been severe winter weather accompanied by snow and a lower temperature the demand for coal has increased and business is on a fairly satisfactory basis. In the west the winter has not yet been as severe as it is elsewhere, with the consequence that there is some accumulation of some descriptions of bituminous coal, and producers and shippers are not receiving the volume of new business that is to be expected at this season of the year. As is always the case the market will be on a weather basis for the next three or four months and will fluctuate with the mercury.

The eastern states seem to have been favored thus far the present consuming season with the most severe weather and business there is proportionately better than in some parts of the west. The early part of the week there was a snowstorm in New York and along the Atlantic coast which had a tendency to increase the consumption of coal and which has made many people believe that that part of the country would experience an "old-fashioned" winter. This storm had a stimulating effect on the trade and was followed by increasing activity in both the anthracite and bituminous demand.

In the west there was a snowstorm the latter part of last week, followed by lower temperatures on Saturday and Sunday, but since that time the temperature has been gradually moderating and demand for coal has fallen off in proportion. At this writing the demand at Chicago and St. Louis can be characterized as dull, with the latter city flooded with coal and prices almost as low as they have been at any time since the middle of last July, when they were at the very lowest point. At Chicago there was a surplus of some grades of western coal and prices were not on as satisfactory a basis as is usually experienced at this season of the year.

Transportation conditions throughout the country seem to be the source of most interest. In the eastern states most of the connecting lines with the New York, New Haven & Hartford railroad have placed an embargo on the latter rail line due to the congestion of traffic. This embargo applies to both anthracite and bituminous shipments and is being very rigidly enforced. New England territory which must depend upon this road for its supplies of all-rail coal is placed in a very bad position, especially where dealers and consumers have not taken in sufficient stocks to meet urgent requirements. The embargo was established as a result of a congestion of freight on the New Haven road, which is said to be very bad. Officials of the company, in discussing the situation, admit that the facilities of the road for handling freight traffic have been taxed to the utmost and say in this connection that every effort has been made to move "high grade" freight first, which means that coal shipments have been shunted to one side and have been given no attention. As a consequence it is probable there are a large number of loaded cars distributed over the system. At present there is no telling when the congestion will be relieved. An effort is being made to furnish some relief by diverting all-rail shipments to tidewater and transporting the coal coastwise as near to destination as possible, shipping it inland. At the best, very little relief can be afforded from this plan, and should the congestion continue on the principal New England rail line for any length of time, doubtless it would cause much annoyance, and perhaps, if the season proves to be a serious one, will be a source of some hardship.

Nearly all Eastern Main Line Roads are Short of Cars.

This is the principal difficulty encountered in moving the coal traffic of the eastern states, but nearly all of the main lines running to the principal consuming territory are short of cars, which is reducing the production of coal at the mines. This is not wholly an unmixed evil as it has been accompanied by a higher tendency of prices, especially on the higher grades for domestic consumption. On one of the leading main line roads out of Maryland and West Virginia, in addition to the shortage of cars, there is also a lack of sufficient motive power, which adds more complexities to the situation,

and may still further restrict the production of coal in that territory before the year is ended.

In the anthracite trade it is reported that the car shortage is also a factor of considerable importance. The embargo on the New Haven road is interfering with all-rail movement into New England territory. In the line trade there is a fair demand, but with many buyers it is a between season period and they will not be in the market until after the turn of the year, when it is expected that demand will show a substantial increase. Egg coal, which has been in over-supply in the eastern trade for several months is now in better demand and the market is showing an improvement. Stove and chestnut continue in short supply and much delay results in filling orders, some orders being held up two and three weeks before they are filled.

Transportation Situation in West Virginia Continues Bad.

In the West Virginia and western Pennsylvania trade there continues to be a shortage of cars and mines are working on part time only. The drouth in West Virginia is the source of much of this trouble. It has continued now for the past four months, and while there was a snowstorm in that territory this week, it did not raise the level of the streams to any great extent and its benefits have not yet been felt in the transportation situation. The leading main line roads out of West Virginia are running water supply trains in order to secure a sufficient quantity for their locomotives. The water continues to be strongly impregnated with chemicals, which is impairing the efficiency of the motive power on nearly all of the West Virginia railroads. This, of course, is delaying the movement of coal, many of the collieries working on less than half time because they are unable to get the coal hauled away from the mine after it is produced and loaded in cars.

With the close of the lake season it is hoped by all of the more important factors in the trade that the situation as to transportation will show an improvement. With most of the large producing companies, this week will witness the end of the lake forwarding season and more attention will then be given to the all-rail trade.

In the south the lack of sufficient water to constitute a navigable stage of the Monongahela and Ohio rivers continues to be a source of more or less trouble. Cincinnati is reported to have no more than a week's supply of river coal, while some of the other southern cities are almost wholly dependent upon all-rail receipts to meet current requirements. The snowstorm this week did not raise the stage of the rivers leading to the south to any important extent and the outlook for a resumption of navigation to the important markets seems to be about as hopeless as at any time since the drouth commenced.

In the western bituminous trade there has been severer weather in Missouri river territory, which has resulted in an increased demand and better prices at wholesale. In the Chicago and St. Louis markets, however, the price situation has shown very little, if any, improvement. As a matter of fact, the supply of coal at the latter point has been excessive and wholesale prices have been sacrificed in very many instances in order to move the product on track. In Chicago some grades of domestic coal have been in slight request, with prices on a very low basis for this season of the year. The northwest demand continues fair, owing to the colder weather which prevails in that territory, but dealers have not commenced placing reorders and the volume of business is far from satisfactory, considering the dull summer that was experienced.

In the western anthracite trade orders coming forward are mostly for single earlots or for a small number of cars. The trade is buying on a hand-to-mouth basis and the volume of business, while in the aggregate fairly large, is not what was expected. The season for lake shipments will probably end Saturday night and comparatively few cargoes have gone forward during the week. The absence of freezing weather, however, has enabled shippers to move some belated coal which may be needed before next spring. In the coke trade there continues to be much activity with prices holding to a firm basis at the recent advances.

Reports from Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., Dec. 9.

Although the weather in the west during the week has been colder than that experienced at any time the present season, the demand for coal has not apparently recuperated as rapidly as was expected. In some branches of the bituminous trade prices are only a trifle higher than they were in July, while demand is not absorbing all of the coal that is produced. In fact, some of the leading shippers have reported a very quiet demand this week, which, to say the least, is discouraging at this time of the year, after the dullness experienced during the summer season. It can be accounted for only on the basis that the consuming trade has not taken the tonnage of coal that was expected. The only hope of improvement in the situation is found in connection with the retail trade, which is generally reported as improving and better than that experienced at any time thus far the present season. This holds out some encouragement for the future, inasmuch as retailers will be obliged to call upon shippers sooner or later to secure further stocks if it continues.

In the transportation situation there has been little improvement. Operators in Indiana and Illinois complain of a shortage of cars, while in the southeastern fields, including West Virginia, Ohio and western Pennsylvania, the transportation conditions are worse than they were a week ago.

Looking at the situation broadly, with the conclusion of the lake transportation season this week, it is evident that the amount of coal forwarded to docks is less than it was last year. What bearing this will have on the future of the coal market is a problem, and, as stated heretofore in this column, will depend largely upon the weather conditions during the winter. The first authentic statistics showing the extent of the shortage are found in those from Milwaukee, where the total receipts of both anthracite and bituminous coals were 628,248 tons less than for the corresponding period a year ago. Of this total, 190,860 tons were anthracite and 437,388 tons were the bituminous product. This shortage constitutes nearly twenty-five per cent of the total receipts of a year ago and undoubtedly a prolonged winter with plenty of cold weather and snow and ice would result in firm markets and a shortage of some descriptions of coal the latter part of the winter. It must be taken into consideration, however, that the outlet for coal from the docks is probably not as great as a year ago. The all-rail movement of bituminous from the western fields into dock territory has increased, owing to an effort on the part of producers to widen their markets, while the industrial consumption in territory tributary to the docks was not as heavy this summer as expected, so that receipts could withstand some curtailment, and not, in all probability, create a shortage in the supply.

The curtailment of receipts at Milwaukee has also probably been general at all the dock points. Figures of the movement through the Sault Ste. Marie canal for the season up to December first have not yet been received, but they will probably show a similar shortage in the movement to Lake Superior points.

Western Anthracite Trade Continues More or Less Dull.

In the western anthracite trade the week has witnessed little change. Orders received have been for small lots, a single car here and there for the purpose of piecing out stocks. Dealers apparently have no fear but what they will be able to obtain any coal they may require at any time and therefore are working on a hand-to-mouth basis in a great many instances. Difficulty in securing the prompt movement of coal will be the only incentive which will awaken them to the conditions which are usually experienced in mid-winter, when transportation conditions cut off supplies of anthracite. There is already some evidence of what may be expected in this direction, although the railroads have not yet had any very difficult obstacles to overcome, due to favorable weather. In the all-rail trade there continues to be a shortage of both chestnut and stove coal at Chicago and at other points, and there are many delays in getting the coal from the collieries to destination. These delays extend all the way from ten days to three weeks. In some instances they can be traced to a shortage of cars, which has been a source of trouble for four or five weeks, while in others there have been delays in moving the loaded coal through terminal points owing to a congestion of other freight.

Whether this situation will become worse or better will depend very largely upon the weather from now on. With the lake season ended, it is believed there will be more railroad equipment available for all-rail transportation, but, on the other hand, it may require a longer time to move coal to destination and return the empty cars. Some of the leading Chicago shippers who have dock facilities are taking stock from their docks to meet the current demand.

In the retail trade the demand is fairly active and dealers generally report that it is satisfactory. South of Chicago there has not yet been much cold weather, and, of course, in that territory the movement is not as heavy as farther north and in the northwest.

Transportation Conditions in West Virginia Continue Impaired.

In the western bituminous trade the drouth in West Virginia continues to be a serious factor by interrupting the movement of coal. This drouth has now extended over a period of nearly four months. It is reported that the Ohio river at Cincinnati is so low that one can nearly walk across it. Other streams and the lakes in West Virginia are nearly in the same condition, with the consequence that the supply of water has been greatly reduced and that which is available is more strongly impregnated with chemicals than ever, doing much damage to locomotive boilers and, in fact, to all boilers. On the Chesapeake & Ohio and other West Virginia railroads water trains are necessary to haul sufficient supplies to keep locomotives in service. Part of the motive power is required to keep a sufficient supply

of water on hand for this purpose, with the consequence that it is not available for other uses. The locomotives in service are in the repair shops a greater part of the time in order that the necessary repairs may be made on account of the poor quality of the water. This leaves the transportation lines very seriously impaired in their available facilities for moving coal and accounts in a large measure for the difficulty experienced in getting a supply sufficient to meet the demand forward from the mines. The latest reports from those fields this week were to the effect that a snow storm was being experienced which might furnish some relief if it was followed by a thaw to melt the snow.

The position of standard Pocahontas and New River coals in western markets continues unchanged. Owing to the lack of river coal at Cincinnati, it is reported that the West Virginia product moved to that center all-rail is meeting with a good market, which, of course, is diverting it from other western markets where it is usually sold. The shortage of the standard grades of smokeless coal in the Chicago market continues with prices very firm on nearly all of this product. The largest factor in the Pocahontas trade Monday of this week announced an advance from \$2.00 f. o. b. the mine for lump and egg to \$2.25, which seems to be the price generally prevailing, with most of the shipping companies short of supplies. The Chicago f. o. b. price on this description of coal continues on about \$4.25@4.30 f. o. b. the cars. The demand for run-of-mine smokeless coal continues most active, and where the purchaser is in urgent need of coal for immediate delivery, in most instances he is obliged to pay a premium over the circular basis. Probably the larger part of the sales of New River and Pocahontas in the Chicago market during the week have been on the basis of \$1.15@1.20 f. o. b. the mine or \$3.20@3.25, whereas the circular remains at \$3.15 f. o. b. Chicago. Tug River continues on a firm basis, with the prevailing price \$3.00@3.10 f. o. b. Chicago, or 95c@1.05 f. o. b. the mine for standard grades. Screened Tug River run-of-mine coal is held at \$1.20 f. o. b. the mine or \$3.25 f. o. b. Chicago.

Demand for splint coal continues active and some of the shippers during the week reported more orders than they had coal to fill them with. In all probability the transportation situation has had considerable to do with this, but a better all-rail movement is under way and it is expected that the supply the coming week will be sufficient to meet current orders. The demand continues very good in the domestic trade and none of the large shipping companies has any complaint to make. Kanawha lump in open cars is held at \$3.40 f. o. b. Chicago or \$1.50 f. o. b. the mines, while the same grade in box cars is ten cents higher. Other grades of splint are held up to \$3.65 on the Chicago f. o. b. basis.

There continues to be a shortage of cars in the Fairmont region and the mines are working on part time, owing to this cause. Most of the larger producing companies have more orders than coal in the all-rail trade. Three-quarter coal is held on the basis of 95c@1.00 f. o. b. the mine, while domestic preparation in four-inch lump or larger is held at \$1.45@1.55 f. o. b. the mine or \$3.40@3.45 f. o. b. Chicago.

There has been little change in coal from western Pennsylvania during the week. The mine price on three-quarter Youghiogeny holds at \$1.10@1.15 f. o. b., while spot prices in Chicago rule at the corresponding figure with freight rates added.

Hocking Prices Continue to Show Some Variation.

The Hocking list in western all-rail markets has not yet settled down to the full circular basis. The expectation of a wide-open cut from one of the large producing companies did not materialize, but prices continue irregular and show a wide range. Some of the leading producers of standard grades report they are obtaining full circular of \$3.25 f. o. b. Chicago for lump, while other coal in open cars is selling down as low as \$3.00 f. o. b. Chicago. Some coal in box cars has been offered as low as \$3.15 f. o. b. Chicago. The prices quoted are on coals said to be of standard grade. Some lower figures have been named than those given, but the genuineness of the product may be open to question in some instances. In all probability some of the accumulation of this coal at Chicago has cleaned up during the week, but there is still a sufficient supply to meet all the requirements of the trade.

Overplus of Western Coals in Some Quarters.

In western coals demand continues more or less stagnant and prices in some instances have been named during the week nearly as low as those which prevailed last July. In other instances there has been considerable pressure to sell coal before car service charges accrued, indicating that the market had been overloaded. Brazil block coal holds on the basis of \$2.25 f. o. b. the mine or \$3.05 f. o. b. Chicago. Brazil mine-run is on the basis of \$2.00 f. o. b. the mine or \$2.80 f. o. b. Chicago. Domestic preparation of Linton coal in the four and five-inch grades is held at about \$1.40@1.60 f. o. b. the mine or \$2.20@2.40 f. o. b. Chicago. In the Sullivan county product there has been little change in the market. Coals prepared with high preparation are held at \$1.50@1.70 f. o. b. the mine or \$2.30@2.40 f. o. b. Chicago, although there has been some of this product sold to the Chicago city trade at even lower prices than those quoted. Egg is held at about the same basis. Other Indiana domestic coals are steady and unchanged.

In the list of Illinois domestic coals there has been little change during the week. The northern Illinois third vein product holds steady at former prices. Carterville district prices are generally well observed in the movement to the country, but in the city trade there has been some cutting of prices, owing to pressure to move product nearly up to car service. Circular quotations continue on the basis of \$1.75 f. o. b. the mine for lump and \$1.65 f. o. b. the mine for egg. Domestic grades of Springfield lump are held on the basis of \$1.50@1.70 f. o. b. the mine, although some coal has

been sold below these figures during the week where it has been necessary to move it quickly to avoid car service charges.

In the steam grades of coal prices have been on a weak basis. Clinton inch and a quarter lump has been held on the basis of \$1.85@1.95 f. o. b. Chicago or \$1.10@1.15 f. o. b. the mine. Springfield inch and a quarter lump has held to about the same basis. Danville lump has been held at \$1.20@1.25 f. o. b. the mine.

Standard grades of run-of-mine coal from the Indiana and Illinois fields are on the basis of 85@95c f. o. b. the mine or \$1.60@1.75 f. o. b. Chicago. In the fine grades of coal there has been no important change. Common grades of screenings have ruled at 30@35c f. o. b. the mine, while Sullivan and Greene county have been held on the basis of 45@55c f. o. b. the mine. At times during the week there has been considerable pressure to sell this product, but some of the accumulation which threatened has now

been cleaned up, and with satisfactory weather conditions the market should show a slight improvement the coming week.

Coke Prices are Firm; Demand is Only Steady.

In the coke trade prices continue to be on a firm basis, reflecting the heavier demand in the east. Although Chicago continues to report a firm market, some of the leading factors say that foundrymen are not buying to the extent that was expected. Connellsville seventy-two-hour foundry coke holds firm at 5.15@5.25 f. o. b. Chicago or \$2.50@2.60 f. o. b. the ovens. Stonega coke is firm at \$4.75@5.00 f. o. b. Chicago, with West Virginia grades held on the basis of \$4.65@4.75 f. o. b. Chicago. Gas-house coke holds reasonably firm in the neighborhood of \$4.00 f. o. b. Chicago in the movement to the trade.

In the specialty list there has been a slight advance in some grades of West Virginia cannel coal, making the new sales price \$5.25 f. o. b. Chicago.

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, Dec. 8.—(*Special Correspondence.*)—This market this week presents many of the features of last week, but in a more marked degree. For instance, any coal for which there was a good demand then is in even greater demand now; if the car supply was bad then it is worse now; if the coke situation was reported improving it may be said to be in a most prosperous state now, and so forth.

The river is still the central figure of attention, and the coal men, both river and rail, crowd around the weather map on 'Change and try to figure out weather that will best suit their respective needs in business. After the most serious drouth ever witnessed in the central part of the country, at least, there has been enough rainfall to lay the dust and prevent even greater destruction from spreading fires similar to forest fires. The rains have had no effect whatever on the rivers, however, and there must be widespread and heavy precipitation before the river interests can hope to move their waiting millions of bushels of fuel to this and other southern markets.

While there have been no market quotations on coal afloat for two or three weeks, for the reason that nobody had any coal for sale, the larger concerns have been holding back until the very last a few barges of lump coal; but a careful survey of the harbor this week shows that there were less than fifteen barges of lump coal afloat, and probably not more than the equivalent of the contents of the same number on the yards of all the river dealers in the city. This is much less than a week's normal supply of coal for the city of Cincinnati.

The rail situation is not improved by any means, but is more vexatious. The Norfolk & Western railroad, which, next to the Louisville & Nashville, has been giving its patrons fairly good service all fall, has, by reason of so many of its engines being disabled from bad water, become wholly unable to handle the coal tonnage offered at present. The Chesapeake & Ohio is still refusing to let cars be loaded with coal as long as so many are lying idle filled with coal that the Cincinnati, Hamilton & Dayton railroad can not haul out of the city. The Baltimore & Ohio is having a great deal of trouble with its motive power, and is falling down badly on its coal business. The rush of winter business on the railroads is naturally crowding out more or less coal, which is a lower class freight, but the coal men have become somewhat accustomed to this.

Tendency of Coal Prices is Towards Stronger Basis.

As to prices wholesale, there is a constant tendency upward. Coals that were quoted at \$1.75 at the mines two weeks ago, and which could not be sold at that figure, are now eagerly sought at that quotation, and many of the producers are quoting \$1.85 and even \$2.00 at the mines for lump. The actual selling price of Kanawha splint, Thacker and other grades of similar quality is now \$1.75. Luhrig lump is worth \$1.60; semi-cannel, \$1.85, and washed egg \$1.85 at the mines. Fairmont has been selling somewhat under most of the other coals here, but the representatives of that company now report that they are getting \$1.50 at the mines for Fairmont lump for this market. Pocahontas and New River lump are worth \$2.25 and mine-run \$1.25. The nut and slack market is about the same as it has been. Favorite grades sell as high as ninety cents a ton at the mines, while the less desirable grades are as low as sixty cents. For the information of anybody who may have forgotten the freight rates to Cincinnati it is recalled that, in round numbers, splint lump costs \$1.00, smokeless lump, \$1.15, and nut and slack from ninety cents to \$1.00.

Considerably colder weather this week has stimulated the retail business some, but the demand is quite moderate. Although pressure has been brought to bear toward raising the retail price of lump it still remains at \$3.25 a ton delivered, for Pittsburg, Kanawha, Thacker and Fairmont; \$3.00 for Luhrig; \$4.00 for Pocahontas and New River; \$7.50 for anthracite; \$1.65@2.00 for nut and slack, and 9@10 cents a bushel for gas-house coke.

The coke market is stronger than at any time for more than a year. More ovens would be blown in than are now in blast, but for the fact that it is quite impossible to transport the product being made at present. The supply of cars for the coke trade is really worse than for coal. Standard New River foundry coke is quoted at \$2.75 a ton at the ovens, and furnace at \$2.25. Stonega coke is quoted at about the same price as New River.

A Coal Decision of Great Importance.

A court decision that will probably prove of great interest and importance to coal companies everywhere, was rendered this week in Covington, Ky. The Kanawha Coal & Coke Co. entered into a contract to supply the city of Covington with coal for its pumping station for one year from September first, 1901. During the following summer, on account of a strike of miners, and for other causes beyond the control of the coal company,

it was unable for a time to fill its contract. The city of Covington claimed to have suffered a loss and sued the Kanawha Coal & Coke Co. for \$800, alleged damages resulting from the failure of the coal company to deliver coal according to contract. There were no stipulations or contingencies in the contract, yet the court held that as the failure of the company to deliver coal was through causes beyond its control, it should not be liable for any damages, and accordingly dismissed the suit. It may be of interest in this connection to note that the Kanawha Coal & Coke Co.'s attorney was M. M. Durrett, a well known former coal man.

Evicting Miners From Cabin Creek Region.

The solution of the trouble on Cabin Creek is being carried out to the satisfaction of the operators, who claim that more and more coal is being mined every day, and that conditions are gradually becoming more nearly normal. An incident that attracted considerable attention during the week was the eviction from the coal companies' houses and other property, of the union miners who have refused to work. Early in the strike the operators gave the miners the usual notice to vacate the company houses, but by way of mitigation for this seemingly harsh measure, they promised to furnish to the evicted miners houses to live in and places to work in union mines. The miners replied that they had been ordered by the miners' officials to remain in the company houses and thus keep out non-union miners. The operators began the work of actual eviction on Tuesday, but they had a number of box cars ready for use, so that the miners could ship their goods without damage. They even went so far in some cases as to offer to store, for a few days, without charge, the goods of some miners who had not selected places to locate. Too much praise can scarcely be given the operators for very liberal treatment of their striking men.

Retailers Did Not Raise the Price of Coal.

Probably the most enthusiastic meeting of the retail dealers of this city have held in years, took place the other day on the subject of raising the retail price of bituminous lump coal. It is well known that the river dealers are practically out of coal, and they are very anxious to raise the price. The sentiment that prevailed at the meeting, however, was that the raising of the retail price at that time would mean the bringing in of a number of cheap coals, and that later these cheap coals will make market prices for the standard grades now sold. It was claimed by several rail dealers that the river people will be just as anxious to lower the price after the river rises and a large supply of coal is brought in. The price was not changed, but it is likely that the matter will be taken up again this week, and the price advanced.

Cincinnati News Notes and Personals.

William Clauss, president of the Cincinnati Gas Coke, Coal & Mining Co., is on a business trip to Indianapolis, Chicago, St. Louis and Kansas City.

The Marmet Co., finding the experiment of an uptown sales office a paying one, has just taken the larger room next to the entrance of the Traction building.

The Fairmont Coal Co. reports an unusually large demand for its mine run coal. The company is now shipping on an order of 125,000 tons for its Philadelphia market.

T. F. Farrell, traffic manager and sales agent of the New River Consolidated Coal & Coke Co., is home again after a business trip to Chicago, Detroit and other coal centers.

The coal dealers of Covington and Newport, Ky., across the river from Cincinnati, have advanced the price of splint lump coal to \$3.50 a ton, delivered to families and other consumers.

M. M. Greene, secretary of the Luhrig Coal Co., spent several days of the week at his company's mines at Luhrig, Ohio. The mines are now producing a greater tonnage than ever before.

Ferdinand Howald, president of the New River Consolidated Coal & Coke Co., spent a few days this week in Cincinnati in consultation with the officials of the company here. He afterward went to Columbus.

An explosion of blasting powder in the mines of the Stearns Coal Co., along the lines of the Queen & Crescent railroad, killed one man, James Carter, and injured several others. The accident occurred Saturday.

J. C. Wheeler, western manager for the New River Coal Sales Co., with headquarters in the Ncave building, has just returned from a trip to

his company's mines in the Kanawha and New River districts. He reports business excellent.

Frank Talley, coal dealer, postmaster and general good fellow of New Richmond, Ohio, spent Monday in Cincinnati among the coal men. He is out of river coal and is compelled to buy Chesapeake & Ohio rail coal and ferry it across the river to his customers.

John Burrell, colored, has been peddling coal on Walnut Hills, Cincinnati, and it is charged that a number of times, when handed a bank note for a small quantity of coal, would drive off without giving any change. He has been arrested and will be prosecuted.

The Hinsch Coal & Coke Co. has just completed a second story to its office and scale house at 719 west Front street. This company's expanding business has demanded more office room and Chapman R. Hinsch has fitted up very neat and pretty offices on the second floor.

The Cincinnati Southern, Norfolk & Western and Chesapeake & Ohio are all said to be using quite a number of the Standard Oil Company's tank cars for transporting water along their lines where it is impossible to get an adequate supply of suitable water for their locomotives.

Mace Agnew, a well known and very popular coal man of Bellevue, Ky., opposite Cincinnati, has been compelled to give up his business and go south for his health. When heard from a few days ago he was in a very precarious condition, and his friends fear that he will not recover.

The final close of the late teamsters' strike occurred a few days ago, when the employers made application to have the injunctions issued against the teamsters dissolved. Most of the men who were in the strike have been re-employed by the coal men, but without any recognition of any union.

Alexander Cunningham, president of the Luhrig Coal Co., and acknowledged to be one of the best informed coal men in the United States, has returned to Cincinnati from an extended trip to Arkansas, where he went, as an expert, to view anthracite coal property. It is likely that he will organize a company to develop the property.

The Kanawha Coal & Coke Co., which for a number of years has occupied the ground floor of the building at the southwestern corner of Fourth and Elm streets, will be compelled to seek a new location within the next few weeks. The building will be razed to make way for a modern structure. The Kanawha Coal & Coke Co. will move into the new First National Bank building.

The Luhrig Coal Co., against which the Jones & Adams Co. recently obtained a verdict of about \$60,000 damages, on account of an alleged breach of contract, has applied for a new trial on the grounds of the award being excessive, and that the verdict is not in accordance with the testimony in the case. It is rumored, however, that the matter will be settled amicably out of the courts by a compromise.

City Sealer of Weights and Measures J. M. Whitney, having an idea that many of the coal peddlers have been giving their customers short weight, made a grand swoop on quite a number of these merchants last week and this week, and to his surprise found that some of these men were actually giving as much as ninety pounds to the bushel. Most of them were found to be giving exact weight, and only a few were caught giving short weight. He attributed the fact that some of them were giving over weight to ignorance. No arrests were made. These peddlers sell coal in single bushel lots to very poor people in the tenements.



The West Virginia Mining Field.

WHEELING, W. VA., Dec. 8.—(Special Correspondence.)—The board of conciliation, composed of three operators from the Kanawha Coal Association and a like number of representatives from the miners' organization, has arrived at a satisfactory agreement in the Kanawha district. Both sides made compromises. The operators agreed to be responsible for the payment of a uniform amount of dues for paying the checkweighman and the miners conceded the right of the operators to employ non-union miners without discrimination. This means that unless unforeseen circumstances arise there will be no further clashing about the Charleston agreement for sixteen months. The compromise was favorably considered first by the operators and then ratified by the board of conciliation. The operators are pleased at the understanding which allows them to employ men without regard to their affiliation with a union and the miners seem pleased at the assurance that the operators will withhold from all employees the dues to pay the checkweighman.

The Cabin creek mines of this district, however, are still within the strike zone. The operators in that section withdrew from the Kanawha Coal Association and declare they will run their operations without the union. It remains to be seen what effect the action of their associates will have on their willingness to recede from their original position.

Strike in the Cabin Creek District Not Called Off.

The miners on Cabin creek petitioned Governor White to appoint peace officers and investigate the alleged violations of laws by the special mine guards on the railroad and highway approaches to the premises of the coal companies. In an exhaustive reply he states there is no law authorizing him to act in the matter and that the sheriff of Kanawha county has deputies on the scene to see the laws are obeyed. No violence or physical trouble has occurred during the Cabin creek strike, but it will not be surprising if it develops.

For the month of November the output of coal and coke from the New River field was considerably in excess of October. The approximate figures were 400,000 tons of coal and 25,000 tons of coke. The shipments have been less to tidewater points and chiefly to inland centers, the demand exceeding

the supply. December may not reach this tonnage, because labor is generally short around the mines in the holiday season.

No rain has yet fallen to relieve the drought in West Virginia and eastern Ohio. Snow fell to the extent of three inches yesterday, and as it will stick in the mountains it will form a basis for replenishing the dried up streams.

Along the Baltimore & Ohio, which is in the northern part of the state and takes in the Fairmont and Wheeling regions, the drought has greatly interfered with supplying water to the locomotives. Water trains, consisting of eight oil tank cars each, are being run daily, hauling water to the parched water tanks at the several stations along this railroad.

The lack of water is naturally handicapping the moving of freight. Locomotives need a supply and the railroad needs the locomotives that are hauling the water. There has been little or no rain for almost four months in the upper part of West Virginia.

The Chesapeake & Ohio road does not seem to be faring so badly. This rail line has been hauling an increased coal tonnage to the west, mostly to the Cincinnati and Louisville markets, from the New River region. The Cabin creek strike has retarded shipments, but 150 cars of Kanawha coal have been moving westward daily.

New General Manager for the Watson Coal Companies.

Lee L. Malone, who has been elected general manager of the Consolidated Coal Co., is now practically general manager of the entire properties of the Watsons and allied interests, which include the Fairmont, Somerset and Consolidated coal companies. Mr. Malone, who will retain his headquarters at Fairmont, has grown up with the industry in that field. He is a practical man from the ground up and his knowledge and the extent of the properties under his control make one of the notable captains of the soft coal industry.

Another important change is the selection of Michael T. Roach, of Charleston, as president of the Kanawha Fuel Co., to succeed J. R. Thomas, resigned, but who will still remain on the directorate. Mr. Roach went with the company January first, 1903, as traffic manager and soon afterward became general manager and treasurer. Largely due to his efforts branch offices were established in Cincinnati, Chicago, Detroit, Toledo, New York and Milwaukee, with dock facilities in the latter city.



San Francisco and Pacific Coast Trade.

SAN FRANCISCO, CAL., Dec. 5.—(Special Correspondence.)—Since the steamship Sierra left there have been eight arrivals of Australian coal from Newcastle, namely:

	Tons.		Tons.
Notre Dame D'Arvor.	3,090	Belford	3,030
Marguerite Dollfus...	2,560	William Nottingham...	1,341
Ardencraig	3,150	Max	2,500
Marechal de Villars...	2,950		
Rene	2,990	Total	21,611

It is evident that colonial coal is being delivered here more generously than our immediate requirements call for, as some ships arriving here early last month have not yet been ordered to a discharging wharf. The loading list at Newcastle now numbers only thirteen, with a carrying capacity of about 32,000 tons, this is the smallest amount at any time this year. With the coal freights at present ruling rates (14s 6d to 15s per ton), there will be very few new names to be added to the chartered list for sometime, hence coast coal orders will be filled from coast collieries. The absence of stormy weather so far this season has caused the demand for domestic fuel to be exceptionally light.

Oil producers are endeavoring to act together and increase the value of their output, and they feel assured they will be successful. Any advances in fuel oil will prove of advantage to steam coals; the market for foreign coals here at present is well sustained, but the sales are lighter than usual at this season. The best evidence that this port is not one for sailing vessels to seek is the departure from here of a number of carriers to the colonies for orders "in ballast," being unable to find any profitable business here.



Kansas City and the Missouri River Trade.

KANSAS CITY, Mo., Dec. 8.—(Special Correspondence.)—With a considerable fall in the temperature, accompanied by snow in Missouri and Kansas, winter weather now prevails in the southwest and the coal market is improving steadily. Trade picked up rapidly when the weather changed, especially the domestic demand, and dealers have had all the business they could attend to promptly for nearly a week. The prospects now are for a large volume of business during December, but there is a big surplus on hand to meet the demand. Some of the coal dealers are still sanguine, despite the light fall trade, and say that if there should be a cold winter in the southwest they will make up for all the business they have lost.

There has been no change in prices. Last winter's schedule in Kansas City was from fifty cents to \$1.00 a ton higher than present retail prices. Cherokee lump now brings \$4.25 a ton and Cherokee nut \$4.00. Arkansas anthracite that sold for \$8.50 a ton last year is \$7.50 and Arkansas semi-anthracite that brought \$6.50 is now \$5.50. These prices, of course, are for small orders. The Pennsylvania anthracite business is light.

Miners from Utah Fields are Coming East.

Striking miners from the Utah coal fields are coming to Kansas and Missouri to work in the mines. About sixty arrived at Pittsburg, Kan., this week and more are said to be on the way. Their advent has caused complaint from the miners of this district, as they say there is hardly enough work for the men already at the mines. The United Mine Workers' national

board is shipping the miners east because they will not be employed by the Utah and Colorado operators.

The suit of Samuel Forsee for \$50,000 damages against the Kansas City Coal Club has been on trial for a week in the United States circuit court. Representatives of all the big coal companies in Kansas City, who are alleged in the suit to be in a combine, were subpoenaed to testify. They stood on their constitutional rights, asserting that they could not be compelled to give testimony which might incriminate themselves. In this stand they were upheld by the court. The plaintiff has not yet succeeded in proving that the coal dealers are in an illegal combine or that they forced him out of business. Forsee had a small retail coal yard and most of his business was wagon trade. His demand for \$50,000 damages is considered to be ridiculous and the attorneys for the defense are confident that the case will be thrown out of the federal court on a demurrer to the plaintiff's weak testimony. This was done in the Hartman suit, a similar case tried two weeks ago in the same court.

D. W. Rider, superintendent of the Kansas City Belt railway, testified that in a period covering two or three years, Forsee received only a few cars of coal. A negro coal dealer swore that there was a coal combine in Kansas City and that he had been a member of it. This was about the strongest testimony the plaintiff had to offer.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Dec. 8.—(*Special Correspondence.*)—Now that the lake season has been "officially" concluded, those directly interested in the trade are busily figuring out the tonnage that was shipped across the waters. Although it will likely be several weeks before the exact figures are at hand, conservative estimates place the tonnage at practically the same as handled in 1903. According to statistics last year, nearly 4,500,000 tons of bituminous coal were forwarded from here to the northwestern markets. To equal the record attained in 1903 is the only hope of the operators and shippers. The lake coal traffic appeared very discouraging the early portion of the season. The long strike of the masters added to this and the prospects did not indicate a season in any way approaching that of 1903. As the season advanced, however, conditions changed and the end shows that a business almost equal in volume to that of the preceding year has been transacted.

Despite the fact that the insurance policies on vessels on the lakes have expired, shippers are taking risks and are forwarding boats laden with coal. The demand for coal in Canada is very good and operators consider it a paying business venture to take a chance on the elements. These shipments will continue so long as navigation is possible. Reports from the head of the lakes indicate that not much ice is accumulating in the water and the outlook for a continuation of navigation is cheerful for a week or more.

The arrival of Jack Frost has given an impetus to the bituminous coal trade in this section. The domestic demand is naturally on the increase as the fall season draws to a close. The approach of winter always causes a betterment in the situation and this year is no exception. Run-of-mine coal is being generally quoted at \$1.05@1.15 a ton.

River Trade Now Attracts Most Attention.

While considerable interest is centered on the rail shipments, the most attention is at present being devoted to the river trade. Thousands of rivermen are anticipating a rise in the rivers, which will afford them employment in the moving of nearly 30,000,000 bushels of coal, stored in the local harbor and the pools of the Monongahela river. No coal shipments to southern ports have been made since last July. Under present conditions between twelve and fourteen feet of water will be necessary in order to enable the river interests to move the vast cargoes. Ordinarily there is sufficient water to start shipments by Thanksgiving day, but this year the expected rise failed to come. Reports from the south say that unless shipments are quickly made the territory may suffer somewhat from a scarcity of fuel. No famine is threatened, but considerable annoyance will be felt by consumers. Shippers are greatly worried over the failure of the arrival of a boating stage by this time. The prospects for a rise are better now than they have been for some time. Rivermen like to start shipments before the appearance of ice, which is always a troublesome feature of winter navigation.

It is estimated that the Monongahela River Consolidated Coal & Coke Co. has 275 boats ready for shipment and about 175 barges, while C. Jutte & Co., have seventy-five boats and about twenty-five barges. A few of the smaller concerns have sufficient coal loaded to make the total awaiting shipment about 30,000,000 bushels. Every preparation is being made to tow the coal down as soon as the opportunity presents itself. There is a fair stock of coal afloat at New Orleans, which is expected to last through a portion of January, when additional fuel will likely arrive there. Mariners are scanning the daily weather reports with much anxiety and are hoping that a heavy rainfall will set in.

Coke Industry Continues on an Active Basis.

The coke industry at Connellsville continues to be very active. The H. C. Frick Coke Co., a subsidiary concern of the United States Steel Corporation, is blowing in all its idle furnaces, as was outlined in THE BLACK DIAMOND two weeks ago. The coke trade is the key to the pig iron situation, upon which the future of the iron and steel business is based.

Pittsburg coke producers are benefiting as a result of the strike of the miners in Colorado. The suspension of operations has created a shortage of coke in the smelter districts of Arizona and the smelting companies have again been forced to come to Pittsburg for their fuel supply. During the past summer many sales of coke were made here and were shipped to the far west and at that time attracted no little attention, because the freight rates on the coke were more than the selling price. This experiment has been duplicated during the present week, only on a more extensive scale, and is bearing out the prediction of local coke men that it would be possible to ship

coke to that country for nearly the price of the Colorado product, which is, of course, more desired than the Connellsville coke.

This week the Pickands-Nagee Coke Co., of Pittsburg, which is the merchandising agents for the Pickands-Mather coke interests in Westmoreland county, arranged for the shipment of a solid train of Connellsville coke to Douglas, Ariz., the total distance being 2,724 miles from Uniontown. The train is made up of thirty cars. This will be the largest long distance shipment ever made. The coke will go from the Geneva plant of the company.



The St. Louis Coal Market.

ST. LOUIS, Mo., Dec. 8.—(*Special Correspondence.*)—Coal conditions are in a very demoralized state here. Coal is being rushed in by the operators in large quantities and prices are very low at the present time with a tendency to go lower. In order to sell what they have shipped in they have to put their prices down to the very lowest possible point and even then it is a drag on the market and is hard to dispose of. Wholesale prices have not been so low for a long time as they are at the present time. This is all on account of the over-production and because of the immense quantities that are being rushed to this market. The St. Louis Terminal Association is getting the coal over the river as fast as it comes in.

Prices quoted on the east side are as follows: Shaker screen, \$1.35, and a considerable tonnage has been bought as low as \$1.30 and even lower. High grade is \$2.00 and even less, notwithstanding there is a fair demand for it. The market is badly off on all standard grades, even at this time of the year. Coal men all look for a very dull winter and spring.

The retail trade, generally, is duller at present than it has been for the past six months. Many dealers who usually employ from fifteen to twenty teams all the time, are now only operating eight or ten and those they can not keep busy. This shows how quiet the retail trade is at present. Retail prices, however, have not gone any lower in spite of the low wholesale prices.

The American Car & Foundry Forge & Rolling Mills, at Madison, Ill., started up on the first of the month, after being shut down for a year and a half.

William Burr, of the Carterville Coal Co., in speaking of the situation, says:

Interview Concerning Local Coal Conditions.

"The coal market is badly off on all standard grades, even for this time of the year. I attribute this fact to the over production of this grade. There is a fair demand for high grade. One good indication of a good business in the future is that some of the large plants that have been shut down for many months are beginning to start up. This will no doubt create a demand, although coal men all look for a dull winter and spring."

The Barth-Rose Coal Co. says that there is nothing new in the coal situation. Prices are down to the very bottom and are likely to stay there unless there is a cold snap, a strike, the river freezes over, or something occurs which is not likely. As last summer was a cool one, everybody is looking for a mild winter, so the prospects for the coal men are anything but rosy.

Mr. Berge, of the Berry-Berge Coal & Coke Co., says that business is very good. Soft coal is plentiful and as cheap as the mines can furnish it and run at any profit. Coke is scarce and high, the eastern shippers claiming that they can not get the cars to ship it. Anthracite, for the same reason, is also high and scarce.

The Sorento Coal Co. says that the coal situation has not changed materially. Business is good, but the demand is much less than it ought to be at this season of the year.

Advices have been received here that the Henry Horn colliery of Duquoin, Ill., one of the largest and most extensive coal producing shafts in that section of the state, was sold November thirtieth to eastern capitalists, represented by E. M. Ripley, of Pittsburg. The mine has been operated continuously since the civil war, though acres of untouched coal land adjoin it on all sides.



Connellsville and Coke Production.

CONNELLSVILLE, PA., Dec. 8.—The *Courier*, reviewing the coke trade, says: There is a better demand for coke and at better prices than existed in the Connellsville region for the past year. Ovens are being fired and work is being rushed on new plants. Plans that have been under consideration for the building of new works and additional ovens at plants already in operation have been put into action after months. In the past week there has been a gain in production of many thousand tons and it will be still greater the coming week. This week the tonnage is over the 220,000 mark and it is not likely to fall below that figure for some time to come.

Several carloads of new workmen were brought into the Connellsville region on Wednesday by the H. C. Frick Coke Co. They are to work at the plants where ovens are being fired. The men will receive the regular wages paid in the Connellsville district, which are among the highest paid in the United States for similar labor. During the dull times last summer and fall many foreign coke workers and miners left the Connellsville region and they have not yet returned.

The sudden firing of many ovens made labor extremely scarce. The new men brought in were sent mostly to the southern end of the region. More are to follow, it is understood, and they will be put to work at plants that are now running short handed.

The pig iron market has quieted down after the recent heavy buying, but inquiry has been sufficient to bring about further advances by northern sellers. The feature of anticipation is still the chief characteristic of buying, both in pig iron and finished material, and this introduces an element that is very difficult to gauge. Specifications in finished lines are so much smaller in volume than

new orders, that the enthusiasm apparent in some quarters is tempered by matter-of-fact considerations entering into calculations as to the tonnage that will be taken out under these contracts as the months go by. Sellers are attempting to hold buyers down to such tonnage as will approximate probable requirements and the necessity for suppressing the speculative factor in all movements like the present one is fully recognized. Advances in practically all the lighter forms of finished iron and steel followed the heavy buying reported last week, and there are indications that on some products prices may go somewhat higher in the near future.

Shipments last week aggregated 10,548 cars. They were distributed as follows:

	Cars.
To Pittsburg	3,603
To points west of Pittsburg	5,847
To points east of Connellsville	2,198

In the Lower Connellsville region there are 6,189 ovens, of which 5,378 were active and 811 were idle. The total estimated production was 66,328 tons.

Chicago Coal Men Take Steps to Form a Club.

At an informal meeting of half a hundred Chicago coal men identified with the shipping trade held in a La Salle street restaurant on Wednesday of this week initial steps were taken toward organizing for the purpose of forming a social coal club similar to those in existence in Cleveland, Cincinnati and Toledo. The meeting was of the most informal character, but out of it grew much enthusiasm as to the proposed organization and a strong committee was appointed which will report at a luncheon to be held next Wednesday noon at some convenient downtown hotel or café.

The proposition to organize a social club, where the members of the shipping trade can entertain their customers and friends and where they can meet socially for the purpose of becoming better acquainted and establishing more friendly relations among the factors in this branch of business has been under consideration a number of different times. It is believed that the initial steps which were taken Wednesday of this week will result in something definite finally being decided upon.

The club, if organized, will have nothing to do with business other than to promote a friendly spirit in the trade. The matter of prices will never be taken up, but the sole purpose will be for social entertainment. At present the different interests in the Chicago coal trade are not as well acquainted as they might be, the spirit of toleration as between different factors does not always prevail in business dealings, and the trade is not always unanimous in working toward a given purpose. It is believed that a social organization, such as exists in Cleveland and other large cities and such as exists among business men in other lines of trade could accomplish wonders in these directions.

Many of Those Present Discuss the Club Proposition.

At the meeting on Wednesday G. H. Merryweather, of Coxe Bros. & Co., Inc., Chicago, was elected temporary chairman and there was a discussion of the club proposition by many of those present. The first speaker was W. J. Dillon, of Mitchell, Spalding & Co., who said that he was heartily in favor of members of the coal trade meeting at lunch at least once a week for the purpose of becoming better acquainted and he thought such meetings would be beneficial.

Arthur Bowen, of the Brazil Block Coal Co., was called upon and reviewed the efforts that had been made in the past to organize a coal club. He said that before coming to the meeting he had talked with J. K. Dering, who wanted to be counted in on the club proposition, but could not be present, and that Mr. Dering had called his attention to the fact that the Technical Club had vacated its rooms in Clark street, near the Grand Pacific Hotel, and that possibly an arrangement could be made to secure those quarters if a club were organized. Mr. Bowen said that he was heartily in favor of the club and believed that if anything were attempted it should be in such a manner as to reflect credit upon the coal trade. He thought the coal trade ought to have such an organization, but that it ought to be formed on right lines.

C. L. Dering, manager for S. C. Schenck, agent of the coal department of the Delaware, Lackawanna & Western, was called upon and said that he wished to endorse all the statements made by Mr. Bowen.

H. A. Chaffin, of Hunter W. Finch & Co., who is a non-resident member of the Cleveland Coal Club, explained the working of that organization. He called attention to the fact that it was located in the Hollenden hotel, and although he had only been at the club a few times, he said he believed it had been a success. The memberships were sold in the form of stock, and members paid their scores by buying coupons to the amount of five dollars, instead of running bills, as at most clubs. The café service of the club was furnished by the Hollenden hotel management, but the club controlled the sale of cigars in its rooms, which were rented from the hotel.

W. C. Hill, president of the Chicago Coal Exchange, was present and was called upon. He said that the club plan had been proposed before but that no definite steps had ever been taken to bring it to a successful issue. He believed that such a club could be made a success and that it would be of great benefit to all the leading factors in the coal trade. Mr. Hill suggested that in his opinion sufficient support could be obtained in such an important coal market as Chicago to make the club a success and that he believed if it were properly handled nearly the whole shipping trade would be interested in it.

C. W. Jackson Aroused Enthusiasm by Talk.

C. W. Jackson, of the C. W. Jackson Coal & Coke Co., made a speech which aroused much enthusiasm. He said that he had visited the coal club at Cleveland and also at Cincinnati and some other cities and believed that if the coal trade at those points could maintain such an organization, the Chicago coal trade ought to maintain a larger and better club, on account of the fact that it was numerically stronger. He was heartily in favor of the club plan and believed that steps ought to be taken to put it in definite shape for the purpose of forming an organization.

M. R. Kelly said that he was heartily in favor of a club and suggested that if any attempt were to be made in that direction it be made

with a view to having something permanent. A lunch club which met once a week only would not arouse the same interest as one organized on substantial lines. He thought that arrangements ought to be made with some leading hotel for suitable rooms and that café service could be provided in these rooms where members of the trade could go and take their friends or customers at any time and entertain them.

Norman S. Birkland was called upon amidst much applause and suggested that for the present he believed arrangements ought to be made to hold a luncheon at some central place once a week and that invitations should be extended to the members of the trade to be present on such occasions. He thought this would result in a wider acquaintance on the part of the trade.

On motion a committee of five was appointed to formulate plans for such a club, to decide on a place at which a luncheon will be held next Wednesday noon, to be attended by all interested in the project, and to report at that time upon the most feasible and practical plan of forming an organization. This committee consisted of the following:

Arthur P. Bowen, chairman, M. R. Kelly, C. W. Jackson, W. C. Hill, G. H. Merryweather.

C. H. Chisam, president of the Iowa and Nebraska Retail Coal Dealers' Association, of Council Bluffs, Iowa, was present and was called upon to address the meeting. Mr. Chisam opened his address by saying that he was pleased to meet with the Chicago coal shippers and that he had found it very enjoyable. He was heartily in favor of the project of organizing a coal club among the Chicago coal men, because he was an association man, as everyone knew, and that was a form of association which he believed would be of benefit to the trade. If such a club were organized he wanted to be included as one of the members and he wanted his certificate of membership to read "No. 1." Mr. Chisam's remarks were received with much applause and aided materially in creating enthusiasm over the club project.

Following the adjournment of the informal meeting, the committee visited the rooms formerly occupied by the Technical Club in Clark street and inspected them. Three floors were occupied, and it was decided if it could be obtained, one would be sufficient for the club requirements giving plenty of room. Negotiations are under way which may result in the club being located at that point, if a definite plan of organization is adopted, but they have not progressed to a stage where anything definite has been decided upon.

List of Those Present at Informal Meeting.

Those who were present at the informal luncheon at which this matter was taken up numbered about fifty-five. A partial list, as complete as can be obtained, is as follows: Michael R. Kelley, E. L. Hedstrom & Co.; N. S. Birkland, secretary and treasurer the Crescent Coal & Mining Co.; Charles L. Dering, manager for S. C. Schenck; Arthur P. Bowen, manager for the Brazil Block Coal Co.; W. C. Hill, Consolidated Coal Co.; H. A. Chaffin, vice-president Hunter W. Finch & Co.; Arthur Beattys, the La Salle County Carbon Coal Co.; Ben B. Felix, J. K. Dering; A. T. Murphy, the Black Diamond Co.; Arthur E. Lamkey, A. E. Lamkey & Co.; C. B. Chisholm, Springfield Coal Mining Co.; De Forest Pomeroy, De Camp Coal & Coke Co.; Ray B. Hammond, the L. M. Hammond Coal Co.; Harold Eldridge, the Eldridge Coal Co.; Donald A. Sage, Sage & Co.; John J. Hayes; F. H. Barry, Jr., the Brazil Coal Co.; W. J. Dillon, the Mitchell Spalding Coal Co.; Henry Holverscheid, Henry Holverscheid & Co.; Leslie Mullen, the Crescent Coal & Mining Co.; Cyrus W. Chisam, the Council Bluffs Coal & Ice Co., Council Bluffs, Iowa; J. L. Makemson, C. K. Pittman; C. B. Ebbert, the E. E. Pattison Coal Co.; C. W. Jackson, the C. W. Jackson Coal & Coke Co.; J. B. Mester, the Mester Coal Co.; J. F. Price, Coxe Bros. & Co., Inc.; J. H. Harmon, the Lehigh Valley Coal Co.; E. J. McQuaid, F. G. Hartwell Co.; H. P. Harmon, David Rutter & Co.; M. W. Hartwell, F. G. Hartwell Co.; John McDonald, the Interstate Coal & Coke Co.; C. A. Sweet, the Burlington Coal & Coke Co.; W. S. Noble, manager Hite & Rafetto; Ridgely Rea, Hunter W. Finch & Co.; Stewart C. Gailey, Pittsburg Coal Co.; F. J. Browning, Pittsburg Coal Co.; W. H. Godwin, Pittsburg Coal Co.; P. C. Richards, Eugene Ambler & Co.; Eugene Ambler, Eugene Ambler & Co.; R. L. France, Hunter W. Finch & Co.; E. E. Pattison, E. E. Pattison Coal Co.; J. G. Dudley, Boyd, Stickney & Co.; G. H. Merryweather, Coxe Bros. & Co., Inc.; W. Mack Stevens, Old Colony Coal Co.; C. H. Conn, Coxe Bros. & Co., Inc.; Mr. Peritonett, Peabody Coal Co.; H. J. Koeber, Henry Holverscheid & Co.; Mr. Collins, S. C. Schenck. Possibly there are several names which should be in this list that were not obtained.

H. L. Frank, of Butte, Mont., recently made a trip to his mines at Frank, Alberta, Canada, and states that he has closed a contract with the Canadian Pacific railway to deliver 700 tons of coal daily from his mines.

Western General and Personal Notes.

Frank H. Durkee, the well known coal dealer at Lake Geneva, Wis., was in Chicago this week.

J. M. Winstandley, manager of the Bedford Lime & Coal Co., Bedford, Ind., was in Chicago this week on a business trip.

E. H. Jewett, of Jewett, Bigelow & Brooks, Detroit, Mich., was in Chicago the latter part of last week on business for several days.

F. M. Boynton, president of F. M. Boynton, Inc., Pittsburg and Buffalo, was in Chicago the latter part of last week on a business trip.

E. L. Booth, second vice-president of the North Western Fuel Co., Fisher building, Chicago, was in St. Paul the early part of the week.

William S. Noble, manager of Hite and Rafetto, Fisher building, Chicago, returned the early part of the week from a business trip to Pittsburg, Pa.

C. H. Chisam, president of the Council Bluffs Coal & Ice Co., Council Bluffs, Iowa, was in Chicago for several days this week on a business and pleasure trip.

Benjamin Moore, vice-president and general manager of The Black Band Collieries Co., left Monday of this week on a business trip to Charleston, W. Va., where he will remain throughout the week.

The Western Fuel & Supply Co. has been organized at Kenosha, Wis., to engage in the coal business. P. J. Armstrong is general manager of the company and associated with him in the business is F. Bale.

J. E. Kauffman, of the Great Eastern Coal Co., Twenty-sixth street and Campbell avenue, Chicago, Ill., has returned from Thebes, Ill., where he closed up some business, returning by way of St. Louis, Mo., where he spent a day or so.

W. P. Barker, of W. P. Barker & Son, coal dealers at Batavia, Ill., has moved to Chicago for the winter. Mr. Barker submitted to a very painful operation on one of his eyes during the week at a Chicago hospital. His numerous friends will be pleased to learn that he is on the road to recovery.

F. N. Pease, southwestern sales agent of Williams & Peters, Bedford building, Chicago, has been quite seriously ill for the past fortnight at his home in this city and has not been at his desk for more than a week. Mr. Pease is afflicted with a gathering in the head and has suffered very severe pain.

The Lincoln-Springfield Coal Co., which opened offices about two months ago on the sixth floor of the Fisher building, Chicago, has entered into a lease for the suite of offices at 1290 Old Colony building, where it will have much more convenient facilities for the transaction of its rapidly growing business, as well as a much enlarged floor space.

John Pyncheon, general manager of the Boone Coal & Mining Co., Boone, Iowa, was in Chicago last Saturday and made a number of his old friends in the coal trade a short call. Mr. Pyncheon reports that while the coal business in Iowa has been more or less dull throughout the fall, the outlook is much more encouraging than it was and prospects now are considered fairly good.

W. J. Harris, of William Harris & Son, manufacturers of mine car hitchings and iron and steel forgings, Pittsburg, Pa., was in Chicago the latter part of last week. Mr. Harris reports that the outlook for business during the remainder of December and throughout the winter is very encouraging and he believes that industrial activity will be at the high point all through next year.

The lake season at Fort William, Canada, practically closed on November thirtieth, when the steamer Yosemite arrived, which was expected to be the last vessel of the season. The receipts of coal at that point the present year have amounted to about 700,000 tons, of which 500,000 tons have been handled over the Canadian Pacific railway docks and 200,000 tons over the Canadian Northern railway docks.

The Jewett, Bigelow & Brooks Co., Fisher building, Chicago, reports a rapidly increasing demand for its four-inch Hocking lump coal, which it is preparing for western shipment with much care. This lump is held at the full circular price of \$1.60 f. o. b. the mine or \$3.25 f. o. b. Chicago, and the company has had no difficulty of disposing of a large tonnage at these figures since the advance went into effect on November first.

C. W. Gilmore, vice-president of the Crescent Coal & Mining Co., in charge of the bituminous department, Plymouth building, Chicago, and G. H. Conn, in charge of the bituminous department for Coxes Bros. & Co., Inc., The Rookery, were at Peoria, Ill., this week as the guests of the Clark Coal & Coke Co., where they made a thorough inspection of the Empire mines owned by this company and were very much impressed with them.

Dr. Louis Duncan, who is known throughout the scientific world for his attainments in electrical work, is another of the prominent men who have become associated with the staff of the Allis-Chalmers Co., of Milwaukee. Dr. Duncan has recently retired from the chair of electrical engineering at the Massachusetts Institute of Technology and will be the expert in charge of the electrical patent work of the company with offices at 56 Pine street, New York city.

The Retail Coal Merchants' Association of Terre Haute, Ind., recently held a meeting at which demurrage was considered at some length and it was decided to aid the Indiana Shippers' Association in securing the passage of a bill at the session of the legislature providing for reciprocal demurrage on the part of the railroads. The bill which it is proposed to introduce into the legislature is similar to the one enacted and now in

force in West Virginia, providing that the railroads shall be liable for demurrage charges to the shipper upon failure to transport freight fifty miles each twenty-four hours. The Indiana Shippers' Association, which has taken the initiative in this matter, has thoroughly organized the state with a view to securing the passage of this proposed legislation.

Eugene Ambler & Co., formerly located in the Ellsworth building, Chicago, this week removed their offices to suites 1002 and 1003 Plymouth building, where they have a most excellent location and plenty of room for the expansion of their business. Their offices occupy half of the space on the tenth floor and provide a private office for both P. C. Richards and Eugene Ambler, the members of the firm, in addition to affording additional facilities for the accounting department.

Col. T. N. Mordue, resident manager of Castner, Curran & Bullitt, Old Colony building, left Monday night for the mines in West Virginia, where he will remain the entire week, endeavoring to secure an increased tonnage of the famous Pocahontas smokeless coal for western shipment to apply on a large number of orders which he has booked. Colonel Mordue believes that with the close of lake navigation there ought to be some improvement in the all-rail movement, but will not be able to give a definite opinion until he returns from his trip.

The Davis Colliery Co., W. L. Ferguson, manager, Old Colony building, Chicago, is remembering a number of its friends with a handsome Christmas present, which will be thoroughly appreciated by all who are so fortunate as to be remembered in this way. The present consists of a very handsome desk clock encased in leather, which will be found to be very convenient. The clock is one of the best made and in addition is a handsome ornament for any desk. Whenever the Davis Colliery Co. remembers its friends it is always in the proper manner, and this evidence of that fact will be found to be no exception.

Elizabeth Orwell, employed in the office of Coxes Bros. & Co., Inc., at Milwaukee, Wis., was recently granted a verdict in the courts in that city for \$12,000 as a result of the loss of an eye. The defendants were Frank Skobis and Joseph Skobis, contractors. Miss Orwell was employed by Coxes Bros. at the time this company removed its offices from the Wells to the Pabst building. While entering the latter building a splinter of iron flew into her eye, causing the loss of sight and subjecting her to serious pain for half a year or longer. She was incapacitated to perform her regular duties during that period.

Arthur J. MacBride, sales agent of the New River Consolidated Coal & Coke Co., Fisher building, Chicago, returned the early part of the week from Cincinnati, Ohio, where he spent several days last week trying to "hurry up" the movement of the famous New River smokeless coal to apply on orders for western shipment. Mr. MacBride reports that the extreme drouth in West Virginia is the source of the delayed movement of all smokeless coals. At Cincinnati the river is so low that one can nearly walk across it and the water is so thoroughly charged with alkali and other chemicals, due to the low stage, that it seriously affects the flues of locomotives, reducing the available motive power which can be obtained from them.

A. Coen, in charge of the extensive exhibit of the Pittsburg Coal Co. at the Louisiana Purchase Exposition at St. Louis, returned this week to Pittsburg, stopping off for a day in Chicago on his way east. Mr. Coen has been very actively engaged all summer and will take a short vacation at his home in Ohio, after which he will become a member of the sales force of the Pittsburg Coal Co., taking up his new duties on January first. Mr. Coen is one of the younger members of the coal industry in point of years, but has had a wide experience in connection with railroad interests. He was the first of any of the exhibitors in the mines and mineral palace at St. Louis to have his exhibit in readiness for shipment, having closed up all the affairs of the company in that city this week.

Harry A. Van Auken, who was formerly a member of the Van Auken-Smith Coal Co. at Milwaukee, Wis., was recently arrested at Mobile, Ala., and held for Sheriff Duger, of Minneapolis, Minn., who wants him at that point to answer to an indictment for grand larceny. It is said that Van Auken is also wanted in several other cities for alleged shortcomings. Van Auken was arrested in a telegraph office in Mobile while waiting for money. He admitted his identity and said that he was not guilty of the charge alleged in the indictment, although he does admit that he has overdrawn his bank account. Van Auken, before going to Milwaukee, is said to have been engaged in the coal business at Toledo, Ohio. He told the Mobile authorities that he recently lost \$5,000 on the races at New Orleans. He was registered at a hotel at that point under an assumed name.

Apropos of the slump in the screenings market which occurred in Chicago several months ago, a new story is going the rounds of the local coal trade. It seems that several of the shippers at that time were very glad to give their product away just so the consignee would pay the freight from the mines. A large operator was in Chicago with a bunch of screenings and approached a well known buyer with a view to disposing of them. The buyer asked him his price. "Well, seeing that you are a pretty decent sort of a fellow and that you have bought considerable coal of me," said the operator, "I will just give you that ten cars if you will pay the freight." "What is the freight?" asked the buyer. "Ninety cents," was the reply. "Too high; I can get them cheaper. I know a man who will give me ten cars where the freight is only eighty cents." And the poor operator could not give the screenings away. THE BLACK DIAMOND does not vouch for this story, but to those who know the conditions that prevailed the latter part of the summer it sounds mightily like the truth.

Marriage of G. F. Getz Occurred Wednesday.

The marriage of Miss Susan Daniel Rankin, daughter of James E. Rankin, to George F. Getz, of Chicago, president of the Globe Coal Co., was solemnized very quietly on Wednesday of this week at the residence of the bride's father in Henderson, Ky. The sudden death of Mrs. James E. Rankin, mother of the bride, on Wednesday of last week, after an illness of only a few days, resulted in the withdrawal of the general invitations that had been extended to friends of the contracting parties. Only the immediate relatives of the bride and groom were present and the ceremony was a very quiet and simple one. Mr. and Mrs. Getz will be at home in Chicago at the Auditorium Annex after January first.

Many very rich and valuable presents were received by the bridal



GEORGE F. GETZ,
PRESIDENT THE GLOBE COAL CO., CHICAGO.

couple, who are very popular among a large circle of friends. Mrs. Getz was one of the leading society belles of Kentucky and in addition had a large circle of friends in Chicago, she having visited this city for several months each year in company with her parents. Mr. Getz also has a large circle of friends in social and business circles of Chicago, and in addition is widely known in nearly all the important eastern cities. Among the presents from members of the Chicago coal trade was a handsome silver set, with pearl handles, in a mahogany case. This set was exhibited at the Louisiana Purchase Exposition and was made with extreme care and is of the finest possible workmanship. Another extremely valuable present was a most handsome cut-glass punch bowl, presented by coal and railroad men associated with Mr. Getz in business. The employees of the Globe Coal Co., of which Mr. Getz is president, presented a handsome library lamp.

Mr. Getz is one of the well known coal men of the country. He has been identified with the Chicago trade for the past twenty or twenty-two years, beginning his connection with it in the retail end of the business. In 1898 he organized the Globe Coal Co., which has grown during the six years since its organization very rapidly. At present he is, in addition to being president of this company, vice-president of the Miami Coal Co.; is interested in the Bald Knob Coal Co. of the Georges Creek region, Maryland, and also interested in West Virginia and Ohio properties.



Important Western Coal Deal Consummated.

It is reported that Michael Kelly, the principal stockholder in the Kellyville Coal Co., Danville, Ill., owning five mines in that district and 5,200 acres of coal land, has sold his interests to a syndicate which will take possession February first, 1905, and will conduct the business after that date as the Kelly Coal Co. The consideration involved is said to have been \$3,200,000 and the syndicate was represented in the transaction by Congressman-elect W. B. McKinley, of Champaign, Ill., who will become general manager of the company. Mr. Kelly will retire from the coal mining industry.



A few days ago a man entered the coal office of Chris Ehrlich, of Seeleyville, Ind., and robbed the safe of \$1,000. It is thought he is the same man who a few weeks ago sought employment in the company's mine.

Old Colony Coal Co. Completes its Organization.

The Old Colony Coal Co., which commenced business on December first, with offices on the third floor of the Old Colony building, Chicago, completed its organization on last Saturday. The complete list of officers is as follows: President, F. M. Boynton, of F. M. Boynton, Inc., Pittsburg and Buffalo; secretary, W. D. Sauters, secretary of the Sauters Coal Co., Cleveland, Ohio; treasurer and general manager, W. Mack Stevens.

In addition to being producers of Piney Fork (Ohio) domestic and steam coal and Youghiogheny gas and steam coal, the company has made direct connections with operating companies for smokeless and splint coal from West Virginia and for Indiana coal from the well known Linton field. All the leading bituminous coals will be handled on a jobbing basis in addition to those mentioned, and the company starts out with the most favorable prospects.

W. Mack Stevens, the treasurer and general manager of the company, who will have direct charge of the business of the company, is one of the best known young men in the Chicago coal trade. He is one of the best known in connection with the trade for the reason that he has been faithful in the performance of his duties in the past and the corner-stone of the present success he has attained has been based on absolute honesty in his attitude toward those with whom he has had business dealings. He was one of the loyal employes of the Chicago, Wilmington & Vermillion Coal Co. for a number of years, starting in an unimportant position with that company and making substantial progress until at the time of his resignation he was general sales agent of the company.

Mr. Stevens was born at Orion, Ill., in 1870 and after completing his education spent three years on a western ranch. He came to Chicago in 1892 and entered the employ of a wholesale furniture house as a stenographer and gained promotion to the position of chief clerk at the time of leaving.

His connection with the Chicago, Wilmington & Vermillion Coal Co. dates from December first, 1895, when he accepted the position of chief



W. MACK STEVENS, TREASURER AND GENERAL MANAGER,
THE OLD COLONY COAL CO., CHICAGO.

accountant. His first advancement in the employ of this company came June first, 1897, when he was made city salesman. Following this, a short time later, he was made contract man in the northwest. Three years later he was appointed general sales agent, which position he resigned December first of the present year to become identified with the Old Colony Coal Co.

Mr. Stevens is very popular and has a large circle of friends in the western coal trade, owing to his many commendable personal qualities. That the new company will meet with abundant success under his direction and management is the wish of all these friends, in which THE BLACK DIAMOND most heartily joins.



Huntingdon and Broad Top Coal Tonnage.

The Huntingdon & Broad Top Railroad & Coal Co. reports the following coal tonnage transported over its line for the week ending December third, the corresponding week last year, the year to date and the corresponding period in 1903:

	Broad Top.	Cumberland.	Total.
Week ending Dec. 3, 1904..	12,108	28,022	40,130
Corresponding week, 1903..	16,568	19,444	36,012
Total for year 1904.....	533,720	1,023,662	1,557,381
Corresponding period, 1903	957,127	1,143,388	2,100,515

Reports from Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, N. Y., Dec. 8.

The market for anthracite continues fairly active and in a general way reflects the colder weather conditions that have prevailed during the week past. This is the season of the year when practically all purchases of coal are made only for immediate needs, either to replenish stocks and keep them to a certain level or to supply the hand-to-mouth demand where no coal has been stored by the dealers or the consumers. It is not to be expected that the market would develop the same volume of business that is experienced during the more active stocking season or as will occur later on when the depletion of stocks becomes more general. As a matter of fact, consumers in this territory and in the east have not stocked as heavily as last season, which indicates that the demand will become more active earlier in consequence and that after the turn of the year a decided increase in orders is to be expected.

Enough business is being done by shippers to keep them busy, but it is of a character to cause some uneasiness in making prompt shipments. The larger portion of the orders received are either for entire cargoes of stove or nut, which continue to be in the shortest possible supply, making it impossible to load these cargoes as they are wanted. This shortage applies to all shippers, delaying the forwarding of consignments anywhere from one to two weeks. Orders for all-rail coal are also delayed and in some directions are cut off by embargoes, which are a source of much annoyance to both the consignees and the shipping agents. Egg coal, which has accumulated to the greatest extent of any of the prepared sizes during the present year, is now moving off more freely, and this is a source of considerable relief to the shipping companies. Cars continue scarce on most of the rail lines and this situation is in a great measure responsible for the restrictions that are affecting tonnage movements at this time.

Expected that Car Supply will Show Improvement.

The closing of lake navigation this week will have an effect on the car supply for all-rail and tidewater business and should result in providing service for this class of trade that it ought to have during the remainder of the season. All rail lines connecting with the New York, New Haven & Hartford on all-rail shipments to New England via both the Poughkeepsie bridge and Harlem river have been embargoed since a week ago. The bridge route, it is understood, is just beginning to open up again for shipments, but the Harlem river route is still closed on account of the badly congested condition of the New Haven. This is greatly interfering with the trade in that territory, which is quite active and is the source of an abundance of orders. Some of the shipments which should go all-rail have been diverted by way of tidewater, but this is not giving the relief desired. The situation is likely to become worse as river transportation is closed up by ice with the advancement of the season.

The all-rail demand continues to be most active and the aggregate daily tonnage moving in that direction is quite large. Boston and the farther east points are not yet showing the activity that was expected, but it is sure to come later. Where shoalwater ports are still open to navigation an occasional cargo is going forward, but this business is drawing to a close and in several instances already cargoes have been obliged to go to other ports, owing to the frozen condition of the harbors to which they were originally consigned.

Seaboard Bituminous Trade Continues in Strong Position.

The Atlantic seaboard bituminous trade is in a strong position, but while it is stronger in some localities than in others, producers generally are not able to get a sufficient number of cars to supply the demand and meet the orders in hand. The car supply is short on all the rail lines and this continues to be the most important factor in the trade. The Pennsylvania railroad at the moment is probably the best supplied with equipment, the three roads from the West Virginia fields being very short of cars, while motive power on the Baltimore & Ohio is not sufficient to meet present needs. All the rail lines shipping to New England by way of New Haven connections have placed embargoes during the week on consignments of coal to that territory. The New Haven road seems to be badly disorganized in the matter of handling coal tonnage and the embargoes have been a result of these conditions. This stoppage of movement of all-rail coal to the far east has diverted a proportion of this tonnage to tidewater ports for shipment and no doubt will injure the all-rail business to that territory, as consumers do not like to change their routing of coal suddenly and without having received any advices that such a change would be necessary.

Sales prices continue to be well maintained with most of the standard grades of Clearfield coal selling at \$1.25 f. o. b. the cars at the mines, though here and there lower figures are occasionally reported, but the coal offered at the lower quotations is likely to be of a poorer quality.

The cold weather during the past week has about closed up the nearby shoalwater ports with ice and in different directions reports have been received of various cargoes being unable to make these ports. In some instances they have been obliged to return to some nearby open port to await a more favorable opportunity to reach their destination. In some instances cargoes have been reconsigned to available ports for discharging. Though the general feeling is that most cargoes by waiting a few days will be able to work through to destination, the colder weather will probably now put a stop to all further ice port business, and this class of trade can practically be considered closed for the year until next March or April.

Trade in the far east has been somewhat slighted in an effort to get a large tonnage to the shoalwater ports, but orders from regular sources are

again coming into active consideration, producers supplying the trade with coal more promptly. The continued low ocean freight rates have had the effect of resulting in consignments representing a larger volume of business. With a higher level of freight rates this business would not have been placed. Along the sound the trade is taking considerable coal, especially for ice ports, while the demand from the deep-water ports is quite good. New York harbor is fairly active and prices are well upheld with orders in much better supply.

The all-rail trade is quite active and is giving shippers considerable concern in providing transportation for it. The embargoes on all lines to the New England territory are particularly effective and are resulting in much of this business being transferred to tidewater markets for consignment by water to destination.

Transportation from mine to tide is variable, according to the main line roads on which the shipper is located. The southern roads are most affected by lack of motive power, thereby requiring a much longer time for the coal in transit. Car supply is reduced on all the roads.

In the coastwise vessel market vessels are not plentiful, but yet they are sufficient to meet the demand. Rates are about 60c to Boston, Salem and Portland; 70@75c to Portsmouth; 75c to Lynn and Bath; 60c to the sound ports, and 80c to Newburyport. The farther lower ports are on the same basis. New York quotes 60c around the cape.



Buffalo and the Great Lakes Trade.

BUFFALO, N. Y., Dec. 8.—(*Special Correspondence.*)—Intermingled with the increasing demand for both anthracite and bituminous coal are events in connection with the closing of navigation on the lakes, with the advent of new firms into the trade and with the runs on two banks here, the failure of one bank resulting, and with the expected failure of a prominent coal firm of the city, thus making the week one of unusual importance and moment. This week is the transitory one between seasons, and the conditions that prevail this week will give accurate measure for the coming season. The coal men have nothing to complain of and they are looking forward to the coming months with bright expectations.

Navigation on the lakes has closed and it has not closed. The statement, seemingly paradoxical, carries the full truth with it. The actual loading of boats at the lower lake ports will continue until the end of this week, and the boats will not have reached port at the other end until the middle of next week. Nevertheless, the shipping docks have notified the mines that the close of navigation is at hand and no coal for lake shipment will be sent from the mines this week. It will take this week to clean up the coal on the way from the mines. Insurance expired at midnight on December fifth, but in the case of the chartered vessels, it has been extended. This will make the present season of navigation one of the latest in several years. The effect of the close of navigation, in the turning of cars into the all-rail business and the shipment of more coal to markets, reached by rail, such as this is, will show itself this week, and will indicate what conditions will follow.

Some Anthracite Still Being Forwarded by Lake.

As for the anthracite docks here, all will be busy until the end of this week, except the Reading dock, which was closed last week. Rates have advanced since last week, for the end of the season. At the end of last week the rates had advanced to fifty cents, with an extra charge of ten cents if the cargo was held at the upper lake port, to be unloaded at the convenience of the consignee. And this week these rates were advanced ten cents all around, making the straight rate sixty cents, with ten cents more for storage. There will be considerable storage tonnage at the upper lake ports this winter. Bituminous shippers paid seventy-five cents for last trips from the Ohio ports.

Shipments of anthracite from this port for the month of November were large, amounting to 472,549 tons, as against 184,685 tons for the month of November, 1903. This increase over last year is gratifying, but still leaves this season behind last season by several hundred thousand tons. Shipments have continued steady until the end, with no rush. Last month's shipments were distributed as follows.

	Tons.		Tons.
Chicago	208,950	Green Bay	2,700
Duluth	81,800	Bay City	2,200
Superior	70,650	Hancock	2,124
Milwaukee	66,250	Toronto	1,200
Sheboygan	16,500	Windsor	1,100
Toledo	8,800	Soo, Ont.	800
Gladstone	3,050	Port Colborne	575
Marquette	2,950		
Racine	2,900	Total	472,549

Rail shipments of anthracite are as good as the car situation will permit. The supply of box cars here is still short and the shippers are far behind in their orders. The improvement noted last week has not been maintained this week. Reports are coming in to the sales agents from the retailers that they are out of coal and want some shipped at once. This shows that the jobbers have not put in large stocks and the fact they are out of coal as early as this would indicate that when the severe winter weather comes on and the deliveries of coal are slow, there will be a great

shortage of coal in the smaller cities and towns. The lesson taught by the coal strike seems now to have been forgotten.

This is a vital week for the bituminous dealers. The market has been getting better and better for many weeks past and has now reached a satisfactory stage. This week it is hesitating. The close of lake navigation means a generally different distribution of the output of the mines. The cars that have been running between the mines and the lake ports will now be used for the other markets, such as Buffalo. There will, of course, be more coal to be sent all-rail and Buffalo may be expected to get its portion of these cars and the coal, in fact, may get more than its share. Whether the increasing demand for coal and the increased difficulties of moving it in the severe winter weather will offset the greater supply remains to be seen. So far this week, however, the effect of the close of navigation has not stopped the upward tendency of the market. Reports from the headquarters of Pittsburg operators show that the effect there has not hurt the market. Usually changes of this kind show quickly, and for that reason it is now believed that the market will continue in its present excellent condition.

Prices are holding strong at the old figures. Pittsburg mine-run is quoted at \$1.15; three-quarter at \$1.25, and slack at 60@70 cents. River coal prices are much stronger than they were, mine-run bringing \$1.00. There is no surplus coal in Buffalo today, all the companies having much less stock on hand than usual. This promises well for the future.

Coke continues to be in great demand and commands high prices. Spot coke can be sold at almost any reasonable price. The average price is \$4.50 at the bridge. Connellsville coke seems to be pretty well taken up at other markets and very little reaches here.

The Lackawanna Steel Co., of Buffalo, let a contract this week to the Hecla Mining Co. for 1,000 tons of coke per day, for three years. The price is reported to be \$1.80 at the ovens, with a \$1.85 freight rate.

The sale of whaleback barges Nos. 201, 202, 111 and 127, of the United States Steel Corporation's fleet on the lakes, to the Baltimore & Boston Barge Co. is announced. The barges will lay up at Erie this winter and will be taken to the coast next spring, to be used there as coal barges.

Henry C. Stone, formerly city salesman for the Donnelley-Dunham Co., has opened an office of his own on the eighth floor of Ellicott Square, No. 883. Mr. Stone has had considerable experience in the coal business and he has many friends who will wish him well in his new venture.

Bank Failure Causes Interest Among Coal Companies.

The closing of the German bank in this city, on Monday, has interested many coal men, although, so far as could be learned, few coal dealers' accounts were in the bank. The circumstances that led to the closing of the bank were peculiar, being due to the fact that allied interests also controlled the German-American bank. Cashier Weppner, of the latter, resigned, stating that the new interests in the bank were making improper loans. Those in the German-American bank were all cleaned up, but those in the German bank to the same interests were not. Heavy runs on both banks followed. The Buffalo Clearing House, after learning the condition of both banks, decided to stand back of the German-American bank alone. The German bank could not meet the run on it. Superintendent of Banks Kilburn has taken charge of the bank and his experts are working on the books.

The sad news has come here from Toronto that Mrs. Noel Marshall, wife of Noel Marshall, president of the Standard Fuel Co., of Toronto, and one of the best known coal men in this section, died last Saturday at her home in Toronto. Mr. and Mrs. Marshall have recently returned from a trip to Europe. Last Thursday she was stricken with a stroke of paralysis from which she did not rally. The funeral was held on Tuesday.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., Dec. 9.—(*Special Correspondence.*)—The snow and colder weather the early part of the week had a stimulating effect upon the anthracite coal market, making the demand quite active at both retail and wholesale. Shippers were not well prepared for this increased business and as a result orders are not being filled as promptly in all cases as desired. Deliveries on the special grades, as a consequence, are very slow at this time, they having fallen so far behind that it is impossible to satisfy all requirements. The demand, while chiefly from the current local trade and for the replenishing of certain depleted sizes of coal in stock, is of considerable volume, indicating the strong position of the market in its future needs. The city trade is quite good, most dealers being very busy and have enough orders ahead to keep them going for several weeks and are inclined to hold up on deliveries to the full amount called for. Trade local to the main line roads is taking a large proportion of coal and is of a desirable character in that it takes all the different sizes in larger amounts, preventing accumulations on some grades, as often occurs in the city trade. The movement of coal beyond the capes of the Delaware is still slow for regular shipments to the deep water ports, but enough shoalwater port orders have come in during the week, in anticipation of their closing up with ice, to keep the vessel service fairly busy. In one or two instances where vessels have attempted to make these winter ports with a last cargo they have been unable to make destination on account of ice and had to be reconsigned to other nearby open ports. This shoalwater business may now be said to be practically closed for the season, as what few ports still remain open are likely to freeze up any day.

In the bituminous coal market conditions show considerable strength and values are also firmer. The only feature seemingly interfering with more business being transacted than is done at present is attributed to the short car supply on all roads and the inefficiency of motive power on others. On the Baltimore & Ohio this slow transportation is particularly felt and while producers are urging it forward most persistently shipments are taking from two to three weeks to run through to some of the tidewater points, often reaching there too late to cover the orders for which they were intended. The embargoes placed on shipments to the New England territory via the

New Haven road, all-rail, by all the tidewater railroads is also a factor in the trade at present in that orders are held back and those already placed often cancelled in order to ship by another route, consumers not taking kindly to this treatment of the railroad as it disturbs their business arrangements. As far as is possible shippers are converting this all-rail tonnage to tidewater for transshipment from there, but, of course, this is not possible on all business. Producers, however, are generally mining a larger tonnage and are getting better prices for their product. Many of the mines which were idle most of the summer have now resumed operation and are likely to continue on an increased production for the winter. Prices for the standard grades of Clearfield coals are about \$1.25 at the mines and all large shippers are refusing to sell for less. In the vessel market vessels are not in large supply, but sufficient for current demands. Quotations to Boston, Salem and Portland are 60c; sound ports, 60c; Portsmouth, 70@75c; Lynn and Bath, 75c; Newburyport, 80c.



Boston and the New England States.

BOSTON, MASS., Dec. 9.—(*Special Correspondence.*)—Greater interest has developed in the anthracite coal market during the week in this territory, owing to the more seasonable weather prevailing. Stocks in most cases at retail—this also applying to consumers—are not heavy and will now be further depleted from day to day as the cold weather becomes more regular, resulting accordingly in an increased amount of business. The market, especially at retail, is quite sensitive to temperature changes and the snows of the week indicate this by a flurry in orders which is keeping the dealers busy. While this demand is almost entirely for immediate needs, it is of considerable proportion in the aggregate tonnage and is rapidly depleting the stocks in dealers' yards. Indeed, there is already a shortage reported for certain coals and this with the interrupted transportation must soon become general where all-rail shipment controls. All the roads connecting with the New Haven have embargoed shipments in that locality and while they are again opening up over the Campbell Hall route, according to recent reports, shipments are likely to be limited for some time, owing to the congested condition of the local roads by freight traffic, while the Harlem river connections are still embargoed and no coal is coming through from there. This is causing some anxiety to buyers who are not well provided with coal and possibly short at the moment for certain varieties. A proportion of this tonnage is ordered via tide delivery, where convenient to discharging ports, as to the more interior points dependent on long rail hauls nothing can be gained by their coming this way. Receipts of coal in the harbor have not shown the increase in tonnage that was expected and while better than they were are not up to expectations.

The soft coal market is improving in a moderate way and while there is no anxiety to get forward larger quantities of coal, the general tone is better, affecting the requirements in the way of a more regular demand and making prices firmer. A fair amount of coal is coming forward and is sufficient to provide for the business with but little offering on the market. The chief attention of the trade during the week has been given to the shoalwater port business. What orders were still open required prompt shipment to get the coal to destination points before they were closed by ice. Many of the farther eastern ice ports are already closed for the winter and all possible speed is given the tonnage consigned to the other nearby ice ports in order to fill up their season's requirements while this business is available. There has been a better demand for coal along the sound ports for reshipment all-rail to inland points. The Connecticut river and other navigable streams now being closed to small barges for the winter and the reduced tonnage reaching that territory direct from the mines, are no doubt the causes of this condition which may continue throughout the winter, considering that the cars are a factor in this trade and the railroads generally short of a full equipment during the cold weather. Prices are fairly strong on all business and while they show no material advance, have an upward tendency. The vessel market is easy, though bottoms are not plentiful. All the ports from New York down to Norfolk are quoting 60c to Boston; Portsmouth, 70@75c; Lynn and Bath, 75c, and Newburyport, 80c.



Baltimore Coal Conditions.

BALTIMORE, MD., Dec. 8.—(*Special Correspondence.*)—Although the trade in anthracite coal has fallen off a little because of the mild weather with which the state has been blessed during the last two weeks, the soft coal business continues to improve and the operators are predicting that 1905 will be one of the best seasons they have had for a decade. The trouble now seems to be to get sufficient cars to move the stocks demanded for the city's consumption and the coastwise trade. There has also been a continuance of orders for the export trade, and this branch of the business appears to be making strides that will bring it back to its old prosperity.

At the annual meeting of the directors of the Alabama Consolidated Coal & Iron Co. in this city on December first, President T. G. Bush made an interesting report in detail of the operations of the company. Among other things, he said:

"For the first year of the company's existence, ending October thirty-first, 1900, the output of iron was 67,034 tons; of coal, 206,490 tons; of coke, 72,673 tons. Each of these items shows a gradual increase from year to year as the properties were improved and developed and improvements made, until the fiscal year, ending October thirty-first, last, which showed the output of iron at 135,610 tons; of coal, 530,106 tons; coke, 234,096 tons. Had been not less than 600,000 tons and 270,000 tons of coke would have been produced. During the year the company had one hundred idle coke ovens.

"The sales of iron, coal and coke amounted to \$2,270,000 and there was not a dollar lost in bad accounts. The report as to earnings shows that for the five years, including the unprofitable year which has just passed, the net earnings were \$1,648,494.52, which was sufficient to pay seven per cent on the preferred stock and leave an average of more than six per cent

on the common stock. Since its organization the company has paid seven per cent on its preferred stock. The company owns about 70,000 acres of land, of which 45,000 acres are mineral lands, coal and ore."

Beverly S. Randolph has retired as superintendent of the Consolidated Coal Co. after a service of eighteen years. He will be succeeded by John C. Brydon, who has been superintendent of the Somerset Coal Co.

Coal Being Shipped to Argentine Republic.

The first shipment from this port of coal to the Argentine Republic will shortly be made by the Fairmont Coal Co. The cargo will comprise 4,500 tons and is for the Buenos Ayres Western railway. The shipment is but one of many the company expects to supply the railroads and steamship companies of South America. One of the company's experts will accompany the cargo for the purpose of demonstrating its steam-making possibilities.

The Consolidation Coal Co. has sold to Harvey Fisk & Son, of New York, \$3,500,000 four and a half per cent refunding gold mortgage bonds. These bonds are a part of the authorized \$7,500,000 provided to refund the underlying securities of the company and to take care of its floating debt. This debt amounts to \$3,300,000, incurred for the most part in the purchase of the Fairmont and Somerset coal companies. The money for this purchase was advanced by the Baltimore & Ohio railroad and the sale of the bonds will allow the company to repay the loan. Of the whole issue, \$1,500,000 are to remain in the treasury until the necessity for their sale arises. The mortgage under which the bonds are issued covers practically the entire plant of the Consolidation.

November Exports Show a Good Increase.

Exports of coal from Baltimore for November aggregated 26,261 tons, as against 10,086 tons for the same month last year. Following are the vessels' destinations and cargoes for the month:

British steamer August Belmont, Tampico, 5,700 tons.
Schooner Lizzie Babcock, Cardenas, 812 tons.
British steamer Induna, Vera Cruz, 6,015 tons.
Norwegian steamer Hirundo, Tampico, 1,500 tons coal, 2,100 tons coke.
British steamer Rustington, Havana, 3,160 tons.
British steamer St. Quentin, LaPata, 4,302 tons.
British steamer Himera, Vera Cruz, 5,267 tons.
Ocean freight rates remain at last quotations. The charters for the last two weeks are as follows:
British steamer Cape Antibes, to Tampico, 1,616 tons, \$1.40.
Schooner Star of the Sea, to Boston, 893 tons, 75c.
Danish steamer Dania, to Havana, 2,242 tons, at about \$1.30.
Schooner John Twohy, to Guantanamo, 908 tons, \$1.40 and discharge.
British steamer Alicia, to Vera Cruz, 1,316 tons, private terms.

Uniform Bill of Lading Will Not Be Adopted.

The interstate commerce commission held several sessions in Chicago during the week for the purpose of hearing testimony and taking evidence for and against the proposed uniform bill of lading which eastern roads had proposed to make effective January first. A number of large shippers were called as witnesses as well as prominent railroad officials.

While the result of the hearing has not yet been made definitely known, and probably will not be until after the adjourned hearing in Washington next week, it is generally accepted as a fact that the uniform bill of lading will not become effective and that it has been practically knocked out. Rail line officials have assured the interstate commerce commission that they will not attempt to put it in force on January first when they adopt changes in the classification sheet. The evidence submitted by shippers at this hearing all tended to show that the purpose of the proposed uniform bill of lading was to advance freight rates enormously, and that this would result in larger earnings for all the rail lines. Apparently the uniform bill of lading has been defeated, and if this proves true, it will be a source of relief to all business interests, everywhere in the country.

Receipts of Lake Coal at Milwaukee.

Receipts of coal by lake at Milwaukee, Wis., for November and for the season till December first, 1904, as compared with the entire season of 1903, as reported by the North Western Fuel Co. at that point, were as follows.

	Anthracite.	Bituminous.	Totals.
November, 1904	114,021	199,521	313,542
Nov. and Dec., 1904.....	114,838	294,682	409,520
Year to Dec. 1, 1904.....	768,326	1,237,660	2,005,986
Season of 1903	959,186	1,675,048	2,634,234

The decrease in the lake shipments of anthracite to December first, 1904, as compared with the figures for last year, amounted to 190,860 tons, and 437,388 tons of bituminous coal, creating a total shortage of 628,844 tons of all descriptions of coal received by lake at the port of Milwaukee. Perhaps this deficiency will be decreased by the scattering receipts the early part of December, as the figures for last year are for the entire season.

Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York. Since our last report, two or three additional steamers have been chartered to take coal to Havana at \$1.30. In some instances, shippers have had option of Vera Cruz at \$1.45. These rates are practically unchanged. The only charter to the Windward islands was the fixture of the steamer Universe for about 3,000 tons of coal, Norfolk to

Barbados, at \$1.60, and a number of orders in this direction are still unfilled. The far east situation is unchanged, and the general impression is that the contract now in the market for Manila will be placed at less than \$4.25 and discharged. After the turn of the year, the indications are that there will be an increased demand for tonnage for grain, sugar and other trades, and the impression prevails that all freight rates will then seek a slightly higher level.

We would quote freight rates by steamer as follows: \$1.30 to Havana or Matanzas; \$1.75 to Cardenas or Sagua; \$1.55 to Cienfuegos; \$1.25@1.35 to Port of Spain, Trinidad; \$1.60@1.65 to St. Lucia; \$1.60 to St. Thomas; \$1.65 to Barbados; \$1.45 to Kingston; \$1.25@1.30 and port charges to Curacao; \$2.15 to Demarara; \$1.80@1.90 to Bermuda; \$1.45 to Vera Cruz; \$1.55 to Tampico; 9@10s to Rio; 8@8s 6d to Buenos Ayres; \$4.12½@4.25 to Manila.

The Jeffrey Hammer Pulverizer.

The manufacture of this type of pulverizer recently has been taken up by the Jeffrey Manufacturing Co., of Columbus, Ohio, being made under the Schoellhorn-Allbrecht patent acquired by it.

The one illustration shows the pulverizer with its interior or crushing parts; the other shows the sectional screen frame, which is one of the special features in this machine.

It is designed for crushing and pulverizing material such as coal, clay, shale, rock and many other materials. The manufacturers claim it to be

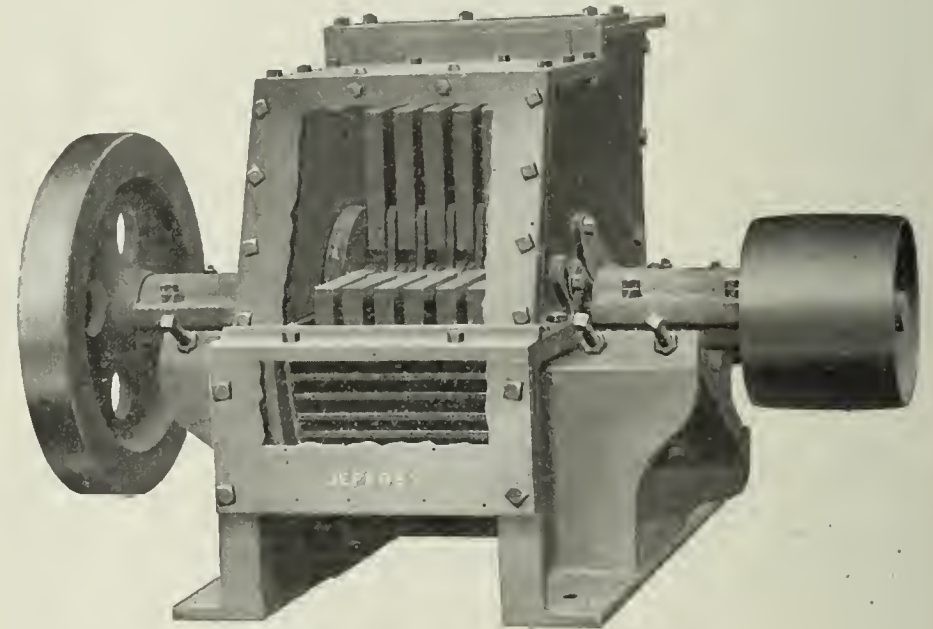


SECTIONAL SCREEN FRAME.

one of the simplest machines of its kind made. Strong features are its simple beater hammer, its "V" shape bar screening surface, its simple adjustment of the beater arms to accommodate wear, its substantial adjustable dustproof pillow blocks, its top feed hopper, insuring large capacity and permitting material to be partly crushed while in suspension, all of which go to make this machine as nearly perfect as can be made.

The accessibility of its inner parts is also one of its strong features. Taking off the rear plate and the hand-hole plates on the side of the machine make it possible to change the beater arms as well as the screening surface when necessary.

The screening surface is made up in sections, so that it is the work of



THE JEFFREY HAMMER PULVERIZER.

but a few moments to take out or change from one size to another.

It is made in many sizes to suit the various requirements; for instance, in coal the capacity varies any where from fifty to one hundred tons of coal per hour, depending entirely upon the degree of fineness. In pulverizing material, such as rock, its capacity is anywhere from ten to twenty-five tons per hour.

Many of these machines are in use, so there is no experimental period to be gone through with.

The Jeffrey Co. makes free crushing tests for interested persons, thus demonstrating before sale what the machine is capable of doing. Complete catalogue on this subject can be had by addressing the manufacturer.



CRUSHING PARTS.

The Joliet & Wilmington Coal Co., of Joliet, Ill., recently struck a vein of excellent coal in the vicinity of Braidwood, Ill., which is three feet six inches thick. The members of the company are James Smith, S. J. Drew, Nathan Bennett, T. N. Williamson, John Williamson, Thomas Baker, Michael Kahn and E. Etheridge of Joliet, and Joseph, William and Jerome Shenk, Lew Rogers and David Young, of Braidwood, Ill.

Eastern General and Personal Notes.

W. H. Carpenter, formerly of Pilling & Crane, Boston, Mass., is now in charge of the company's office at No. 71 Broadway, New York city, to succeed L. H. Washburn.

Lucien Hill, who has charge of the offices of the United Coal Co. at New York, left on Friday of last week for Pittsburg in the interest of the company and to discuss business matters now before them. He will return at the end of the present week.

James Kerr, president of the Beech Creek Coal & Coke Co., spent several days of last week on a business trip to the mines of the company and to inspect conditions there. He also called at the company's Philadelphia office on his return the first of this week.

The Molino, a 1,500-ton coal barge, built for the Philadelphia & Reading Coal & Iron Co. at Noank, Conn., was launched on Wednesday of last week. This is another boat on the order that was placed early in the year for a number of barges, with a view of materially increasing the coal fleet.

Evidence in the coal hearing before the interstate commerce commission, at Washington, D. C., last week, was concluded after a two days' session. January fifth was fixed upon for the final arguments. All the railroads were represented by counse., who gave further testimony and put in evidence figures bearing on the cost of production and transportation of coal.

A partnership has been formed by W. L. Barton and B. J. Murphy, of Carbondale, Pa., for the purpose of operating the Jones colliery, situated near that place. A new breaker with a capacity of 300 tons daily will be erected on the site of the old Jones breaker, which was burned some years ago. There is said to be a considerable quantity of good coal on the tract.

The fifth of December marks the close of navigation on the Hudson river to Albany. The season just closed opened on April fifth and lasted 245 days. Last year the river closed on December first and the average date for cessation of navigation during recent years has been about the middle of December. The Hudson is ice-bound at Albany and at a remarkably low level, the water at the docks being slightly below the sea level.

Righter & Marshall, of New York, have become incorporated under the laws of New York state. The company, which has a capital of \$50,000, will in the future operate under the trade name of the Righter-Marshall Co. for the purpose of concentrating its interests and taking under control the mining properties. The directors of the company are the same as those that have been identified with the firm since its inception, nearly four years ago. They are Walter L. Righter, Greenwich, Conn.; Wiibur A. Marshall, Plainfield, N. J.; Brian Evans, Manhattan, N. Y.

The Delaware, Lackawanna & Western railroad made a remarkable showing in its production of anthracite coal during the month of November as compared with the corresponding month in 1903, especially when it is considered that last year was the banner one for large monthly shipments and the fact that the Auchincloss colliery, one of its largest producers, was idle, owing to an accident. The production amounted to 860,751 tons, as against 692,452 tons in November, 1903, exceeding those figures by 168,299 tons. The October output this year was 856,346 tons, and it is not unlikely now that the company will exceed its record tonnage of last year, even though the summer season was less active.

The Norfolk & Western railroad has awarded the contract for the construction of its Dry Fork extension in the West Virginia coal fields. The delay in building this line, which is of great importance to the railroad and the coal operators who purchased heavily in this field some three years ago, was on account of the difficulty in locating a roadway over the Flat Top mountains. Several years have been spent by a corps of engineers in securing a feasible route and recently they decided on extending the Ialger & Southern, five miles long, through Perryville to Pocahontas, a distance of forty-five miles from Ialger, connecting with the Baltimore & Ohio extension of the Norfolk & Western at that place. A tunnel 400 feet long will be constructed and will open to market the Berwind-White, H. C. Frick, United States Steel and Pocahontas coal properties, which are very extensive.

On the twenty-seventh instant, at her residence, 102 South Twenty-first street, Philadelphia, Pa., Augusta Charlotte, widow of John Berwind, died in her eighty-third year. Funeral services were held in St. James church on Wednesday, November thirtieth. Mrs. Berwind was the daughter of a prominent family at Minden, Germany, and was born at that place on October twenty-ninth, 1822. Later, while traveling in America, she met Mr. Berwind and their marriage took place in Philadelphia, where for years following she was prominent socially. Their surviving children are Edward J. Berwind, president of the Berwind-White Coal Mining Co., who resides in New York; John E. Berwind, vice-president of the coal company, also of New York; Henry A. Berwind, also with the company at Philadelphia; Miss Julia A. Berwind, who has been her mother's constant companion since her father's death, and Mrs. Sallows Dunlap, of Philadelphia. Mrs. Berwind was a member of St. James Protestant Episcopal church and was interested in many charitable organizations.

James McWilliams, owner of the Blue Line at No. 1 Broadway, New York, and one of the pioneers in the sound towing business, died on November fourteenth at his home in Jersey City, N. J., from heart failure in his sixty-first year. He had been ill for several months with Bright's disease. Mr. McWilliams was in the boating business about all his life. Starting in business with McWilliams Bros. some forty-five years ago, he remained until 1888, when he established his own transportation line between New Jersey and Long Island sound ports in competition with sailing vessels and railroads. A line of scows was used to transport the coal at that time, having

a capacity of 1,800 tons, going as far east as Providence, R. I. Mr. McWilliams was a widower, his wife having died about two years ago. He leaves the business to his sons, Owen G. and Charles H. McWilliams, who will carry it on; and two daughters, Mrs. Frederick Keeler and Mrs. Edward Messick. He also leaves two brothers, Daniel McWilliams, of the McWilliams Bros. Towing Line, and Frank, who is engaged in the transportation business at West Brighton, S. I. Mr. McWilliams had many friends in business and social circles, who sincerely regret the loss caused by his death.

The will of Edward L. Wentz, the young Philadelphian, who was mysteriously killed in the mountains of West Virginia about a year ago, following his departure on October fourteenth, 1903, from his headquarters at Big Stone Gap, Va., was filed last week in the office of the register of wills at Philadelphia. The bulk of the estate, valued at \$500,000, is devised in trust for the benefit of the testator's fiancée, Cornelia Brookmire, of St. Louis, Mo. The will was dated September eighth, 1903. Letters of administration were granted to two brothers, Daniel B. Wentz, of Wyncote, Pa., and John L. Wentz, of Philadelphia. After devising few minor properties at Big Stone Gap, household effects, books, jewelry, horses, dogs, guns and other personal property to his two brothers and a sister, the residue of the estate is bequeathed to the Fidelity Trust Co., of Philadelphia, in trust for the benefit of Cornelia Brookmire as long as she lives, the said company to have the management of said property, and after all conditions have been complied with, to pay over semi-annually the residue of the rents, issues and profits from said property to the said Cornelia Brookmire, to her sole and separate use. After a search of several months following Mr. Wentz's disappearance, his body was found secreted in underbrush by a mountain side. The mystery has never been explained.

Embargoes were placed on coal shipments all-rail via the Harlem river to the New York, New Haven & Hartford railroad on Friday, of last week, by both the Baltimore & Ohio and Philadelphia & Reading railroads, practically shutting off all deliveries by this route to New England territory, as the Pennsylvania railroad had previously placed embargoes on this business which are still in force. The New Haven officials deny that they are responsible for these embargoes by reason of unnecessary economies or possible inefficiency on their part, as reported, but admit that a sudden increase of traffic on manufactured goods, raw materials and other products has given them an unusually large amount of freight to handle quickly, which is delaying the coal traffic. The situation as it appears to the coal trade at this time is quite serious, regular shipments in this direction having been cut off to everybody, regardless of the consumer's needs or his legitimate demand on contract. Efforts are being made to send much of this tonnage forward via tide, but as vessels are not plentiful this may occasion a greater shortage and advance the rates where it would be prohibitive to use the water route on contract business. Severe weather would also augment the difficulty, and unless some relief is given shortly by the contributing railroads this New Haven territory is likely to be in distress for coal, when prices may show a material advance.

The trial trip of the new steel tug, Elmer A. Keeler, of the Keeler Transportation Line, New York city, on Saturday last, was made the occasion for a very pleasant event, affording an outing and an elaborate lunch to about eighty members of the coal and shipping trade, which was greatly appreciated and enjoyed by them. The Burlee Dry Dock Co., of No. 1 Broadway and Staten Island, builders of the tug, issued the invitations to the trade for the trial trip, believing that in the test the new tug would prove very fast and give some enjoyment to those who cared to participate in the run. The party went aboard at 1:00 p. m. at Pier A. The tug made a splendid appearance in her attire of flags and finely drawn lines, looking fit to do battle with any weather or waves. A run was made to Twenty-third street and return, after which a trip was taken to Whitestone, L. I., to inspect the docks and coal pockets of the transportation line which have recently been established there for the coaling of yachts, tugs and other vessels. From this point the party proceeded to Staten Island and the run from St. George to the Battery, it is said, was made in seventeen minutes. The distance is five miles, which proves the Keeler a very fast boat. Refreshments were supplied to the guests in considerable variety, wine being served with the lunch, which was of a most inviting nature, reflecting great credit on the chef who attended to the arrangements. The party was a most congenial one and returned home at 4:30 p. m., expressing themselves as highly pleased with the boat and the enjoyable trip. The tug in size compares favorably with larger craft in this harbor and is very strongly built. Her dimensions are 125 feet long, fourteen feet deep and twenty-five feet beam. She has fore and aft compound engines with 20x40-inch cylinders and a twenty-eight-inch stroke. She has steam steering gear and capstan and is lighted throughout with electricity. The cabins are splendidly furnished, especially that of Mr. Keeler.

New York Central Coal and Coke Tonnage.

Coal and coke tonnage originating on the New York Central railroad in the Beech Creek region of Pennsylvania for the week ending November twenty-first, the year to that date and the corresponding period in 1903 as follows:

	Nov. 21,
Coal tonnage for week	172,651
Total for year 1904	6,518,770
Total for last year	6,737,279
Coke tonnage for week	1,851
Coke tonnage for year	23,754
Coke tonnage for last year	90,090

Talks in the Field of the Retail Dealer.

Written for The Black Diamond.

Last week I referred to the necessity of keeping up stocks of coal during the winter.

Quite as necessary is the matter of having a definite buying policy for the conduct of the retail business.

How few dealers there are who act upon logical lines in making their purchases of coal at wholesale will be evident from calling on a few of them and attempting to secure an order.

You will find that with the coal man chaos prevails when it comes to this branch of his business.

If you go into their office and tell them that you represent Smith & Jones and you would like to sell them coal, you will find it is necessary very often to go through their yard and ascertain what the condition of their stock is before you can obtain an order.

I find that in very many cases I stand just as much chance of securing an order from a dealer when his bins are full as when they are nearly empty. I also find that when his bins are nearly empty he is almost likely to tell me he has sufficient coal as when they are crowded.

There is another point in this connection which I also find to be true, and that is that very often the dealer does not have his mind made up as to whether he shall buy or not when he really needs the coal.

He will wait until a traveling man comes along who has persuasive powers and then may be prevailed upon to take in the very coal he should not.

Right here I want to say a word about the obligation of the traveling man to the coal merchant. Of course, I do not know as I can blame the sales agent who is so short-sighted as to accept an order for coal whether his customers needs it or not, yet I do believe it is a poor policy on his part.

It is a poor policy for the reason that if you sell a man once something that he does not want and for which he can not find a market, your chances for selling him again in the future will be correspondingly decreased.

The sales agent who is on the lookout at all times for the best interests of his customer, the retail merchant, will be the one in the end who meets with greatest success.

I have included these few remarks for the reason that sometimes a merchant is not wholly to blame when he falls under the persuasive eloquence of the ubiquitous coal drummer.

He is to blame, however, if he succumbs the second time and gets stuck on a lot of unsalable coal.

Should Formulate Buying Policy and Stick To It.

I believe that every retail merchant dealing in coal should have a definite buying policy, which he should stick to. Of course, this policy ought not to be used on such rigid rules that an exception can not be made when circumstances warrant it, but at the same time it should be adhered to very closely and it should form the basis for most of the buying.

In the matter of anthracite, I do not believe that the dealer should be continually changing from one shipping agent to the other. Before he originally takes in stock this coal, he should investigate carefully the preparation, quality and merits of the different anthracite coals offered by shipping agents in his locality.

When he has done this he should decide on the description which he believes will meet with the greatest approval of his prospective customers.

If the coal gives satisfaction and he is receiving fair treatment from the shipping agent, I see no reason why he should make a change. The exception to this rule should occur when the preparation is poorer than that of other anthracite brought to the market or when the shipping agent is unfair in his duty toward him.

There is very little to be gained by shopping around and buying anthracite coal from half a dozen different sources. In most instances I think the dealer really sustains a loss.

When there is a shortage of this product and it is difficult to obtain, if he has been fairly loyal to the shipping agent, he will be receiving coal when most of his competitors are unable to get it.

On the other hand, if he has been placing orders for a few cars of coal with each of the shipping agents and has not been very close to any of them, he will be out of coal and unable to obtain it.

As to the policy governing the buying of bituminous coal, it must be subject to a great many circumstances that pertain to this branch of the business.

Some dealers handle steam, domestic, smithing and cannel coal. When this is the case, each of these different lines of coal must be handled on a different basis, practically speaking.

In the sale of steam coal, preparation generally is not so much of a factor as price and intrinsic merit.

In the handling of domestic coal, preparation is the principal factor, together with required merit for house consumption.

In the handling of smithing coal the name of the mine from which it is produced seems to be the most important factor, from the standpoint of the average buyer.

In the handling of cannel coal, much the same conditions govern as in handling the domestic product.

Policy That Should Prevail with Steam Coal.

Taking up the matter of steam coal more in detail, the retailer who is honestly trying to do his best may be obliged to buy from quite a number of different sources.

The first principle he must be governed by in his buying policy is to secure a coal or coals which meet all the requirements of his customers. He should make a personal investigation of their furnaces and understand the

temperament of the engineer and fireman and the requirements for which the coal is wanted.

He ought to follow this up by adding to his coals, to be in such a position that he will always be able to compete with those who are seeking this business.

The best way to obtain proper buying prices on steam coal from either the shipper or producer is to ascertain what your customers will require and then go direct to the producer or shipper, stating that you have a prospective contract for so many tons and that you think you can land it if you can get the right price.

The dealer who seeks this kind of business ought to have such a standing with the producer or shipper that he will be able to name a price to his customer as low as any shipper or producer who goes directly after such business could name.

A considerable amount of business sagacity is required to secure and maintain a profitable steam business. The most careful buying policy must be religiously followed.

The dealer must not only be careful in his buying policy, but he must also be very careful that the coal which comes to him from the shipper or producer is fully up to the standard which he has sold his customer.

By that last proposition I do not mean to say that the dealer should reject or refuse coal on the slightest provocation, as many of them do, but rather if the coal is lacking in quality, before unloading it, he should immediately take it up with his shipper and state actual facts to him.

If there is a controversy over this point, other coal men should be brought in to examine the coal and determine who is in the right.

Many dealers who have made an arrangement with their shippers injure themselves by being too arbitrary in refusing and rejecting coal, and when it comes time to renew the contract with the shipper they are unable to do it for the reason that the latter has lost confidence in them, due to repeated refusals to accept coal shipped.

I do not mean to say, on the other hand, that all the blame attaches to the retailer in this respect. Quite often a shipper will ship coal which he knows is not up to the standard called for by the dealer, and in that case he ought to be brought to a realizing sense of his culpability.

Fairness on both sides in adjudicating matters of this kind will be conducive to mutually beneficial relations.

There should be a spirit of give and take based on the policy of equality and fairness.

Policy Outlined in Purchasing Domestic Coals.

With reference to the buying policy which should prevail in the purchase of domestic sizes of coal, I hold that the same policy which prevails in buying anthracite should be adopted.

The dealer first of all should select from one to half a dozen different grades of domestic coal from perhaps as many different fields, each of which is the best for the purpose of any coal that can be secured in that class.

These coals should be bought from reputable and careful shippers, the first consideration being to obtain a connection with a shipping company which is known to be fair and honorable; which does not substitute other coals and which will protect the dealer to a very large extent in his sales at retail of those coals.

Taking all this points more in detail, preparation of coals should be the first consideration in accepting a domestic coal to be offered for sale. Connections should be made with the shipper, who furnishes a coal on which the preparation runs uniform, and where the shipper and operator will guarantee that all shipments will be made from the same mine, so that the dealer can place dependence in the product.

If the city is a small one where the dealer is located, he should secure, if possible, the exclusive agency for that coal in his immediate neighborhood and have it understood with the shipping companies that they will not ship to every one of his competitors the same product, and will protect him if he will use all his endeavors to increase the sale of that product.

If I were a retail dealer I would refuse to handle any coal which was sold to my customers in carload lots by any shipper, because I do not believe that the dealer can compete in business with the wholesaler or producer.

If the dealer follows this policy in buying his domestic product, there is no reason why he should not make a large profit on every description he handles.

First, he will occupy the position where he is able to back up every assertion which he may make. If he has this he can gain the confidence of his customers. Secondly, he will be protected in the sale of his coal and will have very little competition in his own immediate neighborhood.

The dealer, in return for these considerations, should be loyal to the shipper or producer who supplies him with the product, as in the long run such loyalty will pay him.

He ought not to buy from every Tom, Dick and Harry that comes along after he has bought coal and is being treated fairly by several shipping companies who are reliable.

Consideration of Smithing and Cannel Coals.

With reference to smithing coal, of course, it is quite important that he should handle the leading description of this coal, because the tonnage of most dealers is very small. I think, though, here again the dealer will make a most serious mistake if he continually shops around in purchasing his stock.

He should make a careful survey before engaging in this business, of

the situation and find out the coal which is best adapted to the requirements of his customers, and, when he has made that discovery, should buy such coal and none other, providing, of course, he can get it at a satisfactory price.

Still less in importance is the sale of cannel coal in most localities, although at some points it is more of a factor in the retail business than the sale of smithing.

A very good policy to follow, if it can be done, is to handle two grades of cannel coal, one of which should be the best on the market and the other a second grade at a less price.

There are two classes of buyers of this coal. One of them includes the very wealthy, who will not hesitate to pay for any product which gives satisfaction, while the other is the great middle class, with which price as well as quality cuts a figure.

Where both are to be supplied, the two grades are almost necessary, if they can be obtained.

In conclusion, concerning this matter of buying coal for the retail yard, I believe the establishment of relations with fifteen or twenty shipping companies, all of them high grade and possessed of integrity and honesty, is the first consideration.

The second is that the dealer should always see to it that the quality of the coal forwarded to him, no matter what its description, shall be kept to about the same standard.

In the third instance, he should not be afraid to place his orders in advance of his requirements in such a manner that he will always have coal in stock and before the stock is depleted there will be some more of the product on the way to take the place of that which he is selling from day to day.

I believe by following these general rules the careful dealer will have adopted a policy which will contribute to his success. Of course, there may be a few exceptions, but he must bear in mind the old adage that the exception proves the rule.

THE YARD MANAGER.

Program for Retail Convention at Milwaukee.

Secretary Frank E. Lukens, of the Illinois and Wisconsin Retail Coal Dealers' Association, makes announcement this week of the formal program for the semi-annual convention, which will be held in Milwaukee, December fifteenth and sixteenth, at the Plankinton hotel. The program for the convention is as follows:

EXECUTIVE BOARD MEETING.

"Thursday, December fifteenth, at 2:00 p. m., open meeting of the executive board in the club room at the Plankinton hotel. At this meeting all unsettled complaints will be taken up and members having complaints of any character will be given an opportunity to be heard, as will also wholesale dealers against whom complaints have been filed.

ORDER OF BUSINESS.

The semi-annual meeting will be called to order by President Thompson in the convention hall of the Plankinton hotel, promptly at 10:00 a. m., Friday, December sixteenth.

- President's addressL. Waldo Thompson, Beloit, Wis.
- Vice-president's addressFrank Mosher, DeKalb, Ill.
- Secretary's reportF. E. Lukens, Chicago.
- Attorney's reportS. W. Packard, Chicago.
- Address, "Costs"J. E. Gates, Jacksonville, Ill.
- Address, "Unreasonable Complaints of Retailers,".....

W. B. Hawkins, sales agent the C. Reiss Coal Co., Sheboygan, Wis.

Introduction of resolutions.

General discussion.

Banquet, Plankinton hotel.

Accompanying the program for the convention are two letters, one addressed to wholesalers and the other to members of the association. The one addressed to the members is as follows:

"At a meeting of your executive board, held in Chicago November ninth, it was unanimously decided to hold a semi-annual meeting in Milwaukee, Wis., December fifteenth and sixteenth, 1904, at the Plankinton hotel.

"On Thursday, December fifteenth, at 2:00 p. m., the executive board will hold an open session, to which all members are requested to attend. At this meeting all unsettled complaints will be discussed, as well as other matters in connection with irregular sales and shipments.

"On Friday, December sixteenth, at 10:00 a. m., the regular semi-annual meeting will be held; at this meeting able papers will be presented upon subjects of vital importance to every one connected with the coal industry and no retail coal merchant can afford to miss it. Our wholesale friends have been invited to attend both meetings and take part in the deliberations. The relation of the wholesaler, shipper and producer on one side and the retail dealer on the other, is a campaign of education on both sides, and naturally progresses slowly, but surely. The getting together in discussion and conferences is the very best way to eliminate evils and improve conditions. Each year has brought about a better feeling and a better understanding between the two sides. We find that these meetings cause a broadening out of the interest in each other, and it is hoped in the course of a very few years there will be but one side, and that the wholesaler, shipper and producer, and retail dealer, will be as one big family, working closely and harmoniously for their mutual interests.

"Come, attend this meeting and do your share to help improve conditions. It will pay you to do so and you will return home feeling that the time has been well spent, both from a business and social standpoint.

"Advise the secretary upon the enclosed postal card, at your earliest convenience, if you will attend, so that ample provision can be made for your entertainment."

In addition, President Thompson has addressed a personal card to all Wisconsin members of the association as follows:

"It has been truthfully said that the most successful trade organizations are those whose meetings are best attended.

"The semi-annual at Milwaukee is held especially for the benefit of the Wisconsin coal dealers, and you are expected to be present. I hope to have the pleasure of meeting you personally on December sixteenth."

Resolutions in Memory of M. C. Steinhauer.

Resolutions of condolence, approved and adopted at an assembly of the coal dealers of Indianapolis, Ind., Friday, December second, 1904, in memory of the late Michael C. Steinhauer:

Whereas, It has pleased the Divine Providence to remove from our midst our late friend and associate, Michael C. Steinhauer. While we bow in humble submission to the will of the most High, we do not the less mourn for our associate who has been taken from us.

In view of the loss we have sustained by the decease of our friend and associate and of the still greater loss to those who were nearest and dearest to him, we deem it a just and fitting tribute, in memory and recognition of his many esteemed qualities that appropriate action be taken thereof. Therefore, be it

RESOLVED, That it is but a just tribute to the memory of the departed to say that in regretting the removal from our midst we mourn for one who was honest, just and equitable in his dealings with his business associates and fellow man; a man marked with ability in gaining and holding the warm friendship of all with whom he came in contact.

RESOLVED, That we sincerely and tenderly condole with the family of the deceased in their hour of trial and bereavement with which the Divine Providence has seen fit to visit upon them and commend them for consolation to Him who orders all things for the best and who looks with the eye of sympathy and pity upon the widow and orphan.

RESOLVED, That these resolutions of our heartfelt sympathy and sorrow be transmitted to the family of the deceased as a token of our respect and friendship.

FRANK M. DELL,
M. S. HUEY,
A. C. COST,
Committee.

Midwinter Meet of Iowa and Nebraska Ass'n.

MID-WINTER MEETING OF Iowa and Nebraska Association.

Arrangements have been completed by Secretary R. E. Harris, of the Retail Coal Dealers' Association of Iowa and Nebraska, to hold the regular mid-winter meeting of the organization at Marshalltown, Iowa, on December twenty-first. Details of the program have not yet been announced, but it is assured that the meeting will be a success and that the program will be an interesting one. All dealers in Iowa, who are members of the association, are expected to be present at that meeting. Several very important legislative matters are to come up for consideration.

Prevailing Wagon Prices at Chicago.

ANTHRACITE.	
	Per ton. Dealers' Wagons.
Grate	\$6.50
Stove	6.75
Chestnut	6.75
Egg	6.75
BITUMINOUS.	
ILLINOIS COALS.	
Wilmington chunks	\$3.50
New Kentucky lump and egg	3.50
Carterville stove, washed No. 1	3.75
Shellbark lump, egg and nut	3.50
Shellbark, No. 1 washed	3.75
Shellbark, No. 2 washed	3.50
Cartersville nut, washed, No. 2	3.50
Westville-Danville domestic lump	3.00
Danville lump	3.00
Staunton lump	3.00
Springfield lump	3.00
Muddy Valley lump	3.00
INDIANA COALS.	
Brazil block	\$3.75
Greene County lump and egg	3.00
Sullivan County lump and egg	3.00
Linton lump and egg	3.00
Mecca lump	3.25
Vigo and Clinton third vein	3.00
Northern Indiana lump	3.00
OHIO COALS.	
Hocking domestic lump	\$4.00
Hocking domestic nut	3.50
Jackson Hill and Wellston	5.00
Palmyra	5.00
PENNSYLVANIA COALS.	
Cannel lump	\$6.50
Blossburg smithing	4.50
Lilly smithing	4.50
Cambria smithing	4.50

How to Advertise the Retail Coal Business Properly.

A full page advertisement has been sent to THE BLACK DIAMOND by the Home Supply Co., of Ft. Wayne, Ind. This advertisement is reproduced on this page, about one-eighth the size it originally appeared in a daily newspaper at Ft. Wayne. It appeared in two colors, red and black. The central cut, which appears in black in THE BLACK DIAMOND, was in red in the original advertisement, improving its appearance materially over the illustration which is reproduced here.

I have taken some pains to investigate the merits of this advertisement from a practical standpoint as to direct results, because I labored under the impression that it was the kind of advertising which pays a profit to the advertiser. My supposition proved correct. The advertisement appeared Saturday evening—which, by the way, is the poorest evening of the week for an advertisement to appear in an afternoon paper—and on the following Monday the Home Supply Co. sold more than enough Pine Run coal to pay for the cost of the advertisement and net a substantial retail profit besides.

Price Paid for the Space was
Phenomenally Low.

There was one strong point in favor of this company, which aided materially in its making such a splendid showing. The daily newspaper which accepted the advertisement named a rate phenomenally low, so that from the outset the prospects were in favor of making the advertisement pay. If I were to name the price which was paid it would astonish the readers of THE BLACK DIAMOND. Having as much knowledge of the newspaper business as I have, I incline to the belief that the publisher of the daily paper did not receive enough for the advertisement to pay for the composition and press work, let alone the cost of the white paper.

The advertisement was well written—in fact, it is a good advertisement to reach the consumer of coal. In the introduction I would suggest one change, which might slightly strengthen the advertisement. I would make it read as follows: "For the homes of Fort Wayne. The Home Supply Co. has once more aided the householders of Fort Wayne by securing the exclusive sale of the famous domestic 'Pine Run' coal." I include the name of Pine Run in the introduction so that consumers may know from the outset the coal that is being advertised. The display of the introduction is remarkably good, typographically, and is commendable from the standpoint of the printer.

The arguments advanced on each side of the central illustration as to the value and the many qualities of Pine Run coal are every one of them excellent. They constitute a straight talk from the shoulder as to the merits of this product and are couched in such language that the average person with no technical knowledge of fuel can understand them. Moreover, they are thoroughly convincing. There is apparently no exaggeration as to the merits of the coal, no boastful statements, yet they are terse and pointed.

The special offer proposition is one of the strong points of this advertisement. For fear that some of my readers may miss it in looking over the advertisement, I am going to reproduce this entire: "We want you to order some of this coal and try it in your own stove. Let us send you a small order first and then fill your bin." This is strong, inasmuch as it indicates the confidence of the selling company in its own product. If you have confidence in the coal and believe in it yourself, you can convince other people of its merits. If you lack confidence in any product and attempt to sell it, your actions generally will reveal that fact very plainly. I should say from reading this sentence that the advertising company believed every word they said and if I were a consumer I would be inclined to accept their statement for its full worth.

Some of the Strong Points of the Advertisement.

Another strong point is the panel, headed, "We deliver promptly." Read that over, Mr. Retailer, and see if it does not strike you as being pretty nearly right in the way of directing attention to the facilities the company has for delivering coal to its consumers.

Still another good point is to be found in the attached prices of this

coal. I have emphasized the necessity of this two or three times in this column—that prices are an essential quantity in any advertising and in this connection I wish to direct attention to the fact that these prices are no bargain figures, but represent more than the average of profit to the retail dealer. They are influential, however, in revealing that The Home Supply Co. has nothing to conceal in making its prices public; that it believes it is selling a coal worth the figures asked for it. On the reader of the advertisement the effect must be apparent. He likes to know when he is going to buy a commodity what he will be obliged to pay for it, and if he does know in advance his mind is made up as to the quantity he will require and he is less inclined to haggle over the price, and is also more inclined to believe he is getting a bargain, whether he is or not. The signature is

one of the strong points of this advertisement. A satisfactory type is used; it is the last item almost in the advertisement and it stands out prominently. An added touch of strength is found in the concluding statement, "Exclusive agents for Fort Wayne." This gives the impression to buyers of this coal and those who may be induced to buy it later that they can not secure it from any other company in that city, and naturally will have a tendency to hold the business for The Home Supply Co.

This is the Kind of Advertising
That Pays.

Now, in conclusion, I wish to say that this is the kind of advertising that pays. It pays because it is modern and has for its purpose the sale of coal—and that a specific kind of coal. In advertising you must bear in mind that the average person who reads your advertisement is looking for the best quality for the money which he has to spend. This advertisement should indicate to him that here is quality and merit, and, judging from results which I have already outlined as having occurred, it had that effect.

I wish to add a word of suggestion to this company. It has inserted one advertisement which has been profitable, but it ought not to stop here. Do not let this be the end of your advertising program. I should say that during December, January, February and March, at least one full page advertisement ought to be taken once a month. If Pine Run coal is the one of superior merit which it is desired to push, let each one of these advertisements advance some new arguments in favor of it. Possibly I have been too conservative in outlining the

advertising program that should be followed, but the suggestion that this advertisement should appear once a month, as indicated, is the minimum number of times. I think if I were doing the advertising and the results had been as beneficial as in this case, during the coal buying season of December, January, February and March, as I have already suggested, I would insert an advertisement monthly.

There is still one more point which I would like to make, and that is as to the value of making advertising count. Possibly this same firm could have secured a card two inches deep and two columns wide in the Fort Wayne daily newspaper for a period of six months for the price which it paid for this one insertion. I am inclined to believe, however, that the one insertion will pay a better return than the investment in the card for a longer period. The result of this must be apparent to everyone. The larger advertisement will attract the attention of any reader of the paper and in it stronger arguments are advanced which leave their impression on the consumer's mind. In the small card the arguments must be more or less restricted; it will not be seen by nearly as many of the readers and the impression left will not be as forceful or as strong. I think on the basis of direct returns, the larger the advertisement—providing, of course, that it is well written and well displayed—the more economical is the investment in printers' ink.

The American Coal Co. was recently incorporated at Jersey City, N. J., with an authorized capital of \$1,500,000, the incorporators being W. Benton Crisp, Henry W. Baird and E. G. Woodling.

For the Homes of Fort Wayne

The Home Supply Company has once more aided the householders of Fort Wayne by securing the exclusive sale of this Famous Domestic Coal.

PURE AND LASTING---NATURE MADE IT SO!

Nature's own blending. Carbon, moisture, gas, etc. each in proper proportion for domestic purposes.

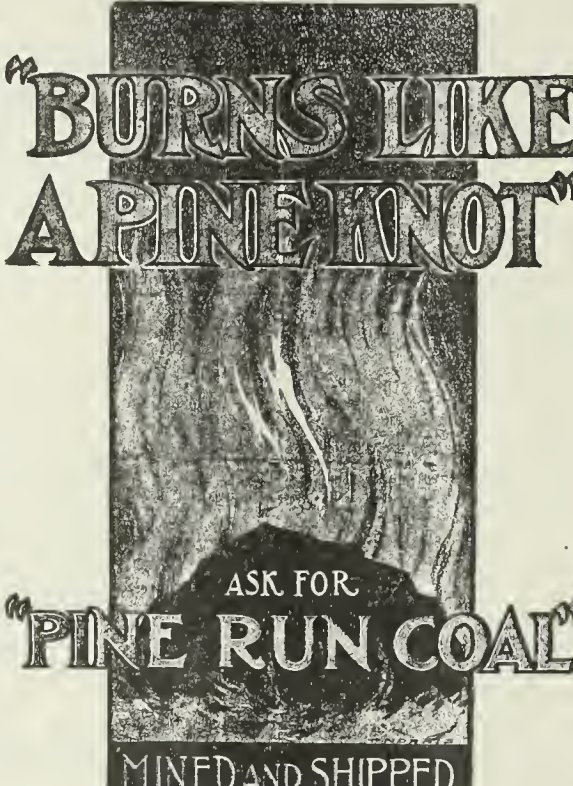
It is the staying quality in Coal that gives you "valued received."

PINE RUN has lots of it. It will last 1-3 longer than ordinary domestic Coals.

Throw a chunk on at night and it will smoulder away until morning—no trouble whatever in holding fire over night.

Try a load for your furnace, you will find it the ideal fuel for hot air or hot water heating.

Our direct connection with the mines will enable us to furnish PINE RUN COAL regularly when you need it.



ASK FOR
"PINE RUN COAL"

MINED AND SHIPPED
BY
MAYNARD BROTHERS
Progressive Producers
COAL AND COKE
COLUMBUS - OHIO TOLEDO - OHIO CHICAGO - ILL.

It's in the burning. The memory of quality lives long after the price is forgotten.

PINE RUN COAL is higher priced than some—but who cares?

"It burns like a pine knot."

Not slow burning dead stuff, but Coal—everything the word implies.

PINE RUN COAL takes fire quickly, and burns with a rich glow until the last crumb is consumed.

It leaves very little ashes and no slate or clinkers. It all burns up. We are exclusive agents for this coal—no one else in Fort Wayne has it.

Special Offer

We want you to order some of this Coal and try it in your own stove.

Let us send you a small order first—then fill your bin.

The Home Supply Company.

Domestic Lump, \$5.00 Per Ton.

THE HOME SUPPLY CO.

Office and Yard, Hoagland Avenue and Wabash Railroad, One Block East of Fairfield Avenue.

EXCLUSIVE AGENTS FOR FORT WAYNE

Home Phone 6030.

Our Delivery System

We have careful men who put the Coal just where you want it.

PINE RUN Coal is good stock with us, we can deliver one ton or a cellar full any time.

The Home Supply Company.

Domestic Nut, \$4.50 Per Ton.

Western Retail Notes.

The North Western Fuel Co. has opened a new coal yard in Minneapolis on the north side.

The Fauvre Coal Co., of Indianapolis, Ind., it is stated, has an interest in an ice plant to be established at Pekin, Ill.

The People's Coal Co. recently embarked in business at Sixteenth and Lowe streets, Chicago. Otto Yeager is the manager.

E. A. Granger, of Plainwell, Mich., recently purchased an interest in the coal and lumber business of Charles Bush, of that city.

The Great Western Elevator Co., of Gary, Minn., has decided to put in a coal shed at that place and if the weather is favorable, it will soon be in use.

Coal at present is cheaper fuel than wood at Le Sueur, Minn., but many of the householders of that city are owners of wood furnaces and can not burn the coal.

The Standard Lumber Co., of Mankato, Minn., is moving its old warehouse to a new location near the Milwaukee roundhouse, where it will be used for a coal shed.

The officers of the Mayville Coal Co., Mayville, Minn., recently held a meeting at their offices in that city and reported that the company was doing a large business.

James Derham, of Helena, Mont., recently started a coal agency under the name of the Union Coal Co., and he will be the manager for the sale of Wyoming and Montana coal.

Samuel Kille, of Salem, Ohio, was awarded the contract for furnishing the city hall at that place with coal for one year. The price was not made public, but it is said to be lower than last year.

Coal dealers of Mankato, Minn., feel that they are not being fairly treated in the matter of freight rates on coal and the Business Men's Association is endeavoring to see if conditions can not be improved.

George B. Biddle, of Shenandoah, Iowa, recently purchased the coal office and scales of C. P. Greene, of that city, and will conduct the coal business from the old location until he can secure a yard on the Burlington tracks.

C. B. Goodell and C. B. Patterson, of Crete, Neb., recently purchased the coal and elevator business of J. Buck, of that city, and the firm will hereafter be known as the Goodell Grain & Coal Co., with Charles Goodell, manager.

The North Shore Fuel & Supply Co., of Lake Forest, Ill., recently started in business with an authorized capital of \$25,000. The president of the new company is John Griffith, who will manage the business of the corporation.

J. H. Dinsmore, of St. Charles, Minn., was recently appointed manager of the Laird-Norton coal yards at Owatonna, Minn., to succeed John Kendall. Mr. Dinsmore was formerly in charge of the Laird-Norton yards at St. Charles.

The William McCool Coal & Wood Co., of Bay City, Mich., recently started in business at First and Sherman streets, that city. The concern has secured a splendid location and the new sheds are heaped high with the best grades of coal obtainable.

J. D. Murphy, of Eveleth, Minn., has the government contract to furnish the Indian school on Vermilion Lake with a large amount of coal for the winter. He recently attended to the transfer of 200 tons of hard coal from the cars at Tower, Minn., to the school.

The Luhrig Coal Co., of Cincinnati, Ohio, recently asked the United States court to set aside the verdict for \$63,108 given against it in favor of the Jones & Adams Co., of Chicago. It claimed that the verdict was influenced by prejudice and passion on the part of the jurors.

Miss Alice Manning, of Carroll, Iowa, recently spent a few days in Waterloo, Iowa, with a view to ascertaining the advantage of opening a wholesale and retail coal business at that point. Miss Manning, it will be remembered, is the only woman coal dealer in Iowa and has been in business at Carroll for several years.

Warm weather has seriously affected the coal trade at Duluth, Minn. Last year at this time there was quite an active demand for coal and shippers were receiving orders so fast that they scarcely had time to attend to them properly. The retail trade at the head of the lakes is dull. If the mild weather continues for any length of time, the consumption of coal will be about twenty-five per cent less than last year.

It is estimated that \$10,000 worth of coal is stolen every year from coal cars on track at Sandusky, Ohio. It is stated that these thefts are becoming more frequent than ever before, and many times children may be seen drawing express wagons heaped with coal. This is growing to be one of the bitter trials of both wholesale and retail coal dealers of Sandusky, and it is hoped that some means may be found to prevent it.

The Rocky Mountain Fuel Co., of Denver, Colo., which was formed to take over the retail business of the Colorado Fuel & Iron Co., of Denver, has served its purpose and the business has been turned back to the Colorado Fuel & Iron Co., of which Thomas Ryan is president. There have been rumors, from time to time, of a coal war at Denver with a prospect of prices being slashed, but it is stated now that there is nothing to justify such action.

A new coal dock is to be established within a short time at Hibbing, Minn., which will save that city a considerable expenditure each year. In

the past, coal for use at the power plant was hauled by team from the railroad yards at a cost of almost \$3,000 per year to the city. When the new dock is in readiness, it will not be necessary to handle the coal but once after it reaches the dock, as the structure is near the boiler room and the firemen shovel direct from the dock to the furnace.

*Eastern Retail Notes.*

The George Hall Coal Co., of Rochester, N. Y., recently made an appeal in the United States circuit court at that place from customs duties imposed on it by the Canadian authorities.

Alderman Michael E. Monahan, of the fifth ward, Syracuse, N. Y., was recently appointed manager of Holden & Son's Clinton street coal yard, succeeding the late Levi W. Dodge.

Ira Seymour Harvey, at one time president of the Oneida Coal Co., of Oneida, N. Y., passed away recently at his home in that city. He was at the time of his death a member of the coal firm of Clark & Harvey.

Worcester (Mass.) coal dealers held a meeting recently, for the purpose of becoming better acquainted. It is thought that the present price of \$7.50 for the best grades of anthracite will be advanced to \$7.75 before the first of the year.

The New England Coal Dealers' Association has a membership of something like 400, but it is stated that there are approximately 4,000 retail dealers in the New England states. The association recently held a meeting for the purpose of endeavoring to increase its membership.

A very pretty wedding took place recently at Utica, N. Y., when Gerard S. Foster, son of Davis S. Foster, a prominent coal man of Utica, was married to Miss Esther Bird, of New York City. Mr. Foster is associated with his father in the coal business on Genesee street, Utica, and has charge of that branch of trade.

It is stated that coal will shortly advance at Washington, D. C. Stove coal is selling there at \$7.25 per ton, and it is expected that the price will be advanced twenty-five cents a ton. Some of the dealers think this advance not likely but most of them are of the opinion that the margin of profit for the winter should be a little larger.

James Roughan, of Boston, Mass., recently purchased the coal handling plant of J. A. & W. Walker on the Boston & Maine railroad wharves at Portsmouth, N. H., where most of the coal for mills up the state is discharged. Mr. Roughan has a plant at Mystic wharf, Boston, Mass. Messrs. Walker will retain their wholesale and retail coal business.

Ex-Mayor Morris, of Ottawa, Canada, who is in the coal business with an office at 118 Spark street, that city, is advising his customers to order their coal now, before the inclement winter weather brings about an advance in prices. He is selling Lackawanna at \$7.25 per ton and is urging householders to take advantage of prevailing prices.

Bennett & Kennedy, an old coal firm at Binghamton, N. Y., recently announced their intention of retiring from business. The yards of this firm are the second largest in that city, having a storage capacity of 4,500 tons and for the past eleven years they have done an extensive coal business. Since the death of Fred Kennedy some three or four years, the business has devolved entirely upon Mr. W. P. Kennedy and he now finds that he can no longer give it the necessary attention. He will, it is stated, again enter the business of railroad contracting.

Dealers at Syracuse, N. Y., are beginning to notice a falling off in their business on account of the universal use of gas for cooking purposes. It is stated that this has been more apparent this fall than ever before. They are experiencing no difficulty in getting plenty of coal at present, although they state that if severe winter weather should come upon them suddenly there would probably be a scarcity, because only two or three dealers are said to have large supplies on hand, and the car situation will make it rather difficult to secure any great quantity of coal on short notice.

*Southern Retail Notes.*

Coal has been advanced twenty-five cents per ton at Knoxville, Tenn.

J. M. Richards, a prominent coal man of West Virginia, it is stated, will shortly open a new coal yard at New Orleans, La.

The Empire Coal Co., of Macon, Ga., is ready for the winter trade. Its yards are splendidly stocked with coal and there will be no danger of the supply falling short.

Ruby & Baird, coal dealers at Owensboro, Ky., recently dissolved partnership. S. R. Baird, retiring, and his interest in the business being taken over by his partner, J. M. Ruby. H. Morton, president of the Drakesboro Coal Co., becomes a member of the firm which will be known as Ruby & Morton.

The New Albany Coal Exchange, composed of coal dealers at New Albany, Ind., recently held a meeting at which it was agreed to advance the price of coal twenty-five cents per load. Dealers claim this advance is necessary, owing to the low stage of the river as greater expense is required to bring the coal to the city wharf.

Official city scales for the weighing of coal at Birmingham, Ala., have been established on Twenty-third street between Morris avenue and the railroad tracks in that city, and if the spirit of the ordinance recently adopted by the city council is carried out in this instance, consumers will have the satisfaction of honest weight in buying coal.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Royal Coal & Coke Co. was recently incorporated at Uniontown, Pa., by Howard J. Lyons, Harry J. Price and Joseph O. Roe.

The Acorn Coal Mining Co. was recently incorporated at Dover, Del., with an authorized capital of \$100,000. The incorporators are all of Joliet, Ill.

The Monarch Coal & Coke Co. was recently incorporated at Uniontown, Pa. Those interested in the company are Howard J. Lyons, Harry C. Price and William W. Parshall.

The American Peat Coal Co. was recently organized at Passaic, N. J., with an authorized capital of \$1,000,000. The incorporators are Garret Terhune, John Terhune, Paterson, N. J., and Joseph M. Gardner, Passaic, N. J.

The Scranton Anthracite Coal Co. was recently incorporated at Camden, N. J., to acquire mines, etc. The authorized capital of the new company is \$150,000 and the incorporators are Joseph F. Cotter, George H. B. Martin and D. M. Callahan.

The Pittsburg Coal & Fuel Co. was recently incorporated at Dover, Del., to develop coal lands. The incorporators are Mark G. Hobbs and D. B. Negley, of Pittsburg, Pa., and L. E. McKain, of Allegheny. The company has an authorized capitalization of \$500,000.

The Ivory Hill Coal & Coke Co. was recently incorporated at Clarksburg, W. Va., with an authorized capital of \$500,000. C. D. Jenkins, of Fairmont, W. Va.; James Dunn and C. H. Baker, of Ebensburg, Pa., and C. A. Silsby, of Wilkesburg, Pa., are the incorporators.

The Layman Coal Co., recently organized at Scranton, Pa., with D. W. Layman, manager, and Fred D. Layman, superintendent, has leased twenty acres of land in the vicinity of that city, where it will erect a breaker which it is expected to have ready for operation in about six weeks.

W. L. Barton and B. J. Murphy, of Scranton, Pa., have formed a partnership for the purpose of mining coal. They will erect a breaker on the site of the Jones breaker, near that city, which was destroyed by fire a few years ago. The new breaker will have a capacity of about 300 tons daily.

The Thacker Fee Co., was recently incorporated at Thacker, W. Va., with an authorized capital of \$50,000. The incorporators are T. E. Houston, of Elkhorn, W. Va.; Howard W. Houston, of Chester, Pa.; Charles E. Pugh, of Philadelphia, Pa.; A. J. Duel, of Harrisburg, Pa., and George S. Graham, of Philadelphia, Pa. The principal office will be at Elkhorn, W. Va.

General Eastern Coal and Coke Notes.

Work on the extension of the storage yard of the Susquehanna Coal Co. at McClellan, Pa., is progressing rapidly.

New veins of valuable coal are being unearthed almost daily at Minersville, Pa., the latest being that of a twelve-foot vein.

The threatened strike by the miners of the Clarence Coal Co. at Yatesville, Pa., has been averted by a conference with the officials of the company.

The Dominion Coal Co., of Montreal, Canada, has closed its Hub colliery at Halifax, Nova Scotia, and will not resume operations until spring.

The Clyde Coal Co., of Pittsburg, Pa., has brought suit against the Pittsburg & Lake Erie railroad to recover \$62,084.55 for alleged violation of a contract.

The breaker boys who were on strike at No. 10 colliery of the Pittsburg Coal Co., at Pittston, Pa., have returned to work, pending an adjustment of their grievances.

Discharged employees of Coxe Bros. & Co., Inc., of Wilkesbarre, Pa., will be reinstated, it is said, but will have to face an extended suspension until there is work for them.

The Scranton Coal Co., of Scranton, Pa., will shortly commence sinking a new shaft at Throop, Lackawanna county, Pa., which will be one of the largest openings in that region.

The slope of the Big Mountain colliery in the vicinity of Shamokin, Pa., has resumed operations after being idle since 1900. Two hundred men and boys will be given employment.

The Lehigh Valley Coal Co., of Scranton, Pa., will shortly commence slushing the abandoned workings of the Mt. Carmel colliery, the scene of the recent flooding, in the vicinity of Scranton.

The new coal operation, near Shamokin, Pa., recently purchased by Irish Bros., of Philadelphia, Pa., is being pushed rapidly to completion. The mine will be equipped with the most modern machinery.

Miners at the Kearney and Brown collieries at Dunmore, near Scranton, Pa., recently went on strike. It is expected, however, that the men will go back to work pending an adjustment of their grievances.

John M. Crane, aged sixty years, secretary and treasurer of the Lacoe & Shiffer Coal Co., of Wilkesbarre, Pa., passed away recently at his home in that city. He was connected for a number of years with the Wyoming Valley Coal Co., of Wilkesbarre.

Engineers of the Pennsylvania railroad are at work surveying for a

COAL AND COKE
ANALYSES

MAX D. SLIMMER, Ph. D.
357 Dearborn Street, CHICAGO

Heat Value (B. T. U.) - \$4.00

Sulphur - - - - - 1.25

Fixed and Vol. Carbon - 1.50

Ash - - - - - 0.75

Moisture - - - - - No Charge

WRITE FOR SPECIAL CONTRACT RATES

Delaware, Lackawanna & Western Railroad Co.

MINES AND CARRIES TO MARKET

SCRANTON COAL

S. C. SCHENCK, Agt.

Shipments "All Rail," and from yards and docks at Chicago and Toledo.

Soft Coal Department: BLACK BAND
Mined in West Virginia.
NOTE! Not genuine unless invoice is accompanied by certificate from this office.

C. L. DERING,
Manager Chicago Office,
1000-10 Old Colony.

When you buy "SCRANTON"
be sure you get the GENUINE
D. L. & W. Scranton.



CATLIN MINE.

If you wait too long

before getting in a supply of coal you may have considerable trouble in securing prompt shipment. Better let us quote you now.

Springfield, Wilmington, Carterville, Hocking, Splint,
Pittsburg No. 8, West Virginia, Kanawha,
Old Hickory, Low Vein Block.

JONES & ADAMS CO.,
Miners and Shippers,
GENERAL OFFICE, 355 Dearborn St., CHICAGO, ILL.

branch from the Berwind-White Mining Co. operations at Foustwell to Boswell, Pa., and the new fields being opened in Somerset county, Pa. The road is expected to be in operation next spring.

The miners on strike at the mines of the Morris Run Coal Co. at Altoona, Pa., have been given notice that they must choose between the company and the United Mine Workers, as the company will no longer treat with the union and that they may return to work December first at a reduction of fourteen per cent over last year.

Promoters of Johnstown, Pa., have secured options on over 4,000 acres of first-class coal lands in the vicinity of Forwardstown and Thomas Mills in Somerset county, Pa. They have obtained the right of way for a railroad and it is thought that by the middle of next summer, the company will be shipping thousands of tons of coal to eastern markets.


The Delaware, Lackawanna & Western will shortly make an effort to operate the Truesdale colliery in the vicinity of Wilkesbarre, Pa., with water and electricity. In order to do this, vast improvements will be necessary, but it is stated that the operation of the colliery in this manner will diminish the cost by nearly ninety per cent, and the output will be greatly increased.

Literary Notes.

That marvelous aggregation of horny-handed farmers, slim-fingered dudes, healthy washerwomen, anaemic fine ladies, gamblers, preachers, tramps, desk-men, jimhills, ditch-diggers, law-sharps, prostitutes, poets, fiddlers, prize-fighters, bankers, bunco-men, job hunters, jerry-builders, bargain-drivers, patriots and wooden-nutmeg peddlers, drawn to this free soil from the four quarters of the earth as steel filings are drawn by the magnet—this interesting aggregation which, collectively, commands my highest love as my country has just been advertising to the world the measure of its own soul in the choice of its public servants. In the contest for the presidency the political group that bore the name of democracy was defeated; but the group that nominated the real democrat won.—Frank Putnam in National Magazine for December.

McClure's Magazine for December fairly radiates the spirit of Christmas. There is good cheer, pleasant entertainment, the beauty and joy of life shining out of its pages; and underlying all this there is compelling seriousness and importance. The magazine seems to grow constantly richer, more varied, more brilliant, more authoritative—all qualities well reflected in this number. That rare combination of illuminating serious article and absorbing story is effected by Ray Stannard Baker in his story of the Garment-Workers' strike, "The Rise of the Tailors." What will be a revelation of tremendous significance to most readers are the hard facts, sustained by incontrovertible figures and comment, found in an article on "The Increase of Law-

Continued on Page 1236.



DICKSON & EDDY,

General Sales Agents,

No. 17 BATTERY PLACE, NEW YORK.

SCRANTON COAL COMPANY,

SCRANTON, PA.

Operating Capouse and Pine Brook Collieries, Located in
the City of Scranton.

Yearly Capacity, - 800,000 Tons.

Now shipped over the New York, Ontario & Western Railway.

Southern Coal and Coke Notes.

New Southern Enterprises.

It is reported that C. C. Hatfield, of Owensboro, Ky., is completing arrangements for the sinking of a coal shaft near that place.

William Murray and associates, of Brookside, Ala., have leased from Allen Bivins, of same place, 100 acres of coal land and arrangements are under way for its development.

The Remy Coal Co. was recently organized at Nashville, Tenn., with an authorized capital of \$25,000. The incorporators are T. E. B. Siler, W. A. Owens, Winston Baird, A. W. Smith and H. B. Lindsay.

The Cumberland Coal Co., of Barbourville, Ky., composed of ex-Governor Stone and others, of Pennsylvania, is preparing to develop the Brush Creek coal land in Knox county, Ky., on an extensive scale.

The Domestic Coal Co., of Roane county, Tenn., was incorporated recently with an authorized capital of \$30,000. The incorporators are J. V. Allen, B. A. Treat, James A. Wilson, Fred D. Haggard and J. E. Fox.

The Western Development & Investment Co. was incorporated at Fort Smith, Ark., recently, to develop coal lands, with an authorized capital of \$50,000. The incorporators are W. F. Blocker, F. L. Mulky, J. W. Baxter and M. B. Wylie.

A company composed of Frank C. Grote and others, of Cincinnati, has been formed to develop coal lands in Mt. Sterling, Ky. John S. Haley, of Saulsbery, Ky., is also interested. They own 1,200 acres of fine coal properties near Aden Springs. The company is incorporated with \$500,000.

General Southern Coal and Coke Notes.

Diamond drills will be used shortly to test the coal fields at Ft. Hancock, Tex.

The Reinecke Coal Mining Co., of Madisonville, Ky., will shortly erect a building 40x80 feet to replace the one recently destroyed by fire at a loss of \$6,000.

Two hundred car loads of coal per day are being shipped out of McAlester, Coalgate and Lehigh, I. T. Formerly the output averaged about half that amount.

The Central Coal & Iron Co., of Birmingham, Ala., recently purchased a tract of 360 acres of coal lands in the vicinity of Tuscaloosa, Ala., for a consideration of \$62,000.

Mines at Coal Creek and Jellico, Tenn., are suffering greatly from a congestion of traffic on the Southern railway again. The condition on the Jellico fields has put the men to working only half time.

Arture Longega and associates have acquired more than 25,000 acres of

G. C. BOWMAN

MINER and SHIPPER

ANTHRACITE—COKE—BITUMINOUS

SOLE SHIPPER

"Avoca" (Pittston District). "Lopez" (Bernice District).

MINE AGENT

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"Big Vein Lehigh"

"Wilkes Barre"

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Anthracite shipments made by Rail or Water via P. R. R., P. & R. R. R., L. V. R. R., Erie R. R., and their connections.

THE ST. LOUIS AND
BIG MUDDY COAL CO.

PRINCIPAL OFFICE,
CARBONDALE, ILL.

CAPACITY
2,500
TONS
DAILY.



MINES NEAR
CARTERVILLE,
Williamson County,
Illinois.

SOLE
PROPRIETORS
HURRICANE
COAL

A 600 ton daily capacity
Luhlg Coal Washing
Plant operated in con-
nection with mine.

COAL

HURRICANE

Trade Mark.

coal lands in the state of Coahuila, Mexico, and it is said will install a large amount of machinery for the immediate development of the property.

It is reported from Bristol, Va., that the South & Western railroad, of Virginia, is planning to extend its lines throughout the southwestern part of the state and through eastern Kentucky and will shortly begin the work.

An explosion occurred recently in the Bolan-Darnel mine at McAlester, I. T., caused by a windy shot. Two miners were badly burned and were taken to South McAlester for treatment. The mine was not seriously damaged.

Miners in the Beattyville district of Kentucky recently went on strike asking an advance from sixty cents a ton for digging coal to seventy cents a ton. About 500 are involved in the trouble. An effort is being made to settle the strike.

The great coal mines in the vicinity of Hawesville, Ky., are operating with a full force of men and it is said that never since the civil war has there been such activity apparent as is now being shown in and about the mines in that vicinity.

Coal Creek and Jellico (Tenn.) coal operators recently went to Atlanta, Ga., to take up the matter of increased freight rates. The rate from Jellico was increased five cents recently and the operators are endeavoring to have it reduced to the old figure.

The United Mine Workers employed by the commercial operators in the Alabama district are to receive an advance of two and a half cents a ton for cutting coal, which will make the wage fifty cents per ton instead of forty-seven and a half cents, as formerly.

K. P. Alexander, a former master mechanic of the Fort Smith & Western railroad shops at Fort Smith, Ark., recently entered the service of the Midland Valley Coal Co. and will make his headquarters at Oklahoma City, Okla., selling coal for the company in that territory.

Oliver Hazard Payse and H. K. McHarg, capitalists and directors of the Wabash railroad, recently visited coal fields in Wise county, Va., and it is thought that they made an inspection preparatory to building a branch line from southwest Virginia to a South Atlantic port.

The Tennessee Coal, Iron & Railroad Co., of Birmingham, Ala., has sent out notices offering \$5,000 reward for information that will lead to the arrest and conviction of the person or persons who shot Superintendent W. S. Lang at Blocton, Ala., Saturday, November twelfth, during an altercation with some of the strikers.

LITERARY NOTES—Continued.

lessness in the United States," by S. S. McClure. Mr. McClure sees the worst, but hopes for the best. In the midst of depressing conditions of misgovernment, corruption and lawlessness, he finds at work "the pioneers of a new righteousness which shall become a new passion—the love of country," when we shall have obedience to the law because it is the law. The position of distinction held by McClure's in story as well as article is well sustained by the fiction of the number. James Hopper leads with "A Jumble in Divinities," which for charm of style and quality of sentiment can hardly be excelled as a Christmas story. There are more stories that appeal to our primal sense of what is beautiful and tender, to our better instincts and tastes, with a moving force. George Madden Martin's "God Rest You, Merry Christians," Marion Hill's "His Journey to the Gates," Janet Remington's "The Way Wonderful," Herman Knickerbocker Viele's "The Money Meter," are about the people and things we all know, real and homely and familiar, feeling what we have felt and drawing our warmest sympathy. Mrs. Martin's is a Christmas story, which reflects the season and its meaning. Then there are more of the masterly studies of men and things in the rough, of that great America which lies far west of Hohoken, as artistically perfect expressions of the unfamiliar as are these other stories of the ordinary. Rex E. Beach describes a terrible contest of two miners with cold and hunger and distance in the Arctic circle, "The Test," in which mind defeats matter. Stewart Edward White continues his serial, "The Rawhide," and carries us with unbroken interest into the mysteries of "the round-up" and "the trail" in the Arizona desert. O. Henry has a delightfully humorous sketch of the matrimonial adventures of two retired miners in "The Ransom of Mack." John La Farge continues his discussion of the Masterpieces of Painting under the alluring head of "Allegories." George W. Alger writes a most comprehensive and comprehending review of Ida M. Tarbell's marvelous "History of the Standard Oil Company," just published by McClure, Phillips & Co. There are poems, "The Dream Child," by Florence Wilkinson, and a "Ballade of the Brave," by Richard Burton, which round out to completeness this most attractive magazine.

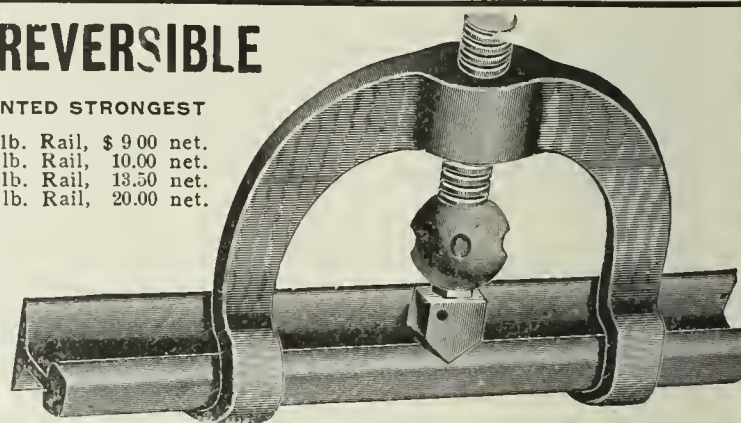
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WARRANTED STRONGEST

Price for 12 lb. Rail, \$9.00 net.
Price for 20 lb. Rail, 10.00 net.
Price for 35 lb. Rail, 13.50 net.
Price for 50 lb. Rail, 20.00 net.

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1112 Prudential Bldg., Buffalo, N. Y.

F. N. PEASE, Southwestern Sales Agent,
215 Dearborn St., Chicago, Ill.

THE BLACK DIAMOND

VOL. 33. No. 25.

CHICAGO.

DECEMBER 17, 1904.

NEW YORK

\$3 00 PER YEAR.

General Review of the Markets.

Conditions in the coal market have not altered, to any great extent, during the week just closed. Severe winter weather has held off, except in scattering localities, and consequently the market has not felt the stimulus that comes from zero temperature. A factor in the trade more important than the weather during the week has been the transportation situation. In some parts of the country this problem has become a serious one. Lack of cars, and lack of water in the rivers, has been a handicap of grave importance.

In Chicago the trade situation is practically what it was a week ago. There have been no changes in prices, or, if there have been changes at all, they have been insignificant. At the beginning of the week there was some expectation that the snow storm might operate to prevent the railroads from getting coal into the city, but this anticipation was not realized.

In the eastern states the demand for shipments during the week has equaled the supply, and in some cases exceeded it. Considered from the standpoint of tonnage for the past two years, the market shows a very strong position, as compared with former years. The November production of coal amounted to 5,124,068 tons. The tonnage for the eleven months of the year was 52,429,378 tons. This makes an approximate total of 117,000,000 tons during the past two years.

Shippers in the east are pretty well sold up on most of the prepared sizes. Stocks on these coals are very low. Egg is still active, while broken sizes are slightly less so. Steam sizes are active and the supply of this coal in stock is considerably reduced. The shippers are short on stove coal and are very low on chestnut or are out entirely. The all-rail demand is the most active.

The car situation in the east is still a factor and is holding back coal. Trade eastward is not improving greatly. New York territory, which is a large buyer throughout the winter, is expected to develop shortly a good trade. At seaport towns the coal trade is stronger. Most of the consumers report a surplus of orders with advancing prices. Very little coal is available, comparatively, for shipments. There is an increased demand for bunkering coal, produced, no doubt, by bad weather and uncertain transportation in the harbor. Transportation and car supply are still the factors that are worrying the producers. Most of the roads are in worse condition than they were a week ago.

Car Supply Very Poor on all the Railroads.

Trade in the far east is more quiet than in other consuming territories. This is accounted for by the fact that consumers have put in their winter's supply, in anticipation of bad weather and high freights. The short-water supply throughout New England will make the use of water-power to a large extent impossible, and those consumers who have been far-sighted enough to put in a large supply for steam purposes are likely to profit by it. Trade is quite active along the sound, and many consumers are out of coal. New York harbor is active, and coal is in short supply at shipping ports, with advancing prices. Coal transportation has been delayed materially. Transportation has fallen off during the latter part of the bad weather in the east. Car supply is poor on all the roads. The Pennsylvania road is now giving the best service in this respect. In the coast-wise market, vessels are scarce and rates firm.

In the West Virginia trade, prices and demand are very good. The car supply, however, is exceedingly bad. There is a good demand for slack, and purchasers are willing to pay run-of-mine prices. It is only a few months ago that dealers found it difficult even to give slack away.

Along the Wabash road, and in eastern Ohio, the mines are running only half-time on account of the lack of cars. The operators are heavy sufferers. In the Fairmont region, the shortage of cars is worse still. The Baltimore & Ohio railroad finds it absolutely impossible to get cars in which to haul the coal. At this time of year there is a great deal of other freight, and it interferes very much. Another difficulty arises from the fact that there has been no

rain, practically, for four months, and most of the streams in West Virginia are dry, making the water supply for the locomotives difficult to obtain.

Conditions in the anthracite and bituminous trades at Buffalo continue practically unchanged. Supplies of coal are still short of demand. The car supply situation at Buffalo is perhaps better than it was. Prices on bituminous coal remain the same, supported by an excellent demand. Coke is very scarce. Slack gains in price. Anthracite shipments continued steady to the close of lake navigation. Owing to the late opening, however, the season was not as active as it was last year. The total shipments from Buffalo, to date, amounted to 2,887,517 tons, and for the same period last year 3,261,544 tons. The car supply is better than for several weeks at Buffalo. Demand for chestnut is heavy, and there is a shortage of this coal. The Lehigh Valley railroad announces a reduction of twenty-five cents per ton on pea coal. This reduction was met by other companies. The result, it is believed, was for the purpose of inducing consumers to use pea coal instead of nut, this latter coal being scarce. The bituminous trade at Buffalo remains about the same as it was last week. Prices for Pittsburg coal average \$1.10 for mine-run, and \$1.20 for three-quarter. Slack is on the boom, bringing about seventy-five cents at the mine. Coke is in a very satisfactory condition. Some jobbers, however, can not get all they want, as the colder weather and increased demand are keeping the Connellsville production out of the Buffalo market to a large extent. Other regions can not produce coke enough for Buffalo.

Cold Weather Makes Good Trade in West.

From the west come reports of good trade. At Kansas City and in the Missouri valley there has been another fall of snow this week, accompanied by the lowest temperature of the winter. This has given the market a decided stimulus, and dealers there feel very hopeful of the trade situation. Coal for domestic use is lively, and the demand for steam coal is about what it was last year at this time. For Pittsburg anthracite the demand at Kansas City, and in that district, is comparatively light. The price is \$10.50 per ton, making anthracite almost too expensive to be used. There has been no advance in the prices; on the contrary a reduction of twenty-five cents has been made by one of the big producing companies, on two grades of bituminous. Reserve supplies in the Missouri valley are not exhausted, and are not likely to be this winter. Dealers in Kansas City are very much worried over the prospect that natural gas may be piped in from Kansas.

Coal dealers at St. Louis report business very quiet, in spite of the fact that the weather has been wintry for the past few days. The coal market has changed very little. The demand from small consumers has been stimulated, but the supply of coal is ample and prices remain the same. They are still down at the very bottom. Coal is coming in very freely and is being brought to the Missouri side of the river with very little or no delay.

The cold weather at Cincinnati has affected the market for the first time this season. Retail prices have advanced, each dealer raising the price to suit himself. The river is still too low for shipping, and all-rail coal, therefore, is the only resource. Similar conditions have not been experienced in Cincinnati before; at least not for a long time. There never was a time when all the barges and storage yards were empty at the middle of December. Still, conditions are not alarming, in spite of the sensations of the daily press. Higher prices will prevail, but there is not likely to be anything of a famine.

A falling off of business is reported from Pittsburg, owing to the closing of navigation on the great lakes. There is no river navigation to the south, and hence very little business is being done at Pittsburg. Conditions prevailing in the river trade are very discouraging. There are no signs of an immediate rise in the river, and there is a possibility of a coal famine along river points in the vicinity of Cincinnati. An increased demand for coal for domestic purposes is reported.

Reports from Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., Dec. 16.

In spite of the snow storm, the demand for coal continues quiet. The long season of moderate weather is discouraging, from a dealer's point of view, and the only hope of a decided betterment of conditions in the immediate future lies in the natural expectation that bitter weather is near at hand. Last year at this time the weather was very cold and the demand heavy. Dealers argue that zero temperature can not hold off much longer and that before the beginning of the year the consumer will be clamoring for fuel, as he is bound to do with the advent of Arctic breezes.

Contrary to the expectation of some dealers, the snow that has fallen during the week has not materially affected the situation one way or the other. The fall was not heavy enough to tie up the railroads to any great extent, although reports come in to the effect that here and there a railroad line has been badly handicapped by blockaded tracks. A heavy snow storm in this climate means, as a general thing, that a cold wave will come howling along in its immediate wake, but the present instance has proved an exception.

The storm, however, did affect local trade in one particular. Wagon deliveries were congested and are still congested. The streets were in such shape, following the snow storm, that teamsters found it almost impossible to urge their horses through the drifts. While orders continued to come in about as usual, the stocks of the dealers did not decrease in proportion.

The retail trade is reported to be improved somewhat, yet the Christmas season has operated to offset, to some extent, the betterment. It would seem that Christmas ought not to make any difference in the sales of such a necessary commodity as coal, yet dealers make the assertion that the holiday expenses incurred by consumers tend to make them chary of buying any more coal than is absolutely necessary. Both anthracite and bituminous dealers have the same story to tell—that business is far quieter than they would like to see it.

Western Anthracite Conditions Improve Very Slowly.

The western anthracite trade is reported to be a little better than during last week, but not enough better to cause any hilarious cheers on the part of those who have coal to sell. Retail dealers are carrying extremely low stocks and are reluctant to buy. This fact, however, is causing the pleasing reflection among the wholesale dealers that a cold snap will cause a quick improvement in their trade, for it will clean out the stocks of the retailers in short order. The possibility of an open winter, however, is not to be overlooked, and the wary retailer takes this into consideration when he lets his stock run down at a time when it might naturally be expected to be fullest.

Christmas and the holidays have had more effect on the anthracite trade, perhaps, than on the bituminous trade. Consumers of hard coal, particularly the average householders, are pinching along on what coal they have in their bins until they can get their breath once more after paying off Santa Claus. Retail dealers look for a rush of small orders during the early part of January. They seem to be confident that they will be able to get coal whenever they want it to supply their customers and they are content to wait until the orders begin to come in before replenishing their stocks. They seem to have no fear that a blizzard, with deep snow and icy weather, might cut off supplies just at the time when their profits ought to be accruing fast. In this respect the general public and the retail dealer argue along similar lines. Each is willing to take chances of getting coal when it is needed.

The shortage of chestnut and stove coal at Chicago and other points, mentioned in these columns last week, continues about as it was. The railroads, owing to a lack of cars, find many difficulties in getting the coal from the collieries to the destination points. This has been true in spite of very favorable weather up to within a few days ago. The situation, therefore, may be taken as an indication of what may happen when winter sets in severely. Other obstacles, such as congested traffic in general freight, also confront the railroads in moving coal.

Drouth Continues a Serious Factor in West Virginia.

The drouth in West Virginia is not quite as serious a factor in the bituminous trade that it was recently. Rains within the past ten days have relieved conditions somewhat, but the situation is bad enough. In addition to the lack of water, there is a great scarcity of cars to haul the coal. Transportation lines continue to be quite seriously impaired. The low water in the rivers and lakes, heavily impregnated with deleterious matter, wrought great damage to the boilers, which can not be repaired on a few hours' notice. Therefore, the mine operators find much difficulty in getting their product to market.

There is still a shortage in Chicago of standard grades of smokeless coals. Prices, as a consequence, remain very firm. The market is very short of mine-run. The price of Pocahontas remains at \$2.25 f. o. b. the mine for lump and egg, and this is the generally prevailing price. Most of the shipping companies continue short of supplies. The price in Chicago for this class of coal is still about \$4.25@4.30 f. o. b. the cars.

On account of the heavy shortage in smokeless run-of-mine coal, urgent purchasers are still willing to pay a premium in order to get their supplies delivered without a long wait. This premium runs from five to ten cents over circular prices. The majority of sales in Pocahontas and New River coals remain on this premium basis, at least so far as the market in Chicago is concerned. The circular price has not been altered, remaining at \$1.15@1.20 f. o. b. the mine, or \$3.20@3.25. Tug River is as firm as it was last week, with the prevailing price \$3.00@3.10 f. o. b. Chicago, or 95c@1.05 f. o. b. the mine for standard grades. The price for screened Tug River run-of-mine continues at \$1.20 f. o. b. the mine, or \$3.25 f. o. b. Chicago.

Thus it will be seen that there has been practically no change in the

situation of these coals during the week just closed, the advance of twenty-five cents in Pocahontas lump and egg, announced last week, being still effective. The West Virginia product is finding an excellent sale, even though it is being diverted to a large extent from its customary western markets.

Splint coal is active, with many orders coming in that can not be filled immediately. The supply, however, is improved over what it was a week or ten days ago. This is due to an improvement in the transportation facilities of the railroads. The price of Kanawha lump in open cars is \$3.40 f. o. b. Chicago, or \$1.50 f. o. b. the mines. To this price ten cents a ton is added to the same grade of coal in box cars. The price on other grades of splint continues up to \$3.65, Chicago f. o. b. basis.

Western Pennsylvania reports conditions practically unchanged during the week. The mine price on three-quarter Youghiogheny stands at \$1.10@1.15 f. o. b. Chicago prices correspond, without a change in the quotations from last week.

The shortage of cars in the Fairmont region is still severe and small hopes are entertained that full work at the mines will be resumed immediately. The price for three-quarter coal is on the basis of 95c@1.00 f. o. b. the mine. Domestic preparations in inch and a quarter lump, or larger, sells at \$1.45@1.55 f. o. b. the mine, or \$3.40@3.45 f. o. b. Chicago.

Hocking Situation Improved with no Cut in Prices.

The Hocking situation has been pretty well cleaned up. The expected wide-open cut from one of the large producing companies has still failed to materialize. Prices are getting firmer. The price of standard grades remains at the full circular figure of \$3.25 f. o. b. Chicago for lump, while other coal in open cars sells at a lower price, down to \$3.00 f. o. b. Chicago.

Some Ohio coals, which have been scarce on account of the lack of cars of late, are getting plentiful again.

The market on western coals is still weak and dealers say that it is hard to give away this coal. Prices remain low and the market is overloaded. The price for Brazil block coal remains at \$2.25 f. o. b. the mine or \$3.05 f. o. b. Chicago. For Brazil mine-run the basis is \$2.00 f. o. b. mine or \$2.80 f. o. b. Chicago. Linton coal in the four and five-inch grades, domestic preparation, is held at about \$1.40@1.60 f. o. b. mine or \$2.20@2.40 f. o. b. Chicago. The market for Sullivan county product remains as it was. Coals of higher grade preparation are held at \$1.50@1.70 f. o. b. the mine and \$2.30@2.40 f. o. b. Chicago. The price for egg is on the same basis. Spot coal brings a little higher price, perhaps ten cents on the ton.

Illinois domestic coals show very slight change from last week. The price of Northern Illinois third vein remains as it was. Carterville district prices are steady in the county on lump and egg, but some cutting in the city trade is reported, as was the case last week. Circular quotations are maintained on the basis of \$1.75 f. o. b. the mine for lump, and \$1.65 f. o. b. mine for egg. The price for Springfield lump, domestic grades, is \$1.50 and \$1.60 f. o. b. the mine. Domestic Illinois nut coal is long on the market and prices are weak. Screenings are active and in fair demand at \$1.20@1.25 f. o. b. Chicago.

Steam grades of coal continue weak. The price for Ohio inch and a quarter lump is \$1.85 and \$1.95 f. o. b. Chicago and \$1.10 and \$1.15 f. o. b. mine. Springfield inch and a quarter lump is about on the same basis. Price for Danville lump is \$1.20 and \$1.25 f. o. b. mine.

In standard grades of run-of-mine coal of Indiana and Illinois, last week's figures still hold good, with few exceptions. Common grades of screenings have gone up somewhat. The price is forty-five to fifty cents f. o. b. mine, while Sullivan and Greene county are sixty and seventy cents f. o. b. the mine. This is an increase of ten to fifteen cents.

The coke market, while not very active, continues firm, due largely to the curtailment of shipments from the various regions. The ovens in the Connellsville and West Virginia regions, particularly, are badly handicapped by the scarcity of water, which is affecting all operations quite seriously. In addition to this, the car supply and transportation question add to the present difficulties in getting coal forward and supplies are not more than sufficient to take care of the demand.

Although there has been no serious shortage of coke in this market as yet, coke will, no doubt, be a very scarce article in a short time unless there is a decided improvement in the present conditions.

Connellsville seventy-two-hour foundry is quoted this week at \$5.00 and \$5.15 f. o. b. cars Chicago, while Wise county (Virginia) coke is quoted at \$4.75 and \$4.90 f. o. b. cars Chicago. West Virginia cokes of the better grades, such as Pocahontas and New River, are quoted at around \$2.00 f. o. b. the ovens for furnace and \$2.25 for foundry, but there is little free coke coming to this market from these regions.

Gas-house is reported firm at \$4.00 f. o. b. cars Chicago to the trade, with an increased demand, which is absorbing coke as fast as it arrives.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Dec. 15.—(Special Correspondence).—Somewhat of a stir was created in local bituminous coal circles early this week by the announcement of the consummation of one of the largest deals since the formation of the Pittsburg Coal Co. and the transaction with the Monongahela River Consolidated Coal & Coke Co. By the purchase of two mines from the Pittsburg-Buffalo Co., the Pittsburg Coal Co. secures entire control of the lake trade. An official confirmation of the deal was obtained today from both concerns involved in the sale. The Pittsburg Co. acquired the Blanche and Rachel mines, located on the Wheeling division of the Baltimore & Ohio railroad and on the Peters' Creek branch of the Monongahela division of the Pennsylvania railroad, in exchange for an acreage of coal adjacent to the Bertha mine of the Pittsburg-Buffalo Co., located on the

Wheeling division of the Baltimore & Ohio. There was also an exchange of stock involved, but it is not known how much, as the parties directly interested would vouchsafe no information.

In this transaction the Pittsburg-Buffalo Co. renews its contract with the rail combine for the handling of its lake coal for a term of three years and agrees not to make any new developments of coal properties in the Pittsburg district for a certain number of years. This is one of the features in the deal. It will indefinitely postpone the building of the extensions of the Pennsylvania and Baltimore & Ohio railroads into large coal properties owned by the Pittsburg-Buffalo Co. for a number of years, and it eliminates the independent concern as an aggressive competitor of the Pittsburg Coal Co. With the Jones people interested in the success of the Pittsburg Coal Co., there should be a very harmonious feeling in the coal trade.

The Hazel, Francis and Bertha mines, owned by the independent concern, are three of the largest in this district and are capable of producing a very heavy tonnage. In addition to these mines, the company operates two large mines on the Buffalo & Allegheny Valley division of the Pennsylvania system.

The coal holdings of the Pittsburg-Buffalo Co. and the Jones interests hereabouts are the largest, next to those of the combine and its constituent companies. The Pittsburg Coal Co. now owns in excess of 20,000 acres of Pittsburg coal lands or controls a capacity of 150,000,000 tons, enough to last, at the present rate of mining, nearly a century.

River Trade Stagnant and Quite Discouraging.

Practically all shipments to the lakes have been suspended as the result of the report from the headwaters that large blocks of ice are forming in the lakes and are preventing navigation. No more coal is being shipped across the waters, hence there is a falling off in business in this section. As there is no river navigation to the south, there is very little new business being done in the trade here. With the arrival of the first heavy fall of snow of the winter comes an increased demand for domestic purposes. The river branch is stagnant. The conditions prevailing in this line are very discouraging. There are no signs for an immediate rise in the river. Word reached Pittsburg this morning from Cincinnati that there is a possibility of a coal famine along the river points in the vicinity of the latter place. Last week it was pointed out that the prolongation between shipments may cause a serious shortage, but the developments this week tend to show that a famine may result.

Coal Goes Up at Covington and Newport.

John Brasher, president of the Cincinnati Coal Mining Co., was in this city early in the week, negotiating for all-rail coal. It is reported that there are less than 200 cars for coal in Cincinnati and that there is not an available barge. The retail coal dealers issued a notice that, commencing at once, the price of coal would advance fifty cents a ton at Covington. At Newport, Ky., the advance will be seventy-five cents a ton. It is said that the bins in and about Cincinnati are practically empty. With the cold snap dominating here, the pools are beginning to freeze and unless an early moderation occurs there will not be sufficient coal in the harbor to last more than two weeks. It is reported that fourteen mines have shut down owing to the shortage of cars in Fairmont, W. Va. All hopes of a rise in the river in the immediate future have been abandoned. The Monongahela River Consolidated Coal & Coke Co. advises its customers that there are very little prospects of the river being opened for shipments any more this winter.

Retail coal merchants hereabouts are taking advantage of the cold spell to boom prices. Within the week prices have advanced one cent a bushel and another similar advance is expected before the expiration of the week. Gas consumers are already complaining of a shortage of gas at Washington, Pa., and the companies have raised the rates fifteen cents per thousand feet. It is reported that twelve large manufacturers and gas consumers are resorting to coal.

The coke industry is continuing in a state of marked activity. The scarcity of water is handicapping operations to a certain extent. Producers are pretty well sold up for first-quarter delivery and the outlook for the remainder of the year is very encouraging. The Lackawanna Steel Co. has contracted for 1,000 tons of coke a day and is in the market for additional coke.



The West Virginia Mining Field.

WHEELING, W. VA., Dec. 15.—(*Special Correspondence*).—This week prices and demand are reported very good, but the car supply is poor. The demand is especially keen for slack, purchasers being willing to pay the run-of-mine price. A few months ago slack could hardly be given away.

Along the Wabash railroad, in eastern Ohio, mines are running half time, but full time would be the rule if empties were available. The railroad is losing considerable money by its inability to move the coal and operators, of course, are sufferers.

The severest shortage is reported from the Fairmont region. The supply is totally inadequate and small shipments are now the rule instead of the exception, and it is said the Fairmont Coal Co. has enough orders on its books to run steadily for three months on a 600-car daily basis.

The Baltimore & Ohio railroad is simply physically unable to heed the demand for more cars. Its business in other freight lines is heavy about this time of year and the drought has crippled the locomotive service. No rain has fallen for three or four months and about all the streams in northern West Virginia are dry. Snow has fallen within the last week or two, but the weather has not moderated sufficiently to thaw it, so the expected relief from the snow has not materialized.

The water trains along this railroad are still continuing, and each week they have to go a longer distance and are experiencing considerable difficulty in keeping the water stations supplied. The drought is a feature which is a very serious problem at present and the railroad service is further

prevented from helping out the coal men by the insistent demands for the shipment of holiday goods.

The Cabin creek embroglio is gradually ending, to the final defeat of the strikers. Representatives of the union have agreed to have all the coal company's houses vacated of the strikers and their families by December twenty-fourth, a step they decided on after beginning proceedings to get out injunctions to resist evictions by the operators. There are 773 families living along the creek, and the peaceful settlement removes what would have been a rather distressing situation. The companies will furnish teams free of charge to haul away the miners' household effects.

The Pocahontas Collieries Co. loaded for shipment from the Pocahontas Flat Top field on November twenty-ninth 4,569 gross tons of coal in ten hours, an average of 456 tons an hour. This is the largest output in one day from a single mine in West Virginia. The company operates three mines—the Baby, West and East—and this output came from the West mine alone. Electricity is employed extensively for mining and hauling coal in these operations.

Work on the Glen Easton Coal & Coke Co.'s shaft at Moundsville is progressing. This is the third shaft. The boilers are set and by early spring it is believed the mine will be equipped with machinery.

The Pennsylvania & New River Coal Co.'s mines near Sewell will be ready to ship coal by the end of the month. There are three miles of track to lay and everything is ready for putting the iron down.

Five hundred additional hopper-bottom coal cars have been ordered by the Chesapeake & Ohio railroad from the Pressed Steel Car Co., of Pittsburg. The cars will be of steel and will be the most modern made.

The Ashland Coal & Coke Co., located at Ashland, has just built a large commissary, including company offices, costing \$13,000. Supt. W. A. Phillips has offered a reward for the discovery of a knot in any of the selected Virginia pine used in the building.

Lee L. Malone, just elected general manager of the allied Watson interests, really becomes the head of a fourth company, besides the three mentioned last week. The fourth is the Pittsburg & Fairmont Fuel Co., which owns five mines near Clarksburg, not formally taken over by the Fairmont company until recently.



Kansas City and the Missouri River Trade.

KANSAS CITY, Mo., Dec. 15.—(*Special Correspondence*).—Cold weather continues throughout the Missouri valley, and the coal trade is good. Another fall of snow this week, accompanied by the lowest temperature of the season, gave the market an additional stimulus and caused dealers to take a more hopeful view of the trade situation. The domestic call is lively and the steam demand for coal is about the same as it was at this time last year. There is a comparatively light market for Pennsylvania anthracite, the price, \$10.50 a ton, putting it beyond the reach of most consumers.

There has been no advance in the prices which have prevailed for months, but, on the contrary, a reduction of twenty-five cents a ton was made by one of the big companies this week. It reduced Cherokee lump to \$4.00 retail, and Missouri lump to \$3.75. These grades of bituminous coal brought \$4.75 a ton a year ago. The cut this week was made to meet competition. Despite the brisk trade of the last two weeks, the reserve supply of coal has not been exhausted and probably will not be this winter.

The suit of S. P. Forsee, a former retail coal dealer, against the alleged Kansas City coal combine, for \$50,000 damages, resulted in a small verdict for the plaintiff. The suit was tried in the United States district court and the jury gave Forsee \$1.00 damages and \$500 attorney fees. The result was a surprise to the attorneys for the defendants. The latter included the Central Coal & Coke Co., the Bolen Coal Co., the Laning-Harris Coal Co., and other big operators and dealers. Forsee, whose trade was mostly from a wagon, did not prove that his insignificant business had been materially damaged by the alleged coal combine. Neither was there any conclusive proof of the existence of a combine. The representatives of the coal companies stood on their constitutional right and declined to testify, and this attitude, it is thought, may have caused the jury to go outside of the law and evidence in the case and infer that the coal operators and dealers were in combination to control the price and output of coal in Kansas City.

Judge Morris, before whom the case was tried, overruled a demurrer to the evidence of the plaintiff. He instructed the jury that in order to arrive at a verdict for Forsee, it must first find that there existed an association or combination of the coal dealers in restraint of trade, and that the defendants were members of the association or combination.

Not Shown that Plaintiff Suffered Any Damage.

It had not been shown that Forsee suffered any damage, so the jury gave him a verdict for \$1.00 and generously decided to make the presumably rich coal dealers pay his attorney fees. The verdict was that an unlawful combination existed during the years 1896 and 1897, but did not assert that one existed at the present time. The statute of limitations, therefore, would bar any possible prosecution by the government against the alleged combine. The case was on trial eleven days. It is possible that the defendants will pay the judgment, as it would be cheaper to do so than to pay attorney fees and other expenses of an appeal to the United States court of appeals, where it is probable that the case would be reversed and remanded for a new trial.

The council of Kansas City has granted a franchise to representatives of the Philadelphia gas trust to pipe natural gas to Kansas City. The franchise is to run thirty years, and gas for domestic purposes is to be supplied at a sliding scale of prices, beginning at twenty-five cents per 1,000 cubic feet during the first two years, and reaching thirty-five cents, the maximum price, in the sixth year. No price is stated in the franchise for gas for manufacturing purposes. The company which owns the plant now selling artificial gas in Kansas City agrees to begin to supply natural gas within one year. The mayor says he will veto the ordinance because it is unfair to the city. The company declares the ordinance will pass over the mayor's head. The Manufacturers Association wants the company to agree to supply

natural gas to factories for fifteen cents per 1,000 cubic feet, but the company declares that it can not make any manufacturing schedule, as that must be governed by competition with coal.

Look for Natural Gas in Kansas City.

The coal dealers now admit that natural gas is coming to Kansas City in large quantities within a short time, and will have some material effect on the coal market. W. C. Perry, of the Central Coal & Coke Co., does not believe that the price of coal will be affected, but says that the gas will supersede coal in many homes. Other dealers believe the advent of natural gas in the market will affect prices, as well as the output of coal at the mines. However, to take the place of coal for manufacturing purposes, the gas will have to be sold for about ten cents per 1,000, and the new company doesn't propose to offer it at any such price.

Kansas is still making a determined fight to prevent natural gas from being piped out of the state and none has yet passed its borders. The motto of the objectors is "Kansas Gas for Kansas," which, of course, does not meet the approval of the owners of the gas wells. The case is now pending in the Kansas supreme court and should it prevail the gas can't be brought to Kansas City. The reasons offered by the Kansas objectors are that Kansas should build up the state by forcing manufacturers to come there for cheap fuel.

President George Colville, of District No. 25, United Mine Workers of America, was assaulted at Bevier, Mo., last week by two evicted miners who were demanding work in the resumed operations of the Black Diamond mine. He was roughly handled till help came.

Connellsville and Coke Production.

CONNELLSVILLE, PA., Dec. 15.—The *Courier*, reviewing the coke trade, says: "The coke trade of the Connellsville region has better prospects for the winter and spring than it has had for many moons. For the past two winters when the trade was at high tide the railroads were in bad shape. They could neither furnish the cars nor move those loaded in the region. Great additions have been made to yard trackage and sidings in the last year. Work of improvement that had been under way for three years has been completed and in use for six months. Thousands of cars ordered in the greatly congested periods of trade have been completed and turned over to the railroads, the coke companies and big steel and iron companies. There may still be times, of course, during the coming winter, when the railroads, owing to weather conditions, will be handicapped, but there is no danger of the sadly congested state of affairs that existed for weeks during the winter of 1903 and 1904. The number of ovens in the Connellsville region and Lower Connellsville region have been increased, it is true, and the producing capacity of the two regions has been increased many thousand tons, but the railroads entering the region have more than kept pace.

"There is one condition that confronts the furnaces, however. That is that their consuming capacity for coke is in excess of the coke tonnage possible out of the Connellsville region with every available oven in operation. There is a greater demand for coke now than can be supplied. The water famine has much to do with this though, but the boom has only commenced. Since the election scarcely a day has passed that orders have not been issued for the firing of some furnace or furnaces that draw their fuel supply from the Connellsville region when it is possible to secure it here. There are other coke regions, it might be said, but the merchant furnaces and other large concerns, not to mention foundries, that prefer Connellsville coke and are willing to pay higher prices for it than any other coke on the market.

Water Supply Continues Short of Requirements.

"A feature of this week's trade was the shipment of a thirty car train from the Lower Connellsville region to Arizona for domestic use. The shipment was made by Pickands, Magee & Co., and the coke was made by the Geneva Coke Co. It was all hand picked. The shipment is one of the largest and longest ever made to the west out of this district.

"No relief is in sight in the way of a better water supply. A snowfall of three inches this week would have helped materially had a warm rain followed to swell the streams and springs that supply the various coke companies not drawing their supplies from the Youghiogheny and Monogahela rivers and the Bridgeport dams at Mt. Pleasant. The plants not thus supplied are seriously handicapped in their operations and each day the rain holds off increases the difficulties of operation and operates against the quality of the coke turned out.

"Actual developments from week to week, as well as the well-founded expectation that 1905 is to be a year of large consumption of iron and steel in the United States, give a very strong tone to the market.

"The merchant furnaces in the valleys are comfortably filled through the first quarter, and if there are to be lower prices there is no indication of a lower basis at the present writing. Two valley furnaces have their entire output sold through May, while the output of another is taken through the first half of the year. Several large contracts for iron have been placed during the week with valley producers, two Ohio consumers buying approximately 15,000 tons for first quarter delivery.

"The Lackawanna Steel Co. is reported to have contracted for 1,000 tons of coke daily for the next three years from one large Connellsville producer. The condition of the company's coal property and by-product plant is the direct cause of this move. Foundry coke for delivery through the first half of next year is now held on the basis of \$2.35@2.50 and furnace at \$2.10@2.25.

Detailed Report of the Operation and Output.

"The detailed report of the operation and output of the Connellsville region for the week ending on Saturday, December third, shows a total of 23,178 ovens, of which 18,969 were active and 4,209 were idle. The total

estimated tonnage was 227,843, compared with 222,286 tons the previous week. "The shipments last week aggregated 11,553 cars. They were distributed as follows:

To Pittsburg	3,801 cars.
To points west of Pittsburg	6,257 cars.
To points east of Connellsville	1,495 cars.

"This was a slight gain compared with the shipments of the week before.

"In the Lower Connellsville region there are 6,189 ovens, of which 5,418 are active and 771 are idle. The estimated tonnage last week was 66,900, compared with 66,286 tons the previous week."

The St. Louis Coal Market.

ST. LOUIS, Mo., Dec. 15.—(*Special Correspondence*).—Notwithstanding the fact that the weather has been very wintry the past few days, the condition of the coal market has changed but little. Of course, the demand from small consumers has been much stimulated, but the supply of coal is ample and prices have not advanced. They are still way down to the very bottom. One can get all the shaker screen coal wanted as low as \$1.30 in East St. Louis, but high grade is stiffer at \$2.25. All coal is coming in very freely and being brought to this side with little or no delay.

The Eastern Avenue Fuel & Ice Co. is a new concern, recently incorporated with a capital stock of \$10,000, fully paid. The incorporators are: Julius C. Muren, 199 shares; J. H. Adelberger, 200 shares, and E. W. Bannister, one share.

The mine at New Douglas, Ill., which has been idle since last spring and which is owned by the Clover Coal Mining Co., of this city, has been leased for one year to Manning Bros., of Worden, Ill. The work of drawing water out of the mine has commenced. It is estimated that it will take a week to hoist the water, the entries all being filled up. The citizens are rejoicing at the prospect, as the houses are all being occupied and prosperity is scented in the near future. The mine was sunk fourteen years ago. It was worked three years ago, but not successfully. The present operators have succeeded in getting a good class of men, who say they can make and save money at the mine.

The Tower Grove Coal Co., of Belleville, Ill., last week elected the following officers for the ensuing year: President, Anton Ehret; vice-president, Herman Fehr; treasurer, George Schrick; trustees, John Schrick, Louis Knapp and Herman Fehr.

J. P. Sneed has been appointed superintendent of the new coal company at Higbee, Mo.

The wills of William Skellett and his wife, Jemima, who were buried together about two weeks ago, have been filed for probate. Mr. Skellett was the oldest coal dealer in this city. The testaments were executed May twenty-seventh, 1903. They bequeathed their property to each other, to go at their death to their children.

Gould Interests Acquire Coal Belt Railroad.

A deal was completed recently whereby the Coal Belt Electric railway, which connects the cities of Marion, Herris and Carterville, in Williamson county, Illinois, passed into the hands of the Missouri Pacific system. The purchase of the road greatly strengthens the Gould interests in the section. At Herrin, the Valley line, another of the Gould roads, connects with the Coal Belt, and the union of the two roads gives the Goulds a commanding influence in the coal output. The deal, it appears, has been under consideration for some time. The officials of the Missouri Pacific made a tour of inspection of the lines last summer. Later, George Gould and a party of officials visited Herrin and examined closely the probable connection in that city. Just what effect the sale will have can not now be foretold. This much is known: Illinois coal will be a forceful factor in building the Panama canal. The acquisition of the Coal Belt railroad by the Gould interests will enable that system to lay down the product of the southern Illinois fields at gulf ports as cheaply, or possibly cheaper, than any competitor. Not only this, but all indications point to an extension eastward of the present Gould facilities, which will permit them to become an active agent in eastern markets wherever bituminous fuel is used.

Lee's Creek Gas, Oil & Coal Co., of Van Buren, Ark., has been incorporated with a capital of \$250,000, of which \$11,000 has been subscribed. R. J. Tallman is president; J. L. Rea, vice-president, and George R. Wood, secretary and treasurer.

The various coal dealers interviewed this week say that business is quiet in a certain way. While considerable coal is moving in small quantities, the aggregate does not amount to what it should, considering the weather.

The Whitebreast Fuel Co., of Des Moines, Iowa, has announced that it will not engage in the development of the big tracts of coal lands which it owns in the Douglas township district. The company will, instead, place the land on the market and if it can not be sold in its entirety, will be disposed of in small tracts.

The Hawkeye Mining Co., of Iowa City, Iowa, it is feared, can not withstand the present strain. The situation is a result of financial difficulties outside of the mining proposition, and it is hoped by the people in the community, who have the utmost faith in the company, that it may be able to tide over the present trouble.

Extensive improvements are contemplated at the Sehome dock, in the vicinity of Bellingham, Wash. The business of the wharf and dock has increased to such an extent that it was necessary to increase the size of the dock. Freight traffic at present is so great that the present dock facilities are taxed to the fullest capacity.

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, Dec. 15.—(*Special Correspondence*).—The element of cold weather is now entering this coal market for the first time this season. While there have been several short spells of chilling temperature, there has been no real winter until this week, and the severe weather comes at a time when the coal men are the least prepared to meet the increasing demand for coal. Retail prices have advanced just as it was predicted in THE BLACK DIAMOND that they would. Until a day or two ago there was no concerted action among the retail dealers of the city on the matter of prices, each raising the price to suit his own convenience, until now the general price for ordinary splint coal, such as Pittsburg, Kanawha and like grades is \$3.75 a ton, delivered to families, although some dealers who handle coal that is not as good as the grades named are asking \$4.00 a ton, delivered. Readers of THE BLACK DIAMOND have been kept informed right along as to the status of affairs in this market. The river is still too low to allow the movement of the coal fleets from Pittsburg and the Kanawha river, and as the river coal has all been consumed the river people are compelled to turn their orders for coal to the producers of all-rail coal. With the congested condition of the railroads, the lack of motive power on some, and the scarcity of cars and other deficiencies on other roads, the matter of handling coal in sufficient quantities to supply all who want it is becoming a serious question. The weather up to this time has been most favorable for a small consumption of coal here, but from this time forward nothing may be expected but the usual winter conditions, and the railroads will be called upon to haul more coal into this territory than they ever did before. Similar conditions probably never have been experienced here before, or at least since the advent of the railroads into the coal business of this section. There have been times when coal has been scarce, but there probably never was a time when all the barges and the storage yards of the river dealers were empty on the middle of December.

No Cause Now for Serious Alarm.

It must not be inferred that conditions here are alarming, although the daily newspapers have been glad, for the sake of sensations, to quote "coal-men" to the effect that a real coal famine stares the people of Cincinnati in the face. Conditions are quite unusual, but not alarming. Higher prices will undoubtedly prevail, but it is more than likely that as soon as coal prices in Cincinnati advance so as to put them on a level with Chicago, Toledo and other markets, coal will come to Cincinnati in much greater quantities than at present. Cincinnati people are so accustomed to low-priced coal that when coal advances to anything near the price in most other cities the people pretend to be in the midst of a famine and try to make themselves believe they are paying famine prices.

No further advances have been made in the wholesale prices at the mines, except in the case of the Fairmont producers, who advanced their price fifty cents at the mines, making \$2.00 for lump coal. Most of the splint lump that comes into this market is now worth \$1.75 a ton at the mines, which, with a \$1.00 freight rate makes it \$2.75 on initial road sidings here. Pocahontas and New River lump are quoted at \$2.25 a ton at the mines, which makes it worth \$3.40 a ton wholesale here. Nut and slack ranged from sixty-five cents a ton upward for Kanawha and ninety cents upward for New River and Pocahontas at the mines. Ninety cents and a dollar are the freight rates on nut and slack.

As noted in the foregoing, most of the retail dealers are now selling lump for \$3.75 a ton, while some are asking \$4.00 a ton, delivered. Pocahontas and New River lump sell for \$4.25 a ton, delivered, and anthracite \$7.50. There have been no changes in steam coal. Nut and slack is still worth from \$1.65 to \$2.00, the top price being for Pocahontas. There have been no advances in either anthracite or gas coke. The latter fuel is quoted at nine and ten cents a bushel, but it is likely that this will go up at least a cent a bushel this week.

No Improvement at all in the Car Situation.

The car situation has not improved in the least since last week. The Chesapeake & Ohio and Norfolk & Western, the two greatest coal carrying roads entering this city, are in the worst condition in regard to their coal traffic, which is really their greatest income. Great quantities of coal are still tied up on the lines and sidings of the Cincinnati, Hamilton & Dayton railroad, and this directly affects the Chesapeake & Ohio, whose equipment is thus paralyzed. The Cincinnati, Hamilton & Dayton has practically had an embargo on coal for several weeks. The New River district on the Chesapeake & Ohio is the greatest sufferer for want of cars. The strike on Cabin creek, on the Chesapeake & Ohio, is gradually wearing itself out and the tonnage from the mines in that valley is daily increasing. The mines could probably not get out much more coal if they had all the miners in the state, as the car supply has been barely enough to keep the present number of miners busy.

Coke is daily gaining strength and prices are rapidly advancing. It is now impossible to buy good foundry coke for less than \$2.75 a ton at the ovens in the New River district, and some sales have been made at \$3.00 and even slightly higher. The market is \$2.75 to \$3.00 for standard foundry and twenty-five cents less for furnace.

To return to the general coal situation, it must be apparent to the observer that Cincinnati from now until there is a coal-shipping stage in the Ohio river will be one of the greatest buyers of coal in the country. As many, and indeed almost all the mines of the district of which this is the selling center, have their product sold some weeks in advance there is likely to be some sharp advances in both the wholesale and retail prices of coal. It is not going too far, perhaps, to say that this unusual demand from Cincinnati will cause higher prices in other cities and that there will be a scramble for spot coal during the next few weeks. The operators without contracts will reap a rich harvest. The prediction is freely made that unless relief comes in the shape of river shipments or greatly increased railroad

shipments, coal will sell for \$5.00 a ton, retail, in this city. The season is now at hand for almost any stage of water in the river, but the season for a frozen river is also here. Last year at this time the river was frozen over and remained frozen throughout the months of December, January and almost up to the first of March, causing unprecedented losses to the river coal interests from ice floes as well as from decreased tonnage. Last year, however, all the river dealers had more or less coal piled in their yards at this time, and had that as a reserve stock while their main stocks were frozen in the ice. Now there is none in the yards and none in barges. It is not likely that the railroads will be in any better condition any time during the winter than they are at this time. There is no rosy outlook for the immediate future here. As noted before, it is quite serious, though not necessarily alarming.

Cincinnati News Notes and Personals.

W. J. Magee, manager of the Cincinnati office of the Kanawha Fuel Co., spent most of last week at Charleston, W. Va., his company's headquarters.

L. D. Warren, one of the valuable men of the New River Consolidated Coal & Coke Co., is in from the road, as his orders are ahead of his company's production.

The coal operators along Cabin creek have thus far gained every point in the present strike. Cabin creek is now an "open shop" district, unionism having been effectively wiped out.

A prominent New River operator produced a shipping notice this week showing that a car of New River coal was seventy-one days in transit between the New River mines and Cincinnati.

Robert Kernohan, one of the efficient salesmen of the Kanawha Fuel Co., is spending a week or more at home, because he has nothing to do on the road. The scarcity of cars and the curtailed production of the mines give the road men a chance to rest up a little.

The Kanawha Fuel Co. has added to its list of mines those of the Kelley's Creek Colliery Co., on the Kanawha & Michigan railroad, in the Kanawha valley. These are among the largest mines of the Kanawha valley and the Kanawha Fuel Co. is the largest selling company of the state.

Neil Robinson, a former coal operator of the Kanawha district and now an expert on all coal matters, has just issued a neat booklet relative to importance of the Kanawha and New River coal districts. The booklet is full of information as to tonnage, locations, quality of coals, selling agencies, etc. Some of the large companies will send the booklet to all their customers.

William M. Greene, vice-president of the Luhrig Coal Co., has acquired the stock of Wallace Burch in the Luhrig Coal Co. The report that the Greene interests are about to buy the stock of President Alexander Cunningham is denied by Mr. Cunningham, although he gives out the statement that he and some other gentlemen are about to open up extensive anthracite mines in Arkansas.

The Susquehanna Coal Co., which has heretofore sold its anthracite coal in this territory with great success through S. J. Patterson, of Dayton, Ohio, will, on the first of January, begin to market its production on its own account and announces that C. L. Heck, well known in this district as a salesman for S. J. Patterson, has been appointed its traveling salesman. Mr. Heck is well liked and his further success is freely predicted.

An order for 10,000 tons of New River lump and egg coal at \$2.00 a ton has been going begging all week. This is a straw that tends to show the way the wind is blowing. As it would probably take three months to fill this order, it shows that the New River people do not expect prices to fall much before the first of March. Two dollars and twenty-five cents can now be obtained for spot New River and Pocahontas lump and egg.

J. W. Moore, general manager of the Hughes Creek Coal Co., Roe, W. Va., on the line of the Kanawha & Michigan railroad, was a Cincinnati visitor during the week. Mr. Moore stated while here that the trouble between his company and the Kanawha & Michigan railroad had been settled outside the courts and that the railroad is now giving the Hughes Creek Coal Co. its full share of cars and other benefits. It will be recalled that the Hughes Creek Co. sued the railroad to compel it to give the coal company its rightful share of cars. The coal company gained its point, but agreed to build a certain number of railroad cars, which will help the railroad to give better service. Both sides are well pleased with the settlement.

The coal mine at Cora, Ill., has been closed down and it is stated that it will not resume operations for some time. The cause of the closing down is to permit of necessary repairs to be made, the company having completed plans for the building of a switch out to the railroad.

J. J. Henebry and E. P. Henebry, of the Alpha Realty Co., of Denver, Colo., who own 160 acres of fine coal land near Walsenburg, Colo., recently purchased an additional 160 acres adjoining their old property from Mrs. H. Brothwell, of Denver. Development work will commence at once.

The independent mines in the region of Florence, Colo., are far behind in their orders.

Iowa Coal Operators Associations' Annual Convention.

President C. H. Morris called the convention to order at 2:00 p. m., Tuesday, December thirteenth, at the Kirkwood hotel, Des Moines. The attendance was fair, about fifty coal operators being present. Secretary L. L. Lodwick's report showed the association to be in a prosperous condition and the association is stronger in point of membership than ever before. Twenty-one new members were added during the year, making the total membership one hundred and twenty-four, which is practically all the operators in the state. Eight companies were reported as having gone out of business during the year.

The election of officers shows very little change. C. H. Morris was re-elected president; T. J. Phillips re-elected vice president, and E. C. Smith elected treasurer.

It was decided to combine the secretary's office with that of the commissioner, and John P. Reese will hereafter hold both positions. The salary of the commissioner-secretary was increased to \$3,000 per year.

L. L. Lodwick, the retiring secretary, was given a vote of thanks for his



C. H. MORRIS, RE-ELECTED PRESIDENT IOWA COAL OPERATORS' ASSOCIATION.

earnest and efficient work during his term of office and he was the originator of the idea of combining the two offices. He said that the two positions could be handled to better advantage to all concerned by one man and his argument had considerable weight in finally disposing of the question.

The new executive board consists of Alexander Dargavel, H. L. Waterman, S. W. White, E. C. Smith and H. H. Canfield.

The strikes in the Numa, Iowa, and the Putnam county, Mo., districts were the disturbing features of the year, owing to the miners ruthlessly disregarding their agreement. The agreement, signed by both operators and miners, states distinctly that there shall be no strikes or lockouts, but that all disputes shall be settled by an arbitration board. The resolution passed enables the executive board to call a special meeting of the operators at any time, thereby enabling the entire association to come to the rescue of any company that might be in trouble. In this way a lockout of every mine in the state can be declared if the miners violate their agreement and go out on a strike.

The miners received considerable criticism for failing to live up to their agreement regarding strikes and the following resolution was passed unanimously:

Resolved, That the action of the executive committee in making a state issue in the Numa and Putnam county (Mo.) cases is indorsed and the executive committee is empowered and authorized in any like cases hereafter to immediately call a meeting of the association for such action as may be deemed necessary.

Notes of the Convention.

L. Aulman, superintendent of the Eagle Iron Works, Des Moines, was around shaking hands with his many friends among the operators.

The Illinois & Iowa Fuel Co., Ottumwa, Iowa, was represented by E. D. Fowler, one of the most popular men in the younger crowd.

Sandy Whyte, of the Macomber & Whyte Rope Co., who is called "the canny Scot" by his friends, is a clever entertainer as well as a good singer, and his Scotch songs made a great hit with the operators.

Tom Carpenter, of the Saylor Coal Co., Des Moines, was among the missing. He is in Wyoming on a junketing tour and he must have been promised a mighty good time or he would not have missed the convention.

Senator H. L. Waterman, of the Wapello Coal Co., Hiteman, Iowa, is one of the hardest working members of the executive committee and his valuable services are appreciated by his co-workers on the committee.

Henry Phillips was killing two birds with the one stone. He had his box car loader business to look after in addition to his mining interests, and it is not necessary to say he was a very busy man.

Tom Lee, of Centerville, has a mining machine that ought to be put on the market, according to a number of coal operators. Tom says he is too busy running his half a dozen coal mines to think about manufacturing mining machines.

E. P. Austin, representing the Aetna Powder Co., Chicago, was busy making new friends and at the same time letting them know that he was in the powder business. Pat Donnelly, of the DuPont Co., was also busy working along the same lines.

L. A. Altona, general manager of the Des Moines Scale & Manufacturing Co., Des Moines, Iowa, was around getting acquainted and incidentally doing a little missionary work for his scales. His scale business is developing rapidly and among recent sales he mentioned that the Carney Coal Co., of Carneyville, Wyo., had purchased all their scales of his company.

W. W. Taylor, general superintendent of mines for the Chicago, Milwaukee & St. Paul railway, whose headquarters are at Chicago, was one of the Windy City delegation and his stories were appreciated very much. Ask him to tell you the story of the fellow who started to skate across Green bay with the thermometer registering twenty-five degrees below zero.

Quite a number of complaints were heard on account of the way the Kirkwood hotel treated the convention and it is very likely that the criticism will have enough weight to swing the next convention to one of the other hotels. Des Moines is a good hotel town and little difficulty would be encountered in making arrangements with any of the modern hostleries.

Charles F. Christy, secretary of the Christy Box Car Loader Co., was a busy man in the lobby of the Kirkwood, shaking hands with his many friends and acquaintances. He says the sales of the Christy loader are rapidly increasing and he cites the Illinois record of his company to bear him out in this statement. A little over four years ago they sold their first loader in the Sucker state to the Madison Coal Co. at Divernon, and since that time they have installed forty loaders in different parts of the state, which is certainly a record to be proud of and speaks well for the Christy loader and the selling ability of the management.



Pittsburg and Cleveland parties are negotiating for the purchase of coal lands to the extent of 400 acres in the vicinity of Youngstown, Ohio. The coal is said to be a fine quality of block coal and the property is located on the line of the Lake Shore & Michigan Southern railway. The railroad connections are said to be of the best.

The Consumers' Coal Co., of Everett, Wash., which was recently organized, has elected the following officers for the ensuing year: Trustees, C. D. Morrison of Marysville, J. M. Schilling, W. L. Mortland; president, J. N. Walker; vice-president, C. D. Morrison; secretary, A. E. Thompson; treasurer, J. M. Schilling.

Thomas Johns and Robert Gage, of Jackson, Mich., have their new mine, southeast of Jackson, going full sway. The owners consider that they have a great coal mine. There are twenty acres and it is estimated that the coal will average 5,000 tons to the acre, making a total of 100,000 tons.

The Columbus & Hocking Coal & Iron Co. has repurchased a mine from the East Hill Coal Co., which it formerly owned, and is making extensive preparations to begin mining the coal. New electrical machinery is being installed and the mine will be brought up to the highest state of efficiency.

The Coquille Coal & Lumber Co., of Coquille, Ore., recently rented part of the Beaver Hill bunker at Marshfield, Ore. This company is working a five foot vein of coal and it is expected that the mine will be equipped with modern machinery for the development of this coal within a short time.

The drought in the vicinity of Brazil, Ind., is said to be growing very serious. Half the wells in both city and county are dry, and water is being hauled long distances. As a consequence many mines have been closed down and many more will have to be closed unless rain falls soon.

The Victor Fuel Co., of Trinidad, Colo., recently filed suit against the United Mine Workers for \$491,000 damages, alleged to have been sustained by the company through the strike of coal miners. This suit is distinct from the one filed about a year ago for \$85,000, which is still pending.

Western General and Personal Notes.

Are you going to join the Chicago Coal Club?

The O. K. Coal Co., Des Moines, Iowa, suffered a severe loss by fire last week.

The St. Paul & Western Coal Co. received the last cargo of anthracite at the head of the lakes this week.

F. N. Pease, southwestern sales agent for Williams & Peters, Chicago, is back again at his desk after a fortnight's sick spell.

L. Ferris, northwestern sales agent of Cox & Co., whose headquarters are at Minneapolis, was a Chicago visitor this week.

Col. T. N. Mordue, western sales agent for Castner, Curran & Bullitt, has just returned from a West Virginia trip in the interest of his company.

Harry Cockrell will succeed J. E. Terry, assistant coal and coke agent of the Baltimore & Ohio railroad west of the Ohio river, on January first.

Mr. H. C. Ochterbeek, of the De Camp Coal & Coke Co., came up from St. Louis this week to spend several days attending to matters of business.

A number of Chicago wholesalers spent Thursday in Milwaukee in attendance at the fifth semi-annual meeting of the Illinois and Wisconsin Retail Coal Dealers' Association.

The Lynn Coal Co. is drilling and making preparations for sinking a shaft to the No. 4 vein. It is thought that the Knox and Big Muddy Coal companies will do the same.

The Fairmont Coal Co. has sold its St. Louis exhibit to the United States government. The exhibit will be placed on exhibition in one of the public buildings in Washington.

An excellent seam of coal has been struck at Braidwood, Ill., by the Joliet & Wilmington Coal Co., and options have been secured on 500 acres of land in that vicinity, which will probably be developed at an early date.

The Las Animas Coal Co., of Trinidad, Colo., operating the Broadhead mine at that place, recently suspended operations on account of a strike of its employees. The mine employs 125 men and has a daily output of 450 tons.

The Valley Coal & Mining Co. filed articles of incorporation at Des Moines this week with a capital stock of \$10,000. The incorporators and directors of the company are C. B. Fountain, N. M. Smith and Herbert Bosley.

The Kellyville Coal Co., Chicago, about broke the record for hoisting coal in Illinois on December thirteenth, when they hoisted two thousand and six tons and six hundred pounds at their No. 4 shaft at Grape Creek in eight hours.

The Joliet & Wilmington Coal Co., Braidwood, Ill., has placed its tower in position at the new mine south of Braidwood. A switch is now being laid and all work will be completed by Christmas if the weather does not interfere.

M. A. Hanna & Co., Cleveland, Ohio, have granted an increase of two cents per ton to their men at their No. 3 mine. The men insisted on this raise for pick mining or the installation of compressed air mining machines.

The Monmouth Coal Co. at Brereton, Ill., recently made a new record for itself. It mined, hoisted and dumped 1,365 tons of coal in seven hours. This is at the rate of about 194 tons an hour, or nearly three cars a minute. The hoist is 150 feet.

The Hamilton Coal Co., of Pittsburg, Kan., recently purchased a valuable coal tract near Cherokee, Iowa, where it will establish an up-to-date mine, equipping it with modern machinery. This company now owns about 600 acres of good coal land.

The Mitchell-Spalding Coal Co., Bedford building, Chicago, has been appointed agent for the Susquehanna Coal Co. and this will enable them to supply to their trade the old J. Langdon & Co. coal, which concern they represented in the west for many years.

F. G. Benham, president and general manager of the Somers Coal Co., St. Charles, Mich., has resigned as manager and has been succeeded by J. O. Somers, of Cambridge, Ohio. Mr. Benham will continue to act as president of the company and will remain in St. Charles.

The C. Reiss Coal Co., Sheboygan, Wis., is issuing a very neat circular and price list and incidentally reminding its trade that certain shipments are subject to ear supply, which is a very wise proceeding, considering the weather we are likely to have about this time of the year.

The Indianapolis Coal Clearing House Co. has been incorporated with a capital stock of \$10,000. The directors are Everett R. Lamb, C. L. Lamb and K. N. Lamb. It is supposed that the new concern will work along the same lines as the Chicago Coal Clearing House Co.

The records of receipts and shipments at Toledo show that coal easily took the lead in shipments and it was evident that shippers did their utmost to meet the demands of the northwest. There were 79,231 tons of coal shipped from Toledo in November, as against 57,579 last year.

A scarcity of cars is causing the operators and miners around Terre Haute, Ind., considerable worry. Along the E. and T. H. railroad the situation is perhaps worse than along any other line. There is some complaint of a shortage along the Southern Indiana, but a majority of the miners, both at Jasonville and Linton, are now employed. As there are a

number of company mines along the Vandalia and Big Four, cars are usually forthcoming to haul away the product. Officials of the United Mine Workers agree that the work during the winter will not be equal to that of last year, and there is little hope of immediate improvement unless more cars can be had.

The Fulton county, Ill., record for hoisting coal was broken by the Monmouth Coal Co. at Brereton on December tenth when 1,365 tons of coal were mined, hoisted and dumped in seven hours of actual working time. The hoist is 150 feet. This record has never been equaled in Fulton county.

"Arkansas smokeless" will be introduced to the trade in the northwest in the near future, according to a Minneapolis wholesaler. Arrangements have been made to secure a special rate with the Chicago & Great Western railroad, and Midland Valley smokeless, as the Arkansas product is called, is expected to arrive very soon. This coal is not an entire stranger to the northwest, as quite a tonnage was sold during the anthracite strike two years ago.

It is understood that John R. Walsh, owner of the Southern Indiana railroad, will push his coal branch from Black Hawk into Indianapolis, tapping the Greene county fields. This would seem to make competition sufficiently sharp, but the Monon thinks there is room for one more, and its branch will also tap the Greene county fields, and according to a report received from one of the officers of the road, expects to be delivering coal inside of a year. They contemplate placing coal in Michigan markets, as well as in Indianapolis.

Judge Seamon gave the Chicago & Big Muddy Coal Co. judgment for \$3,200 against the Employers' Liability Assurance Co. of London, England. An employee of the plaintiff was killed in one of its mines at Marion, Ind., on January 1, 1903, and judgment was obtained against the mining company, it being shown that the mine was not inspected that morning by a licensed inspector, as required by statute. Gen. Joseph B. Doe contended that inasmuch as the insurance company had defended the suit it was estopped from setting up violation of the statute as a defense.

The Pittsburg Coal Co. has purchased from the Pittsburg-Buffalo Co., of Pittsburg, Pa., the Blanche and Rachael mines, located on the Wheeling division of the Baltimore & Ohio railroad, and the Peters Creek branch of the Monongahela division, Pennsylvania railroad, respectively, in exchange for an acreage of coal adjacent to the Bertha mine of the Pittsburg-Buffalo Coal Co., located on the Wheeling division, Baltimore & Ohio railroad, and stock in the Pittsburg Coal Co. The sale will probably postpone the building of the extensions of the Pennsylvania and Baltimore & Ohio railroads into the large coal properties owned by the Pittsburg-Buffalo Co. for a number of years.

The Northwestern railroad is making a careful test of Glenrock and Big Muddy, Wyo., coal, with the object in view of devising a means of using these two brands of bituminous substance on its engines in Nebraska and Wyoming. The test is being made on a special train run for the purpose between Fremont and Missouri Valley. The outcome of the undertaking is watched with considerable interest in railroad circles, as its success means a good deal to the Northwestern in the states named. Traveling Engineer Arthur Stem and Traveling Fireman Williams are in charge of the special train. The company is giving them plenty of time in which to make a thorough trial of different ways that have been suggested for making the use of the coal possible. The road has ready access to the Glenrock and Big Muddy mines in Wyoming, and there seems to be an inexhaustible supply of the deposits.

Judge McMahan, of the circuit court at Crown Point, Ind., has handed down a decision of widespread interest in Indiana. Philip McNay, a leading citizen of Lowell, was last year a member of the board of trustees of that place. He was also a dealer in coal. His position with town affairs gave him the upper hand over other fuel dealers and he contracted with the town to furnish all its coal, including that used by the waterworks and electric light plant, which amounted for the year to \$1,333. His competitors became antagonistic at once and a suit was immediately filed against McNay to recover for the town the amount paid to him on his year's contract. Judge McMahan rendered a judgment against McNay for the full sum of the contract, \$1,333. The decision gives the town of Lowell its last year's coal supply free of charge and McNay, besides losing the \$1,333, also lost the cost of the product and the expenses of the suit, which will reach \$2,000. He will appeal to the supreme court.

A deal was completed this week whereby the Coal Belt Electric railway, which connects the cities of Marion, Herrin and Carterville, in Williamson county, Ill., passed into the hands of the Missouri Pacific system, of which George J. Gould is the president. The purchase of the road greatly strengthens the Gould interests in the section. At Herrin the Valley line, another of the Gould roads, connects with the Coal Belt, and the union of the two roads gives the Goulds a commanding influence in the coal output. The deal, it appears, has been under consideration for some time. The officials of the Missouri Pacific made a tour of inspection of the lines last summer. Later George Gould and a party of officers visited Herrin and examined closely the probable connections in that city. Just what effect the sale will have can not now be learned. The Valley has its division headquarters at Chester. The Coal Belt road will probably be added to the Illinois division of the Missouri Pacific, and probably in the rearrangement of the division the headquarters may be moved nearer the center of the division. F. S. Peabody, the retiring president of the Coal Belt, still retains his interest in the coal mines of Williamson county.



THE BLACK DIAMOND IS THE OFFICIAL NEWSPAPER OF THE FOLLOWING ASSOCIATIONS:

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President, O. L. Garrison, St. Louis, Mo.; Vice-President, Jos. A. Agee, Chicago, Ill.; Secretary-Treasurer, E. T. Bent, Oglesby, Ill.; Recording Secretary and Secretary of the Commission, C. L. Scroggs, Chicago, Ill.; Commissioner, Herman Justi, Chicago.

The Indiana Coal Operators' Association

President, J. C. Kolsem, Terre Haute, Ind.; Secretary, Philip Penna, Terre Haute, Ind.

The Iowa Coal Operators' Association

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Where Does the Fault Belong?

Some of the Chicago newspapers have recently been indulging in editorial discussion of the rights of consumers of coal. That consumers of coal have rights must be admitted. That the rights of these consumers are superior to the producers of coal can not be admitted. Both have equal rights, but there is no reason why one should be placed ahead of the other. Nevertheless the nub of the discussion indulged in is that the price of the coal should be no higher in winter than it is in summer; that it should be as easily obtained in sufficient quantities in winter as it is in summer.

With both of these conclusions we must seriously disagree, and when they know the facts we believe the consumers of coal will also disagree with the hasty conclusions thus reached.

We believe the winter price of coal should be higher than the summer price for the very good reason that much of the coal mined in summer is placed in storage until it is required six or eight months later. The cost of storing this coal *i. e.*, providing facilities for its storage where it will be properly taken care of is an item of the utmost importance. The investment in the storage plant is heavy, the coal requires constant care to prevent loss and deterioration, and even then there is a considerable loss to the operator or the shipper who places it in storage. In addition, the coal must be handled several times where it goes into storage to once where it goes from the mine to the retail yard or to the consumer. This cost of handling is another item of expense which can not be overlooked. In all probability the cost of storing, handling, reckoning in the loss in quality and preparation from both causes amounts to fifty cents a ton, so that the additional fifty cents which anthracite costs consumers in winter as compared with April only evens up the account. And what is true of anthracite is equally true of bituminous coal.

The consumer most certainly is to blame in this country if he goes without a supply of fuel at any time in the winter. Every retail dealer in the country, almost, from time to time, calls his attention to the conditions that prevail in the movement of coal in the winter. Then the efficiency of the rail lines is impaired. It is a physical impossibility for them to move such a large tonnage as current consumption requires. And if they can not move it, the operator can not get his coal from the mines to the consumer. If he can not get his coal from the mines and the consumer does

not happen to have a supply when it is required, all storage stocks having been exhausted, then certainly the fault rests with the consumer. It would not if these conditions only occurred once in a long interval. They occur, however, every winter; there is plenty of warning on the part of the coal trade that they will occur. If the consumer will not accept such warning then he alone is to blame. In considering other matters newspapers do not attempt to place the blame on the wrong person. They place it on the public, where it belongs. If there is a shortage of any other commodity, and they warn the public that such a shortage is to occur for any known reason, then, if the public is obliged to pay the higher price, it is considered that the consumer is at fault. There is no law which applies to the coal man that does not apply to all other business men. The coal man does not deviate from the commonly accepted principles of his fellow business men in other lines of trade. It therefore follows that he is not to blame if the consumer chooses to pay higher prices for his product in the winter than in the summer, nor is he to blame, after having warned the public of a car shortage, if it occurs and there is difficulty on the part of some consumers in obtaining a supply of fuel.



Opening the Ocean to Pittsburg.

In a recent address at Pittsburg, ROBERT B. ARMSTRONG, assistant secretary of the United States treasury, made a strong argument in favor of river improvement, and the deepening of the channel of the Ohio river so that steel barges might be loaded at the wharves at Pittsburg and their cargoes conveyed in unbroken bulk to the Gulf of Mexico.

This is a matter which is not only important to the local coal trade of that region, but to the coal trade of the whole western country. During the past summer there has been a significant depression in the coal industry. Probably over-production was the source of this as much as anything else, although the general stagnation of business during a presidential campaign was a considerable factor. We are unfortunately situated in this country as to export trade in coal. We can not build it up to such dimensions we would have it for the reason that most of the mining fields are located remote from tidewater and the freight rate by way of the rail lines from such fields to tide is prohibitive. If we are to build up an export trade, which can be made to serve a purpose when there is stagnation in the consumption of coal internally to the United States, we must have cheap means of transportation from the coal fields to the ocean.

Pittsburg, as one of the leading coal centers of the country, seems to have an advantage in this direction which, with additional waterway improvements, would be of great benefit under such circumstances as have been noted. With the Panama canal complete and much trade originating in the Gulf of Mexico for Pacific ocean nations, the necessity of improving the waterways leading from the great coal fields of western Pennsylvania and West Virginia will be more than ever apparent. The coal interests of these fields should have the support of the whole industry in securing sufficient government appropriations to accomplish these improvements.



The Ohio Traffic Association and Coal Jobbers.

According to newspaper reports from Toledo, Ohio, which seem to be reasonably accurate, the Ohio Coal Traffic Association held a meeting recently at Detroit, at which it was decided to abrogate the reconsigning privilege on coal in the territory covered by the association. This action, it is asserted, was directed principally at the coal jobbers located at Toledo, Columbus and other Ohio coal centers.

If the coal jobbers of Toledo, Columbus and Detroit are as wide-awake as we believe they are they will not submit to the injustice which the Ohio Traffic Association proposes to place upon them. In the first place no railroad can make a rule applying to one branch of its traffic which does not apply to all branches. It can not accept reconsigning orders on manufactured goods and not on coal. There is a law in this land which describes the rail line as a public carrier. And as a public carrier it must treat all its shippers with equal justice.

This, however, is a mere side issue. The proposed injustice which the Ohio Traffic Association is planning to place on coal jobbers can be rectified much quicker and by a simpler method than appealing to a common law suit. Every coal shipper in the cities which have been proscribed the reconsigning privilege on coal should, upon refusal of the rail line to accept such an order, apply at once to the court for a writ of mandamus compelling the rail line to observe it. Such a writ of mandamus will be issued upon an application which states that the rail line has refused to perform its obligations as a common carrier. When it is issued it is mandatory. The railroad line failing to observe it can be held in contempt of court and at the same time the shipper has good cause of action to recover damages accruing from the refusal of the rail line to accept and act upon his reconsigning order.

Plans in Progress for Proposed Coal Men's Club.

About one hundred coal men met at the Victoria Hotel Wednesday noon of this week, in furtherance of a plan to form a coal men's club. Luncheon was served in the American room of the hotel and after the meal had been eaten the subject of forming a club was taken up. There seemed to be a wide difference of opinion among many of the dealers present as to the best method of establishing a club and as to the nature of the club itself. Some of the coal men favored having a regular club with a suite of rooms, including dining-room and kitchen, while other dealers thought that a noon-day luncheon club would be better.

No definite action was taken, but a ways and means committee of eight was appointed to consider the matter further, and to present to the coal men, at a later date, a definite project. This committee consists of Lynn R. Rutter, D. W. Buchanan, Harold Eldridge, W. J. Dillon, J. K. Dering, Milton E. Robinson, G. H. Merryweather and H. A. Chaffin.

G. H. Merryweather was unanimously elected chairman of the meeting. Mr. Merryweather told the coal men something about what had been done by the committee appointed at the last meeting. Arthur P. Bowen, M. R. Kelly, C. W. Jackson and W. C. Hill, who also were on the old committee, were among the speakers. Mr. Merryweather said that the committee, after making a tour of various places in search of quarters, were inclined to favor a suite on the second floor of the Victoria hotel, which could be secured for \$200 per month. The quarters of the old Technical club on Clark street, north of the Grand Pacific Hotel, had been visited, Mr. Merryweather said, but the rental was found to be very high. To secure these quarters a rent of \$3,000 or \$4,000 a year would have to be paid and a large sum of money would be required to furnish the place. The suite at the Victoria Hotel would have to be furnished, but the decorating already had been done.

Coal Club Largely a Matter of Finance.

Lynn Rutter made a short speech, in which he suggested that a small committee be appointed to prepare by-laws and to determine, in some sort of definite manner, the nature and extent of the proposed club. He said it was largely a question of finance and that before anything could be done it would be necessary to secure some actual proposition to put before the coal men.

Milton E. Robinson voiced the sentiments of the retailers. He said he was heartily in favor of a club and that he believed the good fellowship of the coal dealers would be promoted and that the pathway of the coal men would be made brighter by such a club.

Delos Hull, who was styled the "grandfather" of the organization, denied the impeachment, although he admitted being the grandfather of twins. He declared that Chicago was far behind all other cities in the matter of coal clubs and he asked for a rising vote, to ascertain how many of those present would join a club if formed. Every man present stood up. Mr. Hull cited the coal men's club of Cleveland, comprising every coal man in that city except two.

DeForest Pomeroy spoke in favor of the club, but wanted something definite. Before joining the club he said that he and the other coal men would like to know just what kind of a club it was to be, what the dues would be, etc.

Mr. Rutter made the motion for the appointment of a ways and means committee. W. C. Hill proposed an amendment to the effect that the committee ascertain just what the various items of expense would be. Mr. Jackson made a speech opposing the idea of the noonday luncheon club. He favored the establishment of a club on first-class lines.

Several other speakers discussed the proposed club and advanced ideas pertaining to it. A good deal of enthusiasm prevailed, and the outlook is that before very long Chicago will have a club devoted exclusively to the interests of the coal men. The idea seems to be to form a club for social purposes only, where members can entertain their customers and friends as they please. One of the speakers at the meeting Wednesday stated that he had heard Chicago coal men very severely criticised as being "the most cold-blooded lot of fellows on earth," and he believed that the formation of a coal men's club would do away with the impression, often gained by visitors, that coal dealers in Chicago were, indeed, cold-blooded and unsociable. Several speakers declared their belief that a great many of the petty jealousies now existing in the coal trade would be wiped out by the friendly relations engendered by a club. It is the purpose of the promoters of the club to call another general meeting of the coal men as soon as possible after the ways and means committee formulates a definite plan and has it in shape to present. It is likely that another luncheon will be held, at which the matter will be taken up again.

List of Those Present at the Luncheon.

Among those present at Wednesday's luncheon were Arthur J. MacBride, New River Coal & Coke Co.; A. E. Hostler, Smokeless Fuel Co.; F. H. Barry Jr., Brazil Coal Co.; C. N. Morrison, Northwestern Fuel Co.; C. E. Hostler, Hostler Coal & Coke Co.; Arthur P. Bowen, Brazil Block Coal Co.; G. H. Merryweather, Cox Bros. & Co.; W. C. Hill, Consolidated Coal Co.; M. R. Kelly, E. L. Hedstrom & Co.; C. W. Jackson, C. W. Jackson Coal & Coke Co.; P. J. Elwell, Pittsburg Coal Co.; B. F. Bliss, Chicago-Virden Co.; F. J. Browning, Pittsburg Coal Co.; C. Gailey, Pittsburg Coal Co.; N. H. Godwin, Pittsburg Coal Co.; H. J. Elliot, Pittsburg Coal Co.; Ray B. Hammond, L. M. Hammond Coal Co.; Frank E. Lukens, Illinois and Wisconsin Retail Coal Dealers' Association; Delos Hull, Delos Hull & Co.; W. L. McCauley, W. B. Stone Coal & Coke Co.; H. A. Chaffin, Hunter W. Finch & Co.; R. L. France, Hunter W. Finch & Co.; J. A. Richardson, Jones & Adams Co.; S. E. Gauthier, Walter J. Scully & Co.; George H. Farrand, Sedalia Coal Co.; L. J. Ward, Sedalia Coal Co.; W. C. Huber, Davis Coal & Coke Co.; Charles W. Hardin, United States Coal Co.; Tracy G. Wright, United States Coal Co.; Arthur E. Lamkey; Arthur Beattys, La Salle County Carbon Coal Co.; C. B. Ebbert, E. E. Pattison Coal Co.; F. L. Jewett, Jewett, Bigelow & Brooks Co.; D. W. Buchanan, Wilmington Star Mining Co.; Walter Frazer Brown, E. L. Hedstrom & Co.; W. J.

Dillon, Mitchell Spalding Coal Co.; J. B. Mester, Mester Coal Co.; Ben B. Felix, J. K. Dering; Henry Holverscheid, Henry Holverscheid & Co.; H. J. Koerber, Henry Holverscheid & Co.; E. T. Franklin, Bernard & Franklin; E. J. McQuaid, F. G. Hartwell Co.; J. B. Roynon, J. K. Dering; H. A. Huskey, Gilmore & Easterly Co.; W. E. Barbour, W. E. Barbour & Co.; D. E. McMillan, C. G. Blake & Co.; L. F. Dreiske, L. F. Dreiske & Co.; H. H. Taylor, New Kentucky Coal Co.; H. S. Richardson, O. S. Richardson & Co.; Ridgeley Rea, Hunter W. Finch & Co.; Morris W. Hartwell, F. G. Hartwell & Co.; T. A. Lemmon, Chicago, Wilmington & Vermillion Coal Co.; W. J. Cook, F. G. Hartwell Co.; DeForest Pomeroy, DeCamp Coal & Coke Co.; Charles W. Alabeck, C. K. Pittman; J. L. Makemson, C. K. Pittman; C. L. Dering, S. C. Schenck, agent; J. H. Harmon; George H. Lee, George Lee Coal Co.; Harold Eldridge, Eldridge Coal Co.; W. H. Scott, Lehigh Valley Coal Co.; L. R. Rutter, David Rutter & Co.; Sidney Hostler, Hostler Coal & Coke Co.; J. S. Holbrook, North-Western Fuel Co.; Milton Robinson, Milton E. Robinson Coal Co.; W. E. Spangler, Inter-State Coal & Coke Co.; H. A. Dreiske, Dreiske & Heiners; William Blair, W. L. Scott Co.; E. S. Van Sant, Globe Coal Co.; G. H. Conn., Cox Bros. & Co., Inc.; W. H. Comstock, Cox Bros. & Co., Inc.; William H. James; W. Mack Stevens, Old Colony Coal Co.; Frank E. Parker, Meadow Brook Coal & Coke Co.; Louis T. Carpenter, Chicago Coal & Coke Co.; George Merryweather, Cox Bros. & Co., Inc.; James T. Leath, Williams & Peters; Eugene Ambler, Richards, Ambler & Co.; P. C. Richards, Richards, Ambler & Co.; Norman S. Birkland, Crescent Coal & Mining Co.; William S. Noble, Hite & Rafetto; J. T. Chapman, S. C. Schenck, agent; Gordon Buchanan, Wilmington Star Mining Co. A few late comers may have been omitted from this list.



Graft, Its Relation to Modern Business Methods.

We do not very often devote ourselves to psychological researches or even the study of sociological problems affecting business, yet, inasmuch as THE BLACK DIAMOND has had considerable to say about honest business methods the study of graft in business is not a remote subject to this column, although it can only be touched upon briefly.

One reason why the business world is not more honest today than it is, is found in this simple word—graft. There is graft from the office boy to the president of the largest corporation. If you go into a restaurant and order a piece of pumpkin pie there is graft—the waiter is after another nickel for his services, which are paid for supposedly by the restaurant keeper.

We do not think there is any more graft in the coal trade than in any other line of business. Nevertheless there is some and the coal trade, like all other lines of business, will never be honest until it purges itself of this graft.

One of the grafting tendencies is on the part of the retailer. He grafts on the jobber by deducting from invoice bills whether he has a right to or not. He thinks because he is paying for his coal he should deduct whatever strikes his fancy. It is nothing but graft.

The shipper of coal frequently grafts on the dealer and the producer. He grafts by shipping a coal for what it is not and obtaining a price for it which he would not obtain if it were sold for what it is.

The producer of coal grafts on the railroads. He expects, because he ships a large tonnage, to ride free of charge. When he does this he is a grafter.

We do not mean to say that all coal men are grafters. We have related some few instances of grafting for a purpose, and that purpose is to show that every grafter pays sooner or later for what he thinks he is getting for nothing. The retailer who deducts from invoice bills without warrant pays the shipper on the next invoice, if the shipper is wise and raises the price to cover the deduction on the first car. The shipper of coal who sells what he has for what it is not pays for his fun. He loses his customer and injures his reputation, which is a greater loss than the customer. The coal producer who rides on a pass pays the railroad company enough more freight on his coal to cover that extra favor extended him. The railroad is in business to make a profit. If it does not make it one way it will another.

There is one feature of all this wholesale grafting that is bad. Those who do not graft pay the bills for those who do in very many instances. The shipper of coal who rides on a pass pays no higher freight rate than he who does not; the shipper of coal who misrepresents his product tars all others who associate with him with the same stick; the country dealer who deducts from his invoice makes it necessary for the shipper to raise his price to all country dealers who do or are likely to do the same thing.

In spite of this unfavorable aspect of being honest it is better not to graft. The man who resorts to it is habitually depending upon it for sustenance. He gets so after a while that graft is the main thing with him. He goes so far that he will scarcely stop at highway robbery if there is graft in it. The man who does not graft in the end will prosper as well and at the same time he has a clear conscience, which is much more important to good sleep and good health than any other consideration.

To Wyoming Coal Fields on the Carney Special.

(Editorial Correspondence.)

ALLIANCE, NEB., Dec. 13.—Take forty coal men and place them on a special train, with plenty of good cheer and all of them good fellows, and the trip is one that will linger long in the memory of every man who is so fortunate as to be included in the personnel of guests. The Carney special left Chicago Monday morning of this week at 9:15, over the Chicago, Burlington & Quincy railroad, for a run of 1,200 miles to the northeastern section of Wyoming, where the Carney Coal Co. has recently completed the development of a coal mining plant which is without an equal in the west in the matter of equipment and facilities for producing a large daily tonnage of Wyoming lignite coal. This company is incorporated with a capital of \$1,000,000, and owns about 2,000 acres of coal land, ten or twelve miles northwest from Sheridan, at the new mining town of Carneyville. The company is owned largely by Chicago capitalists, with W. J. Carney, who has made a fortune in the lumber business, as president. His brother, B. J. Carney, of Grinnell, Iowa, who is one of the most prosperous retail lumbermen in the state of Iowa, is vice-president. J. Joseph Wright, of Chicago, is treasurer, and T. W. Carpenter, of Des Moines, Iowa, is secretary and general manager. In addition to these officers of the company, the board of directors includes such well known capitalists as Judge D. Ryan, Des Moines, Iowa; J. E. Stout, Carneyville, Wyoming, and E. E. Kaufman, Chicago. The company was formed in January of the present year and immediately began the development of the large tract of coal which it owns.

Some idea of the rapidity with which development work was pushed will be gained when it is known that by the first of November a tippie had been erected, the slope had been opened and several hundred tons of coal were being brought out daily. This is only the beginning, however, as it is proposed that the capacity of the operation will be 2,000 tons daily as soon as the necessary entries can be driven and rooms turned to furnish working places for the 400 or 500 miners who will be employed.

Best Quality of Pure Lignite Produced.

The coal that is being produced is a pure lignite of fine quality. Without doubt, with the facilities which the company will have, the preparation will be the best in any lignite field in the world. Shaker screens have been installed together with the Smith box car loader, which tips the car on end, loading it from the chutes. An idea of the basis on which this property is equipped is obtained from the fact that the installation of the box car loader represents an investment alone of \$20,000. The best and most efficient modern machinery on the market has been installed in all parts of the mine. The vein which is being worked outcrops with a face measurement of twenty-three feet. In the mine it is so thick that only a part of it can be mined most economically. The vein varies from fifteen to twenty feet underground, and only about eight to ten feet are mined at present. Some idea of the extent of the available coal supply in the tract owned by the company is gained when the estimate of about 100,000,000 tons is taken into consideration. With a view to operating the property for many years to come, all plans have been formulated on the basis of securing stability and durability.

The Carney Coal Co. has already obtained a market for such of its product as the mine has been able to produce in Iowa, Nebraska, Kansas, Wyoming and South Dakota. For domestic purposes, the coal is superior. It contains very little moisture, as compared with ordinary lignite coals, is low in ash, and burns without smoke or clinkers, being one of the freest burning coals in existence. The great advantage, however, exists in the fact that it does not slack as freely as some of the Wyoming lignites, and therefore can be stacked in the retail yard or in the householder's bin, still retaining its quality.

The Carney special has just left Alliance, Neb., and while this is being written we are going through foothills studded with pine trees, with a slight background of snow. The Carney special has come 918 miles and the longest stop it has made has been ten minutes. It has been running steadily, except for the change of locomotives at division points.

Fine Lot of Genial Souls Aboard.

The party on board was selected with a view to making it as congenial as possible, and as a consequence the trip has been one of pleasure every mile of the distance. The party which started from Chicago consisted of W. J. Carney, Dudley A. Solon, W. P. Carney, J. Joseph Wright, C. E. Ale, E. C. Pratt, T. J. Carney, Frank Solon, Dr. J. C. Bryan, A. M. Lynch and Chas. F. Cooke.

At Aurora, C. H. Haines, of St. Charles, Ill., joined the party and at Albia, Iowa, Judge D. Ryan and his son, J. B. Ryan, of the Colfax Consolidated Coal Co., of Des Moines, Iowa, were added to the list of guests.

At Omaha, Neb., a number of western coal dealers and buyers of coal were included in the party, the newcomers being headed by L. S. Harper, general sales agent of the company, with headquarters at Omaha. The guests boarding the train at Omaha were A. B. Cook, Union Fuel Co., Omaha, Neb.; S. G. Starrs, Nebraska Telephone Co., Omaha, Neb.; Victor Jennings, Council Bluffs, Iowa; William Steinkoff, Standard Fuel Co., Council Bluffs, Iowa; S. W. Creel, Western Fuel Co., Council Bluffs, Iowa; W. J. Brennan, Crosby, Kopeitz Casey Co., South Omaha, Neb.; L. W. Rushing, South Omaha, Neb.; C. W. Rich, of Broadwell & Rich, South Omaha, Neb.; J. Pivonka, of the Pivonka Coal Co., South Omaha, Neb.; D. W. Sturrock, of E. W. Howland & Co., South Omaha, Neb.; G. L. Harrison, of the W. H. Harrison Co., Grand Island, Neb.; J. F. Hutchins, of the Hutchings & Hyatt Co., Lincoln, Neb.; G. W. Kime, Edgemont, South Dakota; J. J. Cluxton, of Cluxton Bros., South Omaha, Neb.

At the mines the party will be joined by fifteen or twenty dealers from Butte and Billings, Montana, in which state it is proposed to develop an extensive market for this product for bituminous purposes.

The mines at Carneyville will be reached Wednesday morning at about two o'clock. The Carney Coal Co. will hold its annual meeting at that time and two days will be spent in a thorough inspection of the property.

The trip thus far has been most successful in every possible respect. The hospitality extended has been of the most liberal kind and has included everything that man can possibly want en route on a special train. The scenery through which we are now passing is of great interest, being the approach to the bad lands.

This trip is bound to be historic in the history of the coal industry of the country. Covering a week's time, the Chicago contingent will have traveled 2,500 miles before it reaches home. The special cars were engaged for a period of eight days, during which the guests have been generously treated by the Carney Coal Co.. The expenses of the trip to this company must necessarily be very heavy, but having a superior domestic product and feeling assured that the sale will increase enormously with its proper introduction to the trade, this expense is regarded as a mere incident to the proper opening of these extensive mines. Undoubtedly it will serve to introduce Carney coal, and to cement the feeling of friendship between the operating company and the retailers of coal.



Creditors of Standard Fuel Co. Receive Nothing.

Receivers appointed by the federal court last June to administer the bankrupt estate of the Standard Fuel Co., 355 Dearborn street, which was the subject of bankruptcy proceedings, have progressed sufficiently far in settling the affairs of the defunct company to make it almost certain that the creditors will not receive a cent on their claims amounting to many thousand dollars, which the company is said to have owed. Probably this bankruptcy case is one of the worst that has ever occurred in connection with the Chicago coal trade, for in most instances creditors receive a small dividend—at least five or ten cents on the dollar—but THE BLACK DIAMOND has the assurance of the special master in chancery appointed by Judge Kohlsaat, that when the entire estate has been settled there is the possibility there will not be sufficient revenue from it to pay the employees of the company, who have preferred claims in the shape of liens recognized by law, the referee and other court officers appointed by the court to settle the affairs of the company.

The Standard Fuel Co. went into bankruptcy on June twenty-second when William France Anderson was appointed receiver. On June thirtieth a petition to intervene in the bankruptcy proceedings was filed by B. J. Simpson, having a claim of \$1,340.93 on which \$140 had been paid, and an open account of \$75.44; J. Howard Jones & Son, with a claim of \$572.92 on open account, and the Spaulding Coal Co., having a claim of \$192.82.

The original petition for bankruptcy proceedings was filed by the Manufacturers' Fuel Co., which was the holder of a note for \$789.39 and another note for \$41.32.

Following the appointment of a receiver a board of appraisers was appointed to determine the value of the property of the company. This board consisted of D. W. Baker Jr., C. A. Sweet and John W. Thomas. They reported that the office furniture of the company at 355 Dearborn street, Chicago, was worth \$115.35 and the coal properties of the company in Clay and Vigo counties, Indiana, were worth \$1,604.50.

Prior to the report of the appraisers, M. Mundhenck, president of the Standard Fuel Co., had filed a schedule of assets and liabilities. Briefly summarized, these schedules showed liabilities distributed as follows: Taxes, \$90.18; accounts secured by notes, \$11,358.70; unsecured accounts, \$10,088.74, a total of \$21,537.62 which the company owed at the time it passed into bankruptcy.

Discrepancy Between Alleged and Real Assets.

President Mundhenck scheduled as assets the following items: Leasehold interest in mines \$16,200; mine, including leasehold interest, \$19,412.43; note receivable, \$100; mule, horse and two sets of harness, \$325.50; office furniture, \$276.50; tippie at mine, \$6,725.61; bills receivable, \$4,761.36. The total value of the assets, according to the schedules, was \$31,601.40, which, if they really existed, would have been sufficient to pay all the creditors of the company.

Up to the present time very little has been realized from the estate. A. E. Hostler was the purchaser of the office furniture of the company for \$125.00 and the sale at this price was confirmed by the court. The mines in Clay and Vigo counties, Indiana, were sold to George W. Wack for \$1,050.00, making a total of \$1,175.00, which was received from these two sources.

In addition, the receiver also reports having received additional funds which have brought the total up to \$1,564.88, out of which \$584.78 was expended as expense of keeping the mine going until such time as it could be disposed of, leaving a total balance in the hands of the receiver of \$980.10.

Special Master in Chancery John Wales Jr. gave it as his opinion recently that the residue of the estate might swell this sum to \$1,100 or \$1,200, out of which must be paid nearly \$1,000 owing to the employees of the company at the time the company went into bankruptcy, the cost of administering the affairs of the company in settling the bankrupt estate and the fees of the attorneys representing the receiver, trustee and referee in the various court actions necessary to settle the estate. Probably none of those who will participate in the estate first will realize their full claims.

At the time the bankruptcy proceedings were instituted the Standard Fuel Co. was owing a large number of its employees sums varying from \$5.50 up to \$68.20, all of which must be taken care of before anyone else can participate in the estate.

Through this failure there were a number of very heavy losers among coal companies in Chicago and elsewhere. The largest claim amounted to \$2,772.02, while there was one other amounting to \$2,025.38, and a third amounting to \$1,273.75. There were a number of claims ranging from \$300 up to \$800.

M. Mundhenck, who was the president of the company, is now identified with the Mundhenck Fuel Co., which occupies the offices formerly occupied by the Standard Fuel Co. in the Ellsworth building, Chicago.

Reports from Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, Dec. 15.

Now that the cold weather is more protracted and winter has fairly set in, a larger and more regular distribution of coal is going forward to the various consuming territories, in the anthracite market, and the demand for shipments during the week has been equal to, and, in some cases, exceeding the supply. The market presents a very strong position, when tonnage for the past two years is considered, in comparison with the production of former years, exceeding those by many millions of tons. This indicates what the growth and development of the country has brought about, and it indicates that the country is in need of more of this class of coal; also that the situation is not due wholly to the local conditions that have prevailed in the trade, produced by reason of strikes. The production of coal in November amounted to 5,124,068 tons, a total for the eleven months of the year of 52,429,378 tons, making an approximate tonnage of 117,000,000 tons for the past twenty-four months. This is running into big figures, which were not anticipated several years ago, but which demonstrate the possibilities of the future of this industry.

All shippers are seemingly sold up on most of the prepared sizes, and stocks of these coals are practically bare. Egg size is still plentiful, while broken sizes are slightly less active, though both are moving off more freely, now that the general demand is more urgent. The amounts in stock of these grades are being reduced accordingly. The steam sizes are also more active, and producers report considerable reductions in the supply of this coal in stock, which in instances is giving some concern as to their holding out in ample proportions until spring arrives. All shippers seem to be short of stove coal, and are either entirely out, or running very close, on chestnut. This is causing them some uneasiness in getting shipments forward as promptly as is desired by buyers, and has the tendency to delay the delivery of other sizes where they are included in the same cargoes.

The all-rail demand is the most active at this time, and in places is short, where dealers are urging strongly for prompt delivery. Much of this business comes from the New England territory, but owing to the congested condition of the railroads there, the shipments in this direction have been greatly reduced during several weeks. This may yet result in distress to dealers, should bad weather further interfere with transportation. One or two of the main lines are gradually opening up shipments this week over Poughkeepsie bridge, but the Harlem river ports are still closed to all shippers.

Car Shortage Continues to Cause Much Trouble.

The car situation continues to be a factor with most large interests, and is holding back coal at the mine which should be going forward. This will no doubt improve with the closing of lake navigation, the last anthracite cargo having gone forward from Buffalo on Saturday last, while inland waterways—rivers and canals—are also closed. This takes out of service a large equipment which usually suffers from more or less delay in the late season, and allows it to be used to better effect in the tide-water and main line trade.

Trade eastward is not showing any great tendency toward improvement, and with the shoal water port business now practically out of the way, is inclined to be quiet for the season. This territory, however, is a large buyer throughout the winter and the usual requirements will, no doubt, develop shortly and the full quota be consumed. The Atlantic seaboard soft coal trade continues strong, and most of the consumers are reporting a surplus of orders, with prices advancing, and with very little coal available for shipment, comparatively. There is a sharp increase in the demand for bunkering coal at the moment, this being produced, no doubt, by the bad weather and the uncertainty of transportation in the harbor. Transportation and car supply are still the factors that are worrying the producers, and the majority of the roads are in worse condition than they were a week ago. Trade in the far east is more quiet, comparatively, than in the other consuming territories, though there is a surplus of orders from this point in the hands of shippers at present. By the time these are consumed, others will likely be forthcoming to assure a further supply. The cause of this quietness, as compared with other consuming districts at this time, may be accounted for by the fact that the consumers have been more forehanded in putting in their winter's supply of fuel, before inclement weather set in and while coastwise freights were at the lowest figure of the season. On these lines, it is thought, the Maine ice ports are better stocked up this year than usual. There were a lesser number of last cargoes which were unable to reach destination.

Far Sighted Consumers will Lay in Big Stocks.

The short water supply throughout New England, by reason of the drought, will preclude the idea of using much water for power this winter. It is believed that those who are far sighted enough to put in large supplies of coal for steam purposes will have their good judgment verified before the winter is over. Along the sound, trade is quite active, with a stronger demand from all lines than has prevailed for some time in the past, and it is not unusual to hear consumers say they are out of coal. This is due probably to their belief in an open winter, and in the lack of difficulty in securing coal at any time, these being the only items in regard to tide delivery that can be considered by them. Most of the consumers' requirements at this time are covered by yearly barge rates. Those taking it all-rail were misled by the statements of the consolidated roads, to the effect that they would be able to supply coal through the year. Now that embargoes have been placed on these shipments by most of the originating

main-line roads, it has forced an additional burden on tide shipments, delaying them to some extent.

New York harbor is quite active and coal is in short supply at the shipping ports, with prices on all grades advancing. Coal transportation seems to have been delayed materially, preventing ample arrivals at the ports and delaying vessels loading, and causing them to wait. Ordinary grades of Clearfield coal are obtaining up to \$2.75 f. o. b. the harbor, with the better grades ranging up to \$3.00. The all-rail business is active to yards, and appears to be putting in additional cars for stocks ahead. Consumers are working on the same lines. Embargoes upon the all-rail business to New England continue, though there are rumors of their being withdrawn on one or two of the lines during the week.

Transportation has shown a marked falling off, especially during the latter part of the bad weather. Car supply is poor on all roads, the Pennsylvania giving the best service in this respect. In the coastwise vessel market, vessels are scarce and rates firm. We quote current rates from Philadelphia as follows: Boston, Salem and Portland, seventy cents; Lynn, Newburyport and Bath, seventy-five cents; Providence, New Bedford and the sound, sixty cents; Portsmouth, seventy and seventy-five cents. These are for medium class vessels. On the larger sizes figures five to ten cents lower are made on special negotiations. The further lower parts are quoting on the same basis.



Buffalo and the Great Lakes Trade.

BUFFALO, N. Y., December 15.—(*Special Correspondence.*)—The close of navigation on the lakes has come, and yet the conditions of the coal trade, both in anthracite and bituminous coal, remain unchanged, the supplies in this market still being short of the demand. The car supply situation at Buffalo has grown better this week, to the pleasure of the anthracite shippers. Prices of bituminous coal remain about the same, supported by an excellent demand. Slack, however, has gained in price. Coke continues to be a very scarce article in this section.

Lake shipments of anthracite from this port for the season of 1904 were brought to a close last week, Saturday, when the propeller Mary C. Elphicke, loaded with about 6,000 tons of Lackawanna coal, left this port shortly before one o'clock. The Lackawanna did some rush work at the very end of the season. On Friday last it loaded nearly 8,000 tons of coal in the Sahara. The next morning the Elphicke was loaded. The Reading docks here have been closed for over two weeks. The other three, the Erie, Lehigh Valley and Coxe Bros., finished loading their last coal into boats on Friday. The bituminous season closed on Tuesday of this week by the departure of the Lagonda from Ashtabula and of the Panama from Cleveland. The closing rate was seventy-five cents per ton for vessels to hold their cargoes until there was room on the docks at the upper lake ports to receive the coal.

Anthracite Shows Large Advances Over Last Year.

Anthracite shipments continued strong until the end of the season. There was a decided falling off in the shipments at this time last year, and the last few weeks of this season show heavy advances over the same weeks of last year. But owing to the late opening of navigation last spring and the dullness of the lake trade during the summer and early fall the season, as a whole, has not been as good as last year, which was the record year for this port. The total shipments from this port for the year up to date amount to only 2,887,517 tons, as compared with 3,261,544 tons last year total. The figures for this year are now practically complete. The figures for the closing week of navigation are 65,000 tons, as compared with 128,500 tons for the week previous. Last week's shipments were distributed as follows:

	Tons.		Tons.
Chicago	36,300	Sheboygan	2,800
Superior	13,800		
Milwaukee	12,100	Total	65,000

The attention of the anthracite sales agents is now directed to rail orders. The supply of cars now seems to be better here than for several weeks past, and the shippers report that they are keeping up pretty well on their orders at present, although still much behind. The demand for chestnut continues to be heavy, and there is a considerable shortage of that size here. In fact, the sales agents are not getting coal from the mines as fast as they wish. The winter weather seems to have interfered with the prompt movement of the empty coal cars to the mines.

The announcement made on Tuesday of this week that the Lehigh Valley has made a reduction of twenty-five cents per ton on pea coal, making the price, f. o. b. track at Buffalo, \$3.50 per ton, and at trestles \$3.35, caused considerable comment in local circles. It is thought the company wishes to divert the trade to burning pea coal instead of nut, which is more scarce just now. This cut was met by the other companies.

The conditions in the bituminous trade seem to remain the same as last week. It was feared by some that the close of navigation would result in a surplus of coal in this market, but it is now thought that it was only that expectation that has kept the prices down to their present figures, and that the demand will now force them even higher. Prices for Pittsburgh coal average \$1.10 for mine-run and \$1.20 for three-quarter. Slack, however, is on the boom, bringing about seventy-five cents at the mines. Now that navigation has closed, slack will not be made in such large quantities, and it is expected that the price will advance during the winter.

Certainly the supply will not be as large, and yet the demand is increasing. The result must be better prices.

Coke Market Remains in Satisfactory Condition.

The coke market continues to be in a satisfactory condition, except that some of the jobbers can not get all the coke they want or could sell. The dry weather, followed by the increasing demand for coke at Pittsburgh, seems to be keeping the Connellsville product out of this market to a large extent. The other regions can not produce all the coke needed here.

The reports sent here from Pittsburgh of the sales of two mines of the Pittsburgh-Buffalo Co. seem not to be strictly accurate. Thomas L. Jones, vice-president of the company, who is in charge of the local office, said that the company sold the Blanch and Rachel mines, which are practically worked out, to the Pittsburgh Coal Co. and bought in their place the output of the Hazel and Bertha mines of the latter company. The Pittsburgh-Buffalo Co. also renewed for three years its contract with the Pittsburgh Coal Co., whereby the latter handles all the lake coal of the former.

The death of William J. Mahoney, superintendent of the Erie railroad dock coal trestle here, brought universal sorrow to coal and marine circles. For the past fifteen or sixteen years Mr. Mahoney was in charge of these docks. During that time he had many dealings with vessel owners and masters and with coal and railroad men. All now unite in the general expression of sorrow over his death. He was at work as usual on last Friday, and was in the act of helping his men move a car when he fell over in a stroke of apoplexy. He was removed to the general hospital, but he did not rally and died early the next morning. The funeral was held on Tuesday from the Church of the Lady of Perpetual Help on Sandusky street. The church was filled to overflowing with sorrowing friends. The floral tributes were most profuse and beautiful. The cosmopolitan attendance at the funeral and the gifts of flowers indicated the wide circles of friends he had. In speaking of Mr. Mahoney, W. T. Roberts, sales agent for Williams & Peters here, said:

"He was a man of great ability. He was looking after the company's interests at all times, and it can be said that he died at his post. He made friends easily, and to know him was to like him. He was a true and thoughtful friend, of a charitable disposition, and made many friends through little kindnesses."

Frank S. Smith, acting president of the Shawmut Coal & Coke Co., was in the city last week in conference with Grant H. Jones, general sales agent. He was looking over matters here which now come under his supervision. James P. Walsh, general sales agent of the Pittsburgh Coal Co., was in the city this week. C. E. Cross, general manager of the Fowler Coal Co., of Youngstown, O., also was calling on the local coal men here this week. C. L. Couch, vice-president of the F. P. Weaver Coal Co., is on a trip through Canada.



Boston and the New England States.

BOSTON, MASS., December 16.—(*Special Correspondence*).—The wholesale market for hard coal has developed greater activity during the week than has yet prevailed this season. This, of course, is on account of the storms and colder weather, which have increased the consumption to a marked extent throughout the entire territory, and are making the needs of the trade greater and of a more urgent character. The demand for all-rail shipments is particularly heavy, especially for certain grades and sizes, though under present conditions it is not possible to fill all the orders that have been placed by reason of the embargoes and limited transportation. One or two of the main-line roads have resumed shipments to this territory via the bridge route in the last day or two, but are permitting only a limited tonnage to go forward, and this may again be curtailed should it interfere with the prompt unloading and return of cars. Aside from this feature there is a continued shortage of cars on the producing lines which is keeping the tonnage from the mines in check and gives buyers an additional interest to get larger volumes of coal forward as promptly as possible. The ice ports have now all been closed up for the winter, taking this business out of the market until March or April next, making things rather dull along the seaboard. A little more regular business is coming in from the deep-water ports, but is not up to the amounts that are usually expected at this time of the year. This is probably due more on account of the security which is felt in their ability to get shipments regularly all winter, and their confidence in the market, rather than having in store large stocks. The stocks in first hands where facilities are available for carrying coal are light as compared with former years, and are already showing considerable depletion on the sizes most active. At retail there is a brisk demand and the difficulty at the moment is to get the coal delivered fast enough to suit the needy consumer.

Bituminous Coal Market Is Firmer.

The bituminous market has developed additional firmness during the week and the tendency of the trade is toward a better demand for current requirements, as also for future supplies. There is greater confidence displayed on the part of buyers at the prevailing condition of things as they apply to the general market, and the opinion is that the trade must materially harden and the costs increase as the season advances. Ocean freights for some time past have been the lowest existing in several years, and from the fact of their being at cost or under would indicate that they will advance with the first bad weather or tie the vessels up for the winter. Slow transportation from the mines and car shortages must also be considered and are often factors of the greatest importance to the consuming interests. The Sound points are showing comparatively the greater interest at this time and calling freely for coal, a large proportion of which is for reshipment all-rail to interior points, though the local consumption is also improved. This increase of tonnage inland is to offset the embargoes placed upon the all-rail delivery from the mines. Some coal, too, is going to river docks, where the

barge service had not fully replenished stocks before closing with ice. Prices for coal are firmer at all points. At the Virginia cape ports \$2.50@2.60 is obtained and will likely hold with additional firmness through the winter. Pennsylvania coals are ranging from \$2.90 to \$3.15 alongside Boston. The vessel market is also firmer and smaller craft scarce. New York rates around the Cape are 60@65c. The lower ports quote 70c for medium vessels and 5@20c under for the larger ones.



The Philadelphia Coal Trade.

PHILADELPHIA, PA., December 16.—(*Special Correspondence*).—The anthracite coal trade in this locality continues quite active and shippers are reporting more orders than they can provide for at the moment. The colder weather and heavy fall of snow the first of the week greatly stimulated the demand from the consuming trade, which was generally for immediate shipments, but the delivery on it is being considerably delayed by the blocked conditions of the roads through ice and snow and the congestion of traffic that is general at this time. The requirements, being more largely for the stove and nut varieties, have had the effect of making these sizes very short and are in consequence moving off quite slowly, in instances being delayed from one to two weeks, while on the special coals no definite promises can be made as to dates of delivery. The increased needs of the entire trade are having a good effect on the smaller sizes, which are now in strong demand, and shipments on them are steadily enlarging, making these coals one of the active products on the list, and a continuation of this status, which will now prevail, is likely to reduce them where shortages may occur before winter is over. The closing of the shoal-water ports in the east has reduced shipments in that direction to some extent and is affecting the trade slightly, as the regular winter demand from that territory has not yet made its appearance. More coal, however, is going forward from the New York harbor shipping ports to the Sound points to supply inland places in New England that are embargoed on all-rail deliveries from the mines. The retail market is quite active and the deterring feature of the week, delaying the handling of the orders, has been the bad condition of the streets, in most cases adding extra costs for its delivery.

Continued Improvement in Soft Coal Market.

The soft coal market is showing a continued improvement in both the demand and prices obtained for the coal. The car and transportation situation, however, is still the controlling factor and greatly interferes with the delivery of all the orders in hand, and indeed some producers would prefer less business and better transportation and cars to get the coal forward for which consumers are clamoring. The embargoes to the New England territory are still in force, diverting some of this tonnage to the tidewater ports for coastwise and rail freighting via the Sound, though it does not give the relief that consumers would like as to the amount of coal desired and in the method of delivery. Producers are all working their mines on a slightly larger scale, increasing the total shipments, but are not producing the quantity of coal they actually need to supply the business in hand, owing to the shortage of empty cars available at the mines. Tidewater shipments are active, especially for the bunkering trade, though there is not yet that stability to this business that is characterized by the all-rail inquiry. The demand for this class of trade is in excess of present supplies and at advanced prices, making it very strong and wholesome. Transportation on coal is slower than it was and cars are very scarce. In the vessel market, craft of medium size are short and rates on them firm at 70c to Boston, Salem and Portland. Sound ports, 60c; Lynn, Newburyport and Bath, 75c, and Portsmouth, 70@75c. Larger vessels are available at from 5c to 10c less.



Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York. During the past week there has been an active demand for steamers to take general cargo, grain, etc., principally from the gulf, and although the active inquiry has ceased, owners' ideas have advanced and they are now all holding for higher figures, which we doubt their ability to secure. The shipments referred to have taken many of the steamers that would otherwise be in the market for coals, and consequently coal tonnage is scarce for December loading and there are a number of export coal orders still unfilled.

The recent reports of charters to take coal to Mexican ports were simply boats named to cover old contracts, and although coal freights outward to Mexico will probably reach a slightly higher level on account of the Cuban sugar demand and prolonged activity in gulf business will probably be beneficial. There has been an active demand for steamers to load sugar at Cuba for Philadelphia or New York at nine cents, which will, as a rule, aid the outward freights to that island, but should sugar freights advance to a higher level it will pay many steamers better to proceed in ballast for sugar rather than to take coal outward at present market quotations.

The steamer Duncan, about 1,200 tons coal capacity, chartered last week to load at Norfolk for St. Georges, Bermuda, was guaranteed \$2.25 freight, and steamer Atlas, about the same size, chartered this week, Norfolk-Bermuda, for two trips, secured \$1.75.

American coal can not compete with Cardiff in the Mediterranean at present, except in rare instances where steamship owners, for particular reasons, are obliged to entertain coal in this direction at attractive figures.

We would quote freight rates by steamer as follows: \$1.25@1.30 to Havana or Matanzas; \$1.65@1.75 to Cardenas or Sagua; \$1.50 to Cienfuegos; \$1.40 to Port of Spain, Trinidad; \$1.65@1.70 to St. Lucia; \$1.60@1.65 to St. Thomas; \$1.65@1.70 to Barbadoes; \$1.45@1.50 to Kingstown; \$1.25@1.30 and port charges to Curacao. \$2.15 to Demerara; \$1.75 to Bermuda; \$1.45@1.50 to Vera Cruz; \$1.55@1.60 to Tampico; 8s@8s 6d to Rio; 8s@8s 6d to Buenos Ayres; \$4.25@4.37½, consignees to discharge cargo at their expense to Manila.

Eastern General and Personal Notes.

E. J. Skeele, of the Skeele Coal Co., at New York, spent several days of last week on a business trip to Boston.

President E. B. Thomas, of the Lehigh Valley railroad, left New York on Thursday of last week for an extended tour of the Pacific coast states.

Arthur H. Colby, New York manager of the Warren & Monks Co., spent most of the past week in the Pennsylvania mining field in the interest of the firm.

F. M. Ramsey, at present chief clerk of L. A. Hickley of the Davis Coal & Coke Co. at Philadelphia, will succeed him in the position of sales agent on January first, 1905.

At a meeting of the board of directors of the Baltimore & Ohio railroad, held in New York, Oscar G. Murray was elected president. The four vice-presidents and the secretary were also re-elected.

J. E. Davis, general sales agent of the Davis Coal & Coke Co. at New York, left on Thursday of this week for Chicago, stopping at Philadelphia on the way. He expects to return the first of next week.

The November output of the Dominion Coal Co. was 232,720 tons, as compared with 274,500 tons last year. For the eleven months the production has been 2,881,537 tons, against 3,061,063 tons in the same period of 1903.

Charles S. Mellen, president of the New Haven road, is now also president of the New England Navigation Co., a Connecticut corporation, which takes in under this head all the boat lines heretofore operated by the New Haven Railroad Co.

The Fairmont Coal Co. has secured control, by purchase, of the Pittsburgh & Fairmont Fuel Co.'s coal operations, having an output of 50,000 tons monthly. The lands cover 17,966 acres on the Monongahela river and on the short line of the Baltimore & Ohio.

Charles Bergh, of the Commercial Coal Mining Co., of Philadelphia, stopped over in New York last week on his way to eastern points in the interest of the company's affairs. He was accompanied from here by Charles E. Lester of W. C. Mason & Co.

J. Campbell, of the Eastern Coal Co., at Providence, R. I., spent several days in New York during the week in reference to the company's affairs. He says business is much improved and that the company is now doing a steadily increased tonnage, averaging up to 10,000 tons a month.

The Eureka Coal & Fuel Co., of Brooklyn, N. Y., is a new concern in the trade, organized under the laws of the state of New York with a capital of \$10,000. The directors of the company are as follows: Webster Depuy, Brooklyn; J. Medford Depuy, New Platz; Elias Depuy, Kerhonkson.

President A. J. Cassatt's sixty-fifth birthday, which came on December 8, brought him many floral remembrances from his friends and congratulations from the heads of the company's executive departments. Mr. Cassatt received them all in his office at the Broad street station and celebrated the day by working from 9 o'clock until 3.

At the annual meeting of the stockholders of the Lehigh Valley & Hudson River Railway Co., held in New York, the following directors were elected: W. H. Truesdale, F. D. Underwood, S. M. Provost and E. B. Thomas. L. A. Riley was re-elected president. The annual report was presented and showed a credit to profit and loss account of \$257,000.

J. W. Hall, formerly a member of the firm of Hall & Carlton, coal dealers at Elizabeth, N. J., who recently sold his interest in that concern, has accepted a position with the Charles Norton Co., of Philadelphia, as sales agent at 29 Broadway, New York. Mr. Hall has been a coal man practically all his life, is familiar with the New York & New Jersey markets.

C. H. Jacobs, sales agent of the firm of Whitney & Kemmerer at Philadelphia, spent Monday of this week at the company's offices in New York, prior to attending in the evening the sixth annual dinner of the Pennsylvania society, held in the grand ball-room of the Waldorf-Astoria hotel. Mr. Jacobs has been a member of the society for a number of years and is an enthusiastic worker in its behalf.

In an effort to break up the stealing of coal from cars at points along the Amboy division of the Pennsylvania railroad, seven Polish women of Helmetta, N. J., were arrested last week and held in bail of fifty dollars each to the grand jury. Much coal has disappeared from cars in transit lately, especially at Helmetta, so a test case was made by permitting a car to stand for half an hour, when it was rapidly depleted.

Lester H. Monks, of Warren & Monks Co., Boston, spent several days of last week at his New York office. He reports trade more active in the eastern market, with a better supply of coal going forward. The company had a big month of shipments over the Newport News piers in November, their total tonnage approximating 92,000 tons. Owing to its ability to supply charters and to load promptly, the company is not seriously affected by the car shortage on the railroad.

J. E. Davis, general sales agent of the Davis Coal & Coke Co. at New York, and L. A. Hickley, sales agent at Philadelphia for the same company, will retire from their positions at the end of the present year to engage in the coal trade on their own account. The company now being chartered for this purpose will be known as the Blaine Coal Co. and will have offices in New York, Philadelphia and Chicago. The new company has arranged to take all the coal of the Blaine Coal Mining Co., operating a large property in West Virginia, on the line of the West Virginia Central & Pittsburgh

railroad, having a capacity of about 1,000 tons daily. J. E. Davis will be president and L. A. Hickley secretary and treasurer of the new company. Fuller details of their plans are not now available, but will appear next week.

W. S. Kuhn and J. S. Kuhn, of Pittsburg, who control the United Coal Co., accompanied by J. V. Van Wagner, treasurer of the company, were in New York for several days the latter part of last week in connection with their interests here. The Kuhn brothers recently acquired a valuable tract of 3,000 acres of coal land located in Somerset County, Pa., and known as Quemahoning coal, which they expect to develop at once for the purpose of giving their offices here and in Philadelphia a high-grade steam coal to handle in these markets.

W. A. Marshall, of the Righter-Marshall Co., has spent the past week at the mines of the company in Somerset county, Pennsylvania, and in West Virginia. He has been at Baltimore also in an effort to increase the car supply at the mines, for prompt loading of coal. The great shortage of cars, coming at this time, when the demand is most urgent, is quite distressing to shippers and everything possible is done to urge the railroads for a better equipment of empties. As a result of his diligence on this trip the company is now enabled to ship a larger amount of coal on its orders.

C. S. Pharis, one of the prominent coal dealers of Syracuse, N. Y., stopped over at New York the first of the week on his way to Philadelphia, where he expects to remain for several days in the interest of his business. Mr. Pharis is one of the largest dealers in Syracuse. His business reflects much credit on his ability as an able and successful man. He now operates two plants at Syracuse in the retail coal trade, but aside from this does a large wholesale business on bituminous coal throughout the upper part of New York state. This business he has materially increased in the last few years.

The Warren & Monks Co., of Boston and New York, tidewater sales agents for the New River Consolidated Coal & Coke Co., have sent out to their friends in the trade during the week a pamphlet prepared by Neil Robinson, of Charleston, W. Va., concerning the New River & Kanawha coal fields. The pamphlet, which is very interesting and instructive, is a unique treatise in its compilation of data of the production of coal from the various seams, giving maps and analytical tests of importance, making it in this connection of great interest to the trade. In the comparative analyses of New River coal with other products, the result is a most favorable showing, the coal being very high in heat units and at the same time low in ash.

T. B. Davis Jr., assistant general manager of sales of the Consolidation, Fairmont & Somerset coal companies, returned the latter part of the week from a ten days' trip to Chicago and upper lake ports in the interest of the companies. He was in conference with the officials of the North-Western Fuel Co. during most of his absence, visiting the coal receiving ports, to observe the status of things there and their possible requirements for the winter season. Mr. Davis reports business in that territory as very good, with a possibility of improvement as weather conditions may affect it. He says that shipments for the season closed last week and that considerable ice had already formed in the receiving harbors. About the usual tonnage of coal shipments has reached these ports, which should be sufficient to supply the requirements of the trade for the season.

President Thomas, of the Lehigh Valley railroad, announced last week the appointment of M. B. Cutter as general manager of that road. Mr. Cutter has held a position as general superintendent of the line for several years, and in the promotion President Thomas says the latter position has been abolished. Rollin H. Wilbur was general manager of the road until a month ago, when his resignation was announced. Mr. Wilbur was the last of general officers associated with the old Wilbur management to leave the road. J. T. Baxter, superintendent of the Pennsylvania and New York division, is made superintendent of the Wyoming division, to succeed T. H. Pindell, who has been promoted to the position of superintendent of transportation. This was made possible by Mr. Cutter's advancement to the general management of the system.

As reported by the Boston chamber of commerce, receipts of domestic anthracite and bituminous coal at Boston, Mass., the past month and since January first this year, compared with the same period the previous year have been: Anthracite for the month, 145,067 tons; for the year, 1,872,523 tons. The corresponding figures for 1903 were, for the month, 135,577 tons; for the year, 2,024,382 tons. The bituminous figures are: For the month this year, 234,087 tons; for the year, 2,329,216. The corresponding figures of last year were, for the month, 184,736; for the year, 2,096,860. The month's receipts of anthracite shows a decrease of 37,000 tons as compared with October this year, while the decrease for eleven months is 151,000 tons, compared with the same period in 1903. Receipts of provincial coal for the year to December first are 495,546 tons, against 573,157 tons in 1903.

The controlling representation in the board of directors of the New York, Ontario & Western railroad was turned over to the New York, New Haven & Hartford railroad on Wednesday of last week at a meeting of the old board of directors. A new board was elected, eight of the thirteen members representing the New Haven road interests and the other five representing the Ontario & Western, as formerly constituted. The eight directors elected are: J. P. Morgan, William Rockefeller, Charles S. Mellen, George MacCulloch Miller, Charles F. Brooker, P. Newton Barney, Frank W. Cheney and William Skinner. The other five directors were members of the old board and are: Thomas Powell Fowler, Grant B. Schley, Charles S. Whalen, John B. Kerr and James E. Shields. It is understood there will be no change in the management of the Ontario & Western road or in the handling of their coals.

Talks in the Field of the Retail Dealer.

Written for The Black Diamond.

A correspondent has taken the trouble to write me asking me what I think about the custom established in some places of dealers giving Christmas presents to their customers.

He goes on to cite that the evil started in his town about five years ago and that it has grown rapidly until now all the merchants vie with each other, each Christmas, with a view to seeing which can give the most.

This is an evil which seems to thrive in all branches of business for a time and then dies out later on, being revived when it strikes some new dealer as a good way in which to obtain business.

I am opposed to it and I believe that every legitimate retail merchant should be opposed to it.

I am opposed to it first, because I do not believe in "buying" business, whether it is in the coal or the dry goods trade.

I am opposed to it in the second place because I do not think it begets any new customers; it is a drain on the merchant without adequate returns and it places the customer in a position of independence, where he thinks his business is so important that it will ruin the retailer if he does not get it.

I never knew any business to succeed where the merchant, whether wholesale or retail, thought to obtain customers by purchasing their good will.

If he starts with this idea in mind, they will demand more and more until not only his profits will go that way, but part of his capital stock.

The theory in practice proves my assertion. If you will note among your own customers you will usually find that the one for whom you do the most will be the quickest to leave you when he can make five or ten cents on a ton of coal by trading with the other fellow.

You have catered to him to such an extent that he really feels as if he owned you, instead of your having a first mortgage lien on him, with the consequence that he recognizes no obligation whatever, but looks out for his own selfish interests.

This is a prevailing trait of humanity and whenever you attempt to buy a man, no matter what the purpose is, you will simply arouse his feeling of independence and place him on a basis where he is more than ever likely to assert it.

I know of a large wholesale house in another line of business that started with the policy in mind of buying its customers. It was a newcomer in the field and it made presents galore. Whenever a customer came to town nothing was too good for him; he was wined and dined, taken to the theater, and really made to think that he owned the wholesale house and they could not exist without him.

This policy was followed for about three years. Then, one day, the head of the house discovered, while in another wholesale house, that his customers were arrogant and demanded more than they were entitled to, while those of the other house, which showed only the usual courtesies, were contented and much easier to handle.

The first house had attracted all the factors in the trade that were looking for "private graft" and had a hard time satisfying them. The second house had attracted only those who were content to do business on business principles, who were willing to pay for what they received, and were content if the most ordinary courtesies were extended to them.

The first house changed its tactics, did away with gifts and entertaining on a lavish scale. Today it has a class of customers that are a source of pride, its profits have been increased, and the business is done on a much more satisfactory basis.

And so it is with retailers who are always endeavoring to hold their customers by making them presents, by doing too much for them.

Policy of Gift-Giving Does Not Pay Merchant.

It is a policy that does not pay, it stirs up strife among the factors engaged in the same line of trade, and it is very rarely, if ever, that it obtains a new customer for a merchant.

I maintain that such a policy does not get any new customers in the long run.

If A starts in with a policy of gift-giving to his customers, B, in order to hold his own, tries to go him one better.

Then along comes C and he attempts to outstrip both A and B in this matter.

D goes further still and beats the other three.

And thus it goes down the line. In the end the last man in the race is giving the most for the money, and at the same time he is losing all his profits because he is giving too much in order to outstrip his competitors. The others must come up to his plane or they will lose out. If they lose out the last man gains nothing because the gifts he is giving cost him more than his profit.

It is an endless chain, which keeps customers in a constant agitation to find out who will give them the most if they will place an order for half a ton of coal.

I have always laid down the rule in my business, and I believe it is a good one to reiterate, that swapping dollars does not make a living.

The man who is giving a fifty cent present with every ton of coal on which he makes a profit of only fifty cents is doing worse than swapping dollars, because he is out his time.

I have taken the extreme view of this matter in order to make it strong and to show what the ultimate outcome is where gift schemes and Christmas presents are resorted to in order to obtain customers.

Naturally this policy creates a feeling of independence in the minds of the customer which would not otherwise exist for the very good reason that he thinks his trade is worth more to the merchant than it really is. It is worth a living to the merchant, if he can get it legitimately by making a fair profit, but it is not worth buying at such a high price the merchant does not make a profit.

I believe in showing a customer all the courtesy and attention that he deserves. That is a fundamental principle of doing business right and holding one's customers, but I do not believe in making him think that it is a life and death matter with the merchant; that if the latter does not sell him one or two tons of coal he will be obliged to go into bankruptcy.

Is a Form of Small Bribery.

Where you buy a man's trade with Christmas gifts or any other small form of bribery you make think that his custom is worth more than it really is. He will take advantage of this feeling and will attempt to make you give him concessions in price, credits and other favors that he would never dream of asking, if you had not given him the opening which makes it appear plausible to him that he is entitled to them.

If I were living in a community where gift schemes and Christmas presents prevailed I should use every effort to get the other fellows to refrain from it.

Failing in this, I would sell out my business if I could, and get away from that community into one where I could do business as it should be done.

If a dealer with a fair standing in the trade will take the initiative he can frequently do away with gift schemes with the use of a little tact.

Prepare an agreement heading it with the statement that the following merchants are opposed to giving Christmas presents to their customers and sign it yourself first. Follow this up by calling on those merchants who look at the matter in the same way you do, and you will find that most of them do. Leave the new man in business or the one not having a good knowledge of business until the last, and he will generally profit by force of example and go into the agreement. He will do this where he might not consent to stop price cutting, if he were engaged in the latter procedure.

If he is obstinate at first find out from him what he is spending for gifts of various kinds and you can soon convince him that he will be out of pocket if he keeps up that sort of thing.

If he is still so obstinate that he will not accept the agreement, let him go his way. You can very easily afford to do this, because he will be making a small profit on each ton of coal he sells while you are making a larger one.

When I refer to gift schemes, of course, I mean the indiscriminate giving of presents to every customer on the books. I mean following the policy of holding out a bait of this kind to attract new customers and to hold old ones. I do not mean that private friendship and those little courtesies of life which make Christmas a holiday that has a warm spot in all our hearts should not be overlooked.

They are essential and the coal who can remember not only his friends and relatives, but the poor and unfortunate generously, is to be commended.

What I refer to is the giving of gifts as a business proposition.

Any man who would interfere with the private philanthropy of another does not have much regard for humanity.

Send Calendar As a Token of Remembrance.

I think it is also very proper for any retail merchant to send his customers at Christmas time or on the first of the year a handsome calendar or any other token, containing his advertisement, which is inexpensive and which is to serve as a reminder during the coming year of the fact that he is in business.

For myself, if I were going to adopt a policy of this kind, I would confine myself to the calendar. I would buy as many as I needed, spending as much money as I well could afford, and I would distribute them where they would do the most good.

This is advertising pure and simple. It is not buying trade, because generally the cost of each calendar is so inconsiderable as not to be considered by the fortunate person receiving it. It is accepted in the spirit in which it is given, as a slight token of remembrance, whereas the pound of candy and the coal hod given as a gift are looked upon as having more of a tangible value and as having been given for a definite purpose.

There was a time when gift schemes prevailed much more than at present.

In the west they have largely been eliminated, probably through the force of the associations, but in some of the older communities of the east this policy is still pursued and it is the source of the loss of a great many dollars that should go into the till of the coal merchant and should be added to his profits.

Wherever possible level-headed merchants should take every step to prevent its continuance. They should use their utmost personal endeavors and should set the example for their fellow merchants who are not likely to give as much thought to such matters.

Do away with the Christmas gift evil. It is only a source of loss and does not help the business.

THE YARD MANAGER.

New York Central Coal and Coke Tonnage.

Coal and coke tonnage originating on the New York Central railroad in the Beech Creek region of Pennsylvania for the week ending November thirtieth, the year to that date and the corresponding period in 1903 was as follows:

	Nov. 30.
Coal tonnage for week	223,816
Total for year 1904	6,742,586
Total for last year	6,899,998
Coke tonnage for week	492
Coke tonnage for year	24,246
Coke tonnage for last year	91,250

How to Advertise the Retail Coal Business Properly.

The author of this department is beginning to feel somewhat elated. Quite a number of letters have been received lately commenting upon the criticism of advertisements submitted for consideration in a favorable manner. It is not always possible to say all pleasant things when making suggestions concerning the best methods to be adopted in advertising, and sometimes it is feared in commenting upon advertisements submitted for such consideration that those who send them in may take exception to the statements made.

Nevertheless, in all fairness, it should be said that no criticism or sug-



Hello! Mrs. Housewife

Our message to you today is to save money on your coal. The way to do it is to burn better coal and less of it. It isn't the price of coal per ton that counts but what you get for the price when you order our coal. You get the kind that will burn freely, give full heat value and last long. If that is the kind call us up

The J. G. Johnson Co.


Fuel, Masonary Supplies, Ice. Office and yard Quay Stt between S. Main and 9th. Phone 104

gestion is ever offered in this department for personal reasons. The basis of all criticism is to aid the dealer in making his advertisement more effective than it was before, in other words, to help him, if that is possible.

It is recognized that the retail merchant, with a multitude of duties to perform, with customers who must be waited upon, men in the yard who must be kept busy, and books that must be kept posted, has a busy life, and the time which he has to devote to the study of advertising methods must necessarily be short.

By calling attention to shortcomings of certain advertisements, and by commending the favorable features, it is hoped to improve the advertising methods of coal dealers in general. When their advertising is taken up in this way some points may be mentioned which appeal to them and which they will remember in the future. In this way they will be aided in making progress.

Advertising is one of the most useful agencies, if handled properly, but it is one of the most abused in the business world today, so that a depart-



We study to please

and at all times try to give you the kind of coal that will not only be satisfactory from a standpoint of quality, but will also be pleasing to the purse, when the lasting qualities are considered. If you have been holding back your order, do so no longer. Phone us today how many tons you want.

The J. G. Johnson Co.

Fuel, Masonary Supplies, Ice. Office and yard Quay Stt between S. Main and 9th. Phone 104

ment devoted to gradual improvement, such as this is intended to be, has before it a good field of endeavor and one which ought to save money for the merchant if he knows how to properly take advantage of it.

One of the pleasant reminders that some do appreciate the efforts made in this direction is found in the following letter from Secretary Albert H. Miller, of the Union Coal Co., Danbury, Conn., who submitted advertisements for consideration several weeks ago:

"Allow me to express my thorough appreciation of the spirit in which the advertisements I sent you recently were passed upon. The remarks and comments which you made greatly encouraged me in my desire to write something for our advertising that will really pay us.

"I think your efforts in writing something interesting and really beneficial to the retailer of coal, who advertises, meets with more approval than you may suppose and THE BLACK DIAMOND is to be congratulated upon the efficiency of the department you so ably present.

"I shall continue to anticipate the pleasure it affords me to read your articles."

I appreciate this letter because it shows the right spirit. If I remember correctly, the advertisements of the Union Coal Co. reproduced in this column were business-getters, and I only added a few general suggestions.

The J. G. Johnson Co., Inc., Manitowoc, Wis., engaged in both the retail

and wholesale business, handling coal, wood, coke and charcoal and other commodities, writes as follows:

"We enclose you clippings of some of our newspaper advertisements for your selection to be used in the retail columns of THE BLACK DIAMOND. We are firm believers in newspaper advertisements and patronize all the newspapers published in Manitowoc."

Company that is Doing Advertising in the Proper Manner.

There were about a dozen advertisements in the lot sent to this office, of which only five are reproduced, together with a blotter which this company has sent out to its friends.

I can see from a close scrutiny of the advertisements that the J. G. Johnson Co. wants to, and is, endeavoring to do its advertising in the proper manner. It is far ahead of the newspaper publishers of Manitowoc in this respect, because they do not give the assistance they might in setting the advertisements in type. This is possibly due to a lack of facilities. Some of the newspaper publishers in the smaller cities do not have the type

BOTTLED SUNLIGHT

We now have all sizes of bright, beautiful, fresh
..... mined

SCRANTON COAL

and can deliver promptly. Send us your order for "The bottled sunlight of past ages and have a coal in your bins that will satisfy you. Respectfully,

THE J. G. JOHNSON CO.

Office and yard cor. Quay St. between 9 and 10th. Phone 104
Fuel, Masonary Supplies and Ice.

available for "ad" composition that those do in the larger cities, nevertheless I do not think, in several instances, the printer has done full justice to the ideas of this company, even though available type was lacking.

It is very evident that the J. G. Johnson Co. knows what good advertising is and the value of it from two things.

The value of good advertising is suggested from the fact that this company uses illustrations with nearly all of its "ads."

The cuts from which these are printed are expensive and it is, therefore, an additional cost to the item of advertising to supply them. They generally are bought and paid for separately, and although they only cost from fifty cents to a dollar and a half, as a usual thing, that sum, added to the cost of the advertisements, makes the price quite an item.

I believe in the use of cuts, especially if they are used in such a manner as is true in this case, to become part of the argument. The connection between the cut and the wording of the advertisement, in other words, is not far fetched, but is pertinent.

I know that this company has adopted the fundamental principles of

Remember the cold! It is a pleasure to be selling good coal.

"Scranton Hard Coal"

The continued patronage of our old customers and the steady increase of new ones is proof that the coal has the qualities of making friends of all who have used it. We have received our full supply of Scranton coal and are now prepared to fill your orders with dispatch. Respectfully,

The J. G. JOHNSON CO.

Office and yard Quay Street, between 9th and Main, Phone 104.

Fuel, Masonry Supplies and Ice

advertising in seeking publicity of this kind from the fact that it changes its advertisements frequently, which is a vital point.

If a man changes his advertisements it can be accounted for on two suppositions. One is that he realizes the necessity of doing this to obtain beneficial results, and the second is that he is obtaining beneficial results or he would not devote the necessary time to making the changes.

If these were not sufficient, a further reason could be found in the fact that each advertisement is written with a definite purpose in view. Each advertisement differs in argument, but is so written that it drives directly at the point which it is planned shall be impressed on the mind of the reader.

A very cute idea is contained on the blotter, which is reproduced herewith. It is headed: "When you need me, use me. I represent the J. G.

Johnson Co.," etc. Then follows the usual business card of the company, giving its location, the location of its office and yards and the commodities in which it deals. These blotters are printed on robin's egg blue in black ink and are very tasty and neat. They are about six inches long and two and a half inches in width. The catch phrase is clever and ought to attract attention to the general advertisement of the company which follows. It is one of those pertinent statements in a few words which rather tickles the fancy of the person who reads them and at the same time does not take his thoughts away from the main issue that this company is a retailer and wholesaler in fuel, masonry supplies and ice. I have an idea that these blotters have been eagerly sought after by residents of Manitowoc and that they have proved good advertising.

A Poor Advertisement From a Typographical Standpoint.

One of the poorest advertisements from a typographical standpoint is headed "Remember the Cold! It is a pleasure to be selling good coal," etc. I have an idea that this company strongly objected to the way in which the printer set this advertisement in type. If it did not, it should.

The bo'd face line, "Remember the Cold," should have been set in a line by itself and the second sentence in the second line by itself. The words "Scranton Hard Coal" were properly displayed, but the argument which followed should have been set with a margin on each side adjoining the

.. BLOTTER ..

WHEN YOU NEED ME

USE ME

I REPRESENT

The J. G. Johnson Co.

WHOLESALE AND RETAIL

FUEL, MASONRY SUPPLIES, ICE

MANITOWOC, WIS.

Main Office and Yard, Quay St., between S. Main and 9th Sts.

PHONE 104

column rule; it should have been leaded instead of separated by slugs, and if this were done there would have been more room for the display of the company name, "The J. G. Johnson Co." which should have been centered instead of placed on one side. I think this name ought to have been set in larger type and then it would have balanced better with the other display lines. The printer certainly displayed poor judgment in the composition of this "ad," and it was not for lack of material that it did not appear better. I would suggest further that there ought to have been a rule around the entire advertisement which would have bettered its appearance. I very much favor the use of rules in this way, from the fact that they set off the advertisement and separate it from those which appear top and bottom or on either side.

The printer is again to blame in the advertisement entitled "Don't Worry." He was furnished with good ammunition, which should have been utilized to better advantage. This advertisement would have been much improved if there was more white space between the catch line and the argument, and if the argument which is set in brevier had been set solid or in a minion type, giving more room for the signature, the J. G. Johnson Co. As it is now, the appearance is that of too much crowding. This appearance could easily have been avoided if the printer had made the best use of his opportunities. The advertisement is well written and with a distinct



Don't Worry

about lost opportunities. If you failed to avail yourself of our offer to supply you with coal last year, give us the order this year. Good resolutions are now in order. Make up your mind to fill your coal bin with our good clean Scranton coal and you will be happy this winter.

THE J. G. JOHNSON CO

purpose in view, to call attention to the satisfying qualities of a certain anthracite coal. In the hands of a good printer this same matter, with cut accompanying, could have been improved so that it would hardly be recognized as the original of the advertisement which we reproduce.

Object to Carelessness of the Printer.

Just one more statement concerning the printer who put the advertisement, entitled "Bottled Sunlight," in type, and then I will call attention to some of the others. This printer was careless and ought to be called down. In the word "Sunlight" he used a wrong font T, which spoiled the whole line, because it did not conform to the other type. In the second place, he used a rounding joint in the lower left-hand corner of the border, whereas the other corners are all square. In the first instance, if he did not have enough type to set the catch line all in the same style of letter he should have set it in such a letter as he did have the type for. The second error of judgment on the printer's part is inexcusable. Another dereliction on his part from the standpoint of neatness was the addition of the periods or points on each side of the word "mined" in the third line of the "ad." They detract instead of adding to its appearance. Otherwise the advertisement is a very good one. The name is displayed prominently, which is a strong point, and the size of type used makes this advertisement balance fairly well.

One or two typographical errors appear in the advertisement entitled "We Study to Please." These the printer should have remedied. Otherwise the advertisement is a good one. The argument is set forth in a good argumentative style and ought to be convincing. This "ad" is also greatly increased in efficiency through the use of the illustration which attracts attention to it where otherwise it might be overlooked. There is nothing like a picture to direct attention to an "ad." The catch line coincides with the central thought in the illustration which completes the idea.

Of the advertisements which we have reproduced, the best one is entitled "Hello! Mrs. Housewife." The display of the advertisement and the illustration are both good, while the argument advanced in favor of buying coal from this company is terse, to the point and put in such a readable style that the attention is held until it is completed.

This company is doing good retail advertising. It should demand better effort on the part of the printers, however, not only in composing the "ads" in type, but also in printing them. Some of the clippings were very poorly printed. The advertiser is not to blame for these things. He should, however, call the attention of those who are to blame to them and insist that they be rectified or else adopt some other means of reaching the public. It is too bad when a company gives the subject as much attention and as much care, when it has as good ideas and is as good an advertiser as this one evidently is, to have its efforts largely nullified either by a lack of knowledge or from carelessness on the part of the publisher of the paper. The J. G. Johnson Co. is entitled to better service than it is getting, no matter how low in price the "ads" were accepted by the newspaper publishers.

Prevailing Wagon Prices at Chicago.

ANTHRACITE.		Per ton.
		Dealers' Wagons.
Grate		\$6.50
Stove		6.75
Chestnut		6.75
Egg		6.75
BITUMINOUS.		
ILLINOIS COALS.		
Wilmington chunks		\$3.50
New Kentucky lump and egg		3.50
Carterville stove, washed No. 1		3.75
Shellbark lump, egg and nut		3.50
Shellbark, No. 1 washed		3.75
Shellbark, No. 2 washed		3.50
Cartersville nut, washed, No. 2		3.50
Westville-Danville domestic lump		3.00
Danville lump		3.00
Staunton lump		3.00
Springfield lump		3.00
Muddy Valley lump		3.00
INDIANA COALS.		
Brazil block		\$3.75
Greene County lump and egg		3.00
Sullivan County lump and egg		3.00
Linton lump and egg		3.00
Mecca lump		3.25
Vigo and Clinton third vein		3.00
Northern Indiana lump		3.00
OHIO COALS.		
Hocking domestic lump		\$4.00
Hocking domestic nut		3.50
Jackson Hill and Wellston		5.00
Palmyra		5.00
PENNSYLVANIA COALS.		
Cannel lump		\$6.50
Blossburg smithing		4.50
Lilly smithing		4.50
Cambria smithing		4.50
WEST VIRGINIA COALS.		
Kanawha splint		\$4.25
Black Band		4.75
COKE.		
Gas-House		\$5.00
WOOD.		Per cord.
Pine slabs		\$6.00

The Marquette Coal Co., of New Cumberland, O., is having considerable trouble at its power plant. The water used to make steam comes from the mine and contains a large per cent of sulphur, which eats out the boilers. The company has a market for all the coal it can produce and is seriously handicapped by the trouble at the power plant.

The miners in the Morris Run district, near Pittsburg, Pa., have served notice on the Morris Run Coal Co., of that city, that if a settlement is not made with its striking miners within a few days every soft coal miner in northern and central Pennsylvania will be called out on strike.

Coal has advanced fifty cents per ton at Cincinnati, and it is stated that another advance may be made in a short time. The river has been so low at this point that coal had to be dragged up the bank with teams.

Western Retail Notes.

Anthracite coal is said to be scarce in Columbus Grove, Ohio, on account of lack of cars.

The price of coal has advanced at Joliet, Ill., twenty-five cents per ton. Anthracite is selling at \$7.75 and bituminous coal at \$3.50 per ton.

One man and three boys were recently locked up at Omaha, Neb., for stealing coal from the Illinois Central railroad cars standing in the yards.

Lawrence Browne, of Boone, Iowa, recently opened a coal office in that city in the office building formerly occupied by the Doud Milling Co. on Tenth street.

Coal dealers of Oshkosh, Wis., are feeling considerably cheered up over the arrival of winter weather. Business has picked up very materially and is on the steady increase.

Herman Pfuhl, a well known young man of Belleville, Ill., recently embarked in the retail coal business at that place and is now prepared to supply the wants of the public.

The Thompson & Lavender Co., composed of O. J. Thompson and W. R. Lavender, of Elkhart, Ind., was recently organized. It has an office at 125 South Main street, that city.

The Steel Bridge Fuel Co. was recently organized at Portland, Ore., with an authorized capital of \$20,000. The incorporators are F. T. Lisco, Charles Lomerine and A. M. Lisco.

The Gaugh Grain & Coal Co. was recently incorporated at Kansas City, Mo., with an authorized capital of \$17,000. The officers are Thomas T. Gaugh, W. Mars Gaugh and Emery R. Bruce.

A price war is now on among the dealers at Youngstown, Ohio. One of the most prominent dealers is leading a movement to give the disturbers an overdose of the medicine prescribed for others.

Messrs. Roullier and Larsen, of Mishicot, Wis., have established a coal office at that place and are now prepared to furnish the best grades of both hard and soft coal to all who will send in their orders.

The Freeburg & St. Louis Fuel Co., of Freeburg, Ill., and St. Louis, Mo., was recently incorporated with an authorized capital of \$60,000. The incorporators are A. E. Ambs, George Geisler and A. Vogler.

The Goodell Grain & Coal Co., of Crete, Neb., was recently incorporated at that point with an authorized capital of \$12,000. The incorporators are C. B. Anderson, M. M. Anderson, C. B. Goodell, and E. T. Goodell.

Fuel dealers in the vicinity of Pendleton, Ore., are of the belief that the day of wood burning is soon doomed. The timber supply has been cut so closely that even now it has to be hauled from the mountains.

The Consumers Coal & Ice Co., of Lincoln, Neb., successor to the Consumers Ice Co., was recently incorporated with an authorized capital of \$25,000. The company will deal in fuel and handle and manufacture ice.

R. B. McKahan, of Ligonier, Ind., and Sumner Dowell, of Topeka, Kan., have gone into the coal business at that place. They will shortly have a large supply of the best grades of coal. The new firm will be known as McKahan & Dowell.

L. A. Wilt, a prominent coal dealer of Kent, Ohio, recently secured additional track room at that place and will establish new coal yards at the head of Water street. He will have 400 feet of track and ample facilities for handling a large business.

The Retail Coal Dealers' Association of Terre Haute, Ind., recently held an interesting meeting there, at which J. W. Walker, representing the Indiana Shippers' Association, gave a synopsis of the railroad shipping bill which it is proposed to introduce in the next legislature.

Speaker Bros., of Coldwater, Mich., recently leased the McLane building in that city, which had been occupied lately as republican headquarters. The firm will open a feed store and coal yard. The building and yard have been fitted up in good shape and are ready for business.

The board of public service of Troy, Ohio, recently awarded the contract for supplying 4,000 tons of coal for the city to the Trojan Coal Co. at \$2.45 per ton. The coal contracted for is to be used to supply the electric light company, waterworks plants and the city building.

Henry Weber, a prominent coal man of Marshalltown, Iowa, recently sold a half interest in his fuel business to Robert H. Hedderman, a well known railroad contractor. Mr. Hedderman will be actively identified with the business hereafter, and the firm will be known as Weber & Hedderman. The company will carry larger supplies of coal.

A new coöperative lumber and coal company is being organized at St. Ansgar, Iowa, in which there are at present fifty-one members, and \$3,000 has so far been raised. The following officers were elected: O. J. Niles, president; J. M. Tollefson, vice-president; M. R. Odegard, secretary. The officers named together with J. Closz and Vinc Zemanek, form the board of directors.

Robert Armstrong, of Streator, Ill., was arrested in that city the other day for stealing coal. He pleaded guilty and was fined \$40.00 and costs. The justice who presided in this case said that hereafter he would show no leniency toward anyone found guilty of stealing coal and would give each offender the extreme penalty of the law, which it is believed will help to put a stop to this evil.

The South Bend Black Diamond Club, an organization composed of coal dealers of South Bend, Ind., recently held a meeting to consider the question of mine weights as standard for coal settlements. The fact developed that the dealers are losing considerable coal through the present system. They

want to make settlement with operators according to the weight of coal in cars after they arrive in South Bend. This matter is being taken up by them with the South Bend Business Men's Association, and it is hoped that some satisfactory solution of the problem may be reached.

The coal dealers of Flint, Mich., agreed not to deliver coal to anyone unless a settlement was made when delivered, and this led to trouble. A butcher ordered a load of coal. When it was delivered, it was found that he had failed to leave sufficient money at home with which to pay for the coal, so it was hauled back to the yard. When the coal dealer's wife ordered some meat of the butcher, he followed out the same plan of demanding cash on delivery. The meat was taken to the coal dealer's home, but his wife had not sufficient money to settle for it, and it was returned to the store.

*Eastern Retail Notes.*

W. L. Forney, of Chambersburg, Pa., recently purchased from A. B. Cresslar the coal yards on South street, that city.

The coal firm of I. B. Hamblen & Co., Roslindale, Mass., composed of Louis F. Hamblen, Isaac B. Hamblen and Walter P. Hamblen, recently filed a petition in bankruptcy.

The police in Baltimore, Md., are looking for an individual who took orders for coal which he stated he was authorized by the railroads to sell. He offered to deliver the coal at very reasonable prices.

The Berkshire Mills Co., of Bridgeport, Conn., dealers in coal, wood and grain, recently acquired a large strip of land fronting on North avenue at the head of Rover street, that city, for which \$5,000 was paid.

Charles C. Hutchinson, of Lowell, Mass., has been appointed receiver for the Lowell Coal Co. The company's assets consist of about \$90,000 in stock and accounts, \$50,000 of the former and \$40,000 of the latter.

The cold snap experienced in Baltimore, Md., during the past week has had a tendency to stimulate the anthracite trade at that point. It is stated that dealers have a goodly supply of fuel in their yards, and all they want is a little more of the genuine winter weather.

Worcester, Mass., coal dealers recently had a banquet at the Bay State house in that city. No action has yet been taken in the matter of regulating prices for the winter. Some of the dealers rather anticipate a rise, while others seem to think the top notch has been reached.

Anthracite coal is regaining its hold in the Philadelphia trade and the old demand for the fuel is being rapidly restored. One of the largest dealers in that field stated recently that his estimate of the entire output for the year was fifty-five millions tons of all kinds of anthracite. This is the heaviest on record.

Hilles & Taggart, of Norristown, Pa., have succeeded to the coal and agricultural implement business which has been conducted for so many years by R. R. DeHaven on DeKalb street, that city. They will continue to handle only the best grades of coal. The newcomers are young men who have been with Mr. DeHaven for years, and it is believed they will not only keep the business up to its present standard, but increase it.

*Southern Retail Notes.*

Coal has advanced twenty-five cents per ton at Knoxville, Tenn., making the price \$1.00 and \$1.50. At Chattanooga it is selling at \$3.50 and \$3.75 per ton.

A fire at the H. T. Hackney Co.'s coal yard at Knoxville, Tenn., destroyed a large stable and burned many tons of coal. The loss will be nearly \$10,000, with \$6,000 insurance.

The Stewart Coal Co. was recently organized at Fort Worth, Tex., with an authorized capital of \$10,000. The incorporators are William W., J. R., and W. F. Stewart, of Fort Worth, Tex.

It is stated that more coal has been shipped to points in the south this year than for several years. This is due to the numerous strikes among the miners in the different fields, and to the low water in the rivers.

The Frick Co., of Pennsylvania, recently sold to the Crystal Ice & Coal Co., of Elizabeth City, N. C., machinery which will be installed at its plant in that city. It will increase the output from twenty to thirty-five tons per twenty-four hours.

A meeting of the New Albany, Ky., coal exchange, which includes the retail dealers of that city, was recently held at that point, and it was followed by the announcement that the price of Pittsburgh coal had been advanced twenty-five cents on a load of 1,800 pounds.

Coal dealers at Huntsville, Ala., have made the statement that the strike situation has not as yet affected the local market and that the best grades of coal are selling at \$3.75 to \$4.75 per ton. At Montgomery some grades are selling as high as \$6.00 and \$7.00.

A coal famine is threatened at Maysville, Ky. A few days ago there was not a bushel of coal to be had as all the dealers had disposed of their supply of river coal. Unless the Chesapeake & Ohio railroad Co. comes to the rescue, there will undoubtedly be suffering among the poor people.

The Cleburne, Tex., Ice & Cold Storage Co., recently brought suit against the Santa Fe Railway Co. on an action involving the right of railroads to confiscate, while en route, any article of commerce needed for the prosecution of its business. The plaintiff alleges that the railroad company seized and confiscated for its own use several cars of coal which was the property of the ice company.

Eastern Coal and Coke Notes.**New Eastern Enterprises.**

The United Collieries Co. was recently organized at Trenton, N. J., with an authorized capital of \$1,000,000. The incorporators are Joseph F. Cotter, D. M. Callahan, I. C. Crow.

The Coahuila Coal Co. was recently incorporated at New York with an authorized capital of \$250,000, the incorporators being G. F. Peabody, Edward M. Bulkley and others, of New York.

There is said to be greater activity in the coal fields of Washington, Pa. A tract of coal land comprising some 1,200 acres was recently sold. It is expected that a company will shortly be formed to develop this tract.

The Coahuila Coal railway was recently incorporated at New York with an authorized capital of \$250,000. The incorporators are James T. Gardiner, George Foster Peabody and Edward M. Shepard, of New York.

The Betts Coal, Sulphur, Copper & Iron Co., was recently incorporated at New York, N. Y., with an authorized capital of \$500,000. The directors are George R. A. Ricketts, Edmund B. Taber, George D. Mumford, Justus P. Sheffield and G. H. Horsey, of New York.

The Righter-Marshall Coal Co. was recently incorporated at Mineola, N. Y., with an authorized capital of \$50,000. The directors of the new company are Walter L. Righter, Greenwich, Conn.; Wilbur A. Marshall, Plainfield, N. J., and Brian Evans, of Manhattan.

General Eastern Coal and Coke Notes.

The Colonial Coal & Coke Co., of Ligonier, Ind., recently opened a coke plant at that point.

John A. Hartman, of Latrobe, Pa., recently closed leases on 1,400 acres of coal land in Bedford township, near Latrobe.

The Buck Run colliery, near Mt. Pleasant, Pa., was compelled to work on Thanksgiving day to keep up with the demand for coal.

The Century Coke Co., of Uniontown, Pa., recently completed thirty coke ovens at its plant on Dunlap's Creek, near Brownsville, Pa.

The Fayette Coal Co., of Nobletown, Pa., recently gave its engineers a trip through the Chalfant mine, having provided a special car for the purpose.

The Penn Gas Coal Co., of Pittsburg, Pa., will shortly resume operations at all its mines in the Irwin, Pa., field, and will also build seventy-five more coke ovens.

The new slope of C. M. Dodson & Co., at Beaver Brook, Pa., is almost ready for operation. A track has been built to the breaker and a hoisting engine has been installed.

The Vinton Colliery Co., of Vintondale, Pa., recently leased the mines at that point owned by the Lackawanna Coal & Coke Co. and will shortly resume the mining of coal.

The Keystone Coal & Coke Co., at Irwin, Pa., distributed a thousand turkeys to its miners for Thanksgiving. Widows of miners living in the vicinity were also remembered.

The Pittsburg Coal Co., of Washington, Pa., recently brought suit against Shearen Bros. at that place to recover \$30,000, which it is claimed is due for coal sold the latter company.

The Nevius Coal Co., of Pittsburg, Pa., recently closed down its Malle shaft, near that city, for an indefinite period. The closing of this shaft deprives about 200 men of employment.

William A. Hoffman, a prominent coal man of Whitehouse, N. J., died recently at his home in that city. He had been extensively engaged in the coal business for a number of years as agent.

The Monastery coke works, near Latrobe, Pa., have been put in full operation. The plant embraces 225 ovens and when in complete working order furnishes employment for about 600 men.

The demand for anthracite coal at Pottsville, Pa., has become so pronounced that the coal companies have been compelled to draw on their accumulated stocks at storage yards to fill orders.

The valuable coal property of Robert F. and Blanche Henry at Moundsville, W. Va., will be disposed of at public sale December twenty-second, 1904, at the Marshall county, West Virginia, court house.

Strikers at the Carney & Brown colliery at Scranton, Pa., have not come to terms with the operators. The men have been out for about a week, because of a difference as to the amount of the topping.

The Dominion Coal Co., of Halifax, N. S., recently proposed a three-year contract with its employees, which came as a surprise to the men, as they had expected to be asked to accept a reduction during the winter months.

A fire at the Hutchison Brothers' coal mine in the vicinity of Falls Creek, Pa., recently totally destroyed the office, tippie and mine tools of the company. The loss is a very heavy one but the buildings will shortly be rebuilt.

The American Coal Co., of Allegheny county, Pennsylvania, will in-

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crease its capital stock from \$10,000 to \$1,500,000. The incorporators of this prosperous new company are W. Benton Crisp, Henry W. Baird, E. G. Woodling.

The Knox mine of the Monongahela River Consolidated Coal & Coke Co. at Brownsville, Pa., is on fire. A large force of men are endeavoring to smother the flames, but it is thought probable that the mine will have to be flooded.

The mining plant of the Datesman Coal Co., near Gorman, Garrett county, Maryland, was recently sold to a Philadelphia syndicate for \$16,000. The new owners will begin development work as soon as necessary repairs can be made.

The coal property of the New York Coal & Transportation Co., of Puritan, Pa., was recently sold. Quite a number of claims were presented against the company and it is stated that W. A. Pryce, of New York city, seemed to be the sole owner.

A larger amount of coal was shipped on the Schuylkill canal this season than for several years past. It is stated that the amount is something like 75,000 tons thus far this season, which is almost twice as much as has been shipped previous years.

The Wabash railroad recently closed options on several thousands of acres of coal lands in Greene county, Pa., and it is stated that the company will construct a branch that will connect the coal fields with the tidewater line and the Wheeling & Lake Erie at Wheeling.

The Walnut Hills Coal & Mining Co., of Cincinnati, Ohio, now has its mines at Naugatuck, W. Va., in full operation and the output is a black splint coal of good quality. These mines are located on the main line of the Norfolk & Western railway and prompt shipments are assured to the company's patrons.

The Phoenix Park colliery, in the vicinity of Reading, Pa., owned by the Philadelphia & Reading Coal & Iron Co., was closed down a few days ago to permit of necessary repairs being made. A new 600-ton breaker is being installed and it is expected that the colliery will be ready for operation by the first of the year.

The Stevens Coal Co.'s mine on Cabin Creek, Charleston, W. Va., was the scene of a powder explosion a few days ago. The powder was being taken into the mine in cans, on cars propelled by an electric motor. The current communicated through the car couplings, by reason of a grounded circuit of the motor. Six men were injured, two of them perhaps fatally.



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Yearly Capacity, - 800,000 Tons.

Now shipped over the New York, Ontario & Western Railway.

Southern Coal and Coke Notes.

New Southern Enterprises.

The Brier Hill Collieries Co., of Nashville, Tenn., will shortly begin development at a fourth mine, increasing its daily capacity to 750 tons.

The Bon Air Coal & Iron Co. is about to construct additional coke ovens and open new mines in the vicinity of its plant at Nashville, Tenn.

The Remy Coal Co. was recently incorporated at Nashville, Tenn., with an authorized capital of \$25,000. The incorporators are T. E. B. Siler, W. A. Owens, W. Baird, A. W. Smith and W. B. Lindsey.

The Pocket Coal Co. was recently incorporated at Pennington Gap, Va., with an authorized capital of \$10,000. The incorporators are H. W. Horr, treasurer, Middlesboro, Ky.; Robert Euster, president, Pineville, Ky.; Ike Ginsberg, director, Middlesboro, Ky.

The stockholders of the Red Ash Coal Co., at Coal Creek, Tenn., recently held a meeting and considered the advisability of installing an electric haulage plant and electric machines at its property. It is probable that these improvements will be added to the mine of the company.

Powell Bosworth and Benjamin Bosworth, doing business as Bosworth Bros., at Lexington, Ky., recently filed a suit for damages against the Biggerstaff Cannel Coal Co. for \$5,000, alleging that the defendants failed to carry out a contract to furnish them with 200 carloads of coal at a certain price.

The Aldrich Mining Co., of Birmingham, Ala., is opening up a new mine and expects to have it in operation by the first of the year. The company finds a very ready sale for all the coal produced at its other mine in that vicinity, the greater portion of which goes to the Illinois Central railroad.

The Terry Coal & Coke Co. was recently incorporated at Empire, Ky., with an office at 7 Odd Fellows' building, Hopkinsville, Ky. The incorporators are R. E. Cooper, president; L. G. Williams, vice-president; L. Hayden, secretary and general manager; Joseph F. Garnett, treasurer, all of Hopkinsville.

An explosion occurred recently in mine number 5 of the Osage Coal & Mining Co. at South McAlester, I. T., in which two miners were killed. The explosion was caused by a blow-out shot, which ignited the coal dust and gas. The mine was not seriously damaged and will resume operations within a few days.

The National Slate Manufacturing Co. was recently organized at Mena, Ark., with an authorized capital of \$500,000, of which \$300,000 has been subscribed. The incorporators are William Moser, President; C. C. Waller, H. Steen, A. Z. Nash, C. B. Dobson, A. C. Fitze, C. M. Adams and J. Alley. It will also engage in coal mining.

Joe Ralston, connected with the Ralston Coal Co. and other large coal organizations in the vicinity of Middlesboro, Tenn., recently visited the eastern states in the interest of the coal business. The Ralston Coal Co. is making great improvements and is preparing to develop the mineral on a much larger scale than heretofore.

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HURRICANE
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A 600 ton daily capacity
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Plant operated in con-
nection with mine.

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COAL**

Trade Mark.

General Southern Coal and Coke Notes.

The Cumberland & Tennessee Transportation Co. was recently incorporated at Louisville, Ky., with an authorized capital of \$40,000.

Jellico (Tenn.) coal operators, who endeavored to secure a reduction in the freight rates for steam coal out of the Jellico district, failed in their efforts.

J. J. Read, manager of the Central Coal & Iron Co., of Paducah, Ky., recently resigned his position with that company, to engage in railroad contracting.

The Black Mountain Coal Lands Co., of Pennington Gap, Va., is developing its lands on an extensive scale since the completion of the Black Mountain railway.

The Fairbanks Scale Co. is installing a coal elevator for the Missouri Pacific railway at McGehee, Ark., which will have 1,000 tons capacity. The cost will be about \$20,000.

The United States Coal Co., of Sturgis, Ky., is doing extensive development work in its mines in that vicinity and everything is being done to make them the finest in the state.

Coal companies in the vicinity of Crab Orchard, Va., are increasing their business steadily and putting into operation all their old coke ovens which have been idle for some time.

The Monongahela Coal & Coke Co., Monongahela, Pa., is making Paducah, Ky., an important shipping point. The company has gone into the general towing business on a large scale.

This year's output of coal for the state of Tennessee, it is said, will not be as great as the production of last year, owing to mining differences, but it is believed that the output will be doubled within a few years.

S. Kidzie Smith, lately from the east, has been appointed general superintendent of the Utah Fuel Co., to take the place of Frank N. Cameron, who resigned recently to go with the Austen Coal & Coke Co., of West Virginia.

The earnings of the coal mines of the state of Tennessee for the past twelve months foot up a total of \$140,815.76 net. During that period the sum of \$25,000 was expended in improvements at the mines. The showing made is considered excellent.

The Geological Survey reports that the total coal production for the state of Utah for the past twelve months was 1,681,409 short tons, valued at

\$2,026,038. The coal production of Utah has increased without any interruption since 1896, and the increase has been exceptionally rapid.

The immense commissary of the Corona Coal & Iron Co., of Corona, Ala., burned to the ground a few nights ago. The only thing saved was some books in the office part of the building. The commissary was the largest in Walker county and it is estimated that the damage will amount to about \$25,000, partly covered with insurance.

Literary Notes.

Andrew D. White greatly regrets, and desires to correct, a mistake in a recent number of his *Reminiscences* in *The Century* in which reference is made to the difficulty at Washington which prevented the entertainment of the Grand Duke Alexis by President Grant. The name given should have been Catacazi and not Cazalet, the latter being the name of a family of Huguenot descent which had no connection whatever with the imbrolio referred to.

Myra Kelly, whose stories which appeared in *McClure's Magazine* during the last year, have been made into a book bearing the title "Little Citizens," drew upon her own actual experiences for the material of her amusing tales. She was for over two years a teacher in a school on East Broadway, right in the heart of the most foreign section of New York. She is an Irish woman, born in Dublin, of pure Irish stock; and the natural Irish turn of mind toward fun made her express the humorous side of her experience. There has been a serious turn to some of the reviews of her book. They have gone so far as to say that "it should be on the desk of every one interested in education today." Miss Kelly declares that she aimed to be amusing, rather than instructive, and it both flatters and surprises her to find that her book has so serious an import.



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THE BLACK DIAMOND

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CHICAGO.

DECEMBER 24, 1904.

NEW YORK

\$3.00 PER YEAR.

General Review of the Markets.

Conditions in the coal trade of the country this week represent great variety. The demand for coal in the east is the antithesis of that in the west. In the eastern states the demand is active, the weather has been much colder, transportation is slow and cars are not in large supply, with the consequence that the markets are on a very strong basis and the principal efforts of the factors in the trade are devoted to getting the coal forward as quickly as possible to supply orders already in hand.

In the west the demand for coal is stagnant, the supply is in excess of orders and prices generally on the western product are lower than they were the early part of the month—a condition seldom experienced at this season of the year in the history of the coal trade.

In the southern coal markets still different conditions have been experienced. The low water in the Ohio and Monongahela rivers has made it practically impossible to transport any coal by way of the rivers to the southern markets. As a consequence some places are very much short of supplies and difficulty has been experienced during the past fortnight in getting enough coal forward to meet the requirements of some of the communities. There is now an inclination to move coal all-rail to the territory which is ordinarily dependent upon river coal, and it is believed this will furnish some relief, although necessarily both the retail and wholesale prices will be higher than for coal which is ordinarily moved to those points by water. In the southern situation some menace to the large interests having coal afloat is found in the fact that ice has already formed in the rivers where this coal is located. This has resulted in the coal being frozen in. If there are freshets and floods during the winter and spring, when the ice goes out of these main waterways it may carry the loaded barges with it, resulting in a very heavy loss to the owners. Of course, it is unnecessary to state that every precaution will be taken to prevent this from happening. Should it happen, however, much of the coal now in barges would be entirely lost, as recovery from the river bottom is very difficult.

In the eastern coal trade the heavy snow storm last Saturday and Sunday, followed by lower temperatures, exerted a strong influence on the demand for both anthracite and bituminous coals. In the anthracite trade the smaller sizes were frozen in the cars and it is with considerable difficulty that they have been unloaded. This also has had an effect on washeries where the small sizes are made from culm. The washeries have been frozen up, thus reducing their production to a most serious extent at a time when coal was in demand for steam use and when the market was active. The larger producing interests, of course, have storage stocks which they have been able to draw upon during this emergency and there has been no shortage of coal. Prices have been much stronger and the demand has been more active than formerly.

In the domestic sizes of anthracite the market continues on a very firm basis, with shortages experienced in chestnut and stove among some of the producing companies. Reorders are coming forward more freely from the trade than formerly, this being particularly true of the line trade, which is on more of a hand-to-mouth basis than that located directly at tidewater. Most of the orders coming forward, however, have been for such sizes as producing companies were short of, which is indicative of the fact that the shortage on these is general and applies to all the leading interests. Demand for egg is increasing somewhat and the market is in better position than it has been for several weeks past.

Bituminous Coals in East on a Firm Basis.

In the eastern bituminous trade much the same conditions have been experienced as in the anthracite branch of the industry. There have been more orders than there was coal, with the consequence that the leading producing interests have been exerting themselves to get the coal forward from the mines. Transportation has been more or less slow on account of the heavy weather which has been experienced, cars being short and some difficulty being experienced in getting them through. The better grades are very firm in price,

while ordinary steam coals are much stronger than they were. The embargo over the New Haven road to New England points on all coal shipments continues to be effective in part, although there is a better movement in that direction than there was a fortnight ago. Some coal is still moving coastwise to New England points, but considerable difficulty is being experienced at discharging ports in obtaining cars for movement to interior destination, which, of course, is a source of delay.

In the eastern operating fields as good time is being made in the production of coal as car supply will permit. The anthracite region is running under full time, but it is expected the miners will desire to take a holiday next week as a result of the Christmas holidays and that the coal production the remainder of the year will be comparatively light. All through western Pennsylvania, West Virginia and eastern Ohio the continued drouth is a source of much trouble and annoyance. Probably it is being felt to a greater extent this week in the Connellsville coke region than anywhere else. There production of coke is suffering to a marked extent and there has been a considerable reduction at a time when this product was in very great demand. Prices have appreciated at the ovens in some instances and there is talk of coke as high as \$3.50@ \$4.00 at the ovens the early part of the year, if present conditions continue. Whether these high prices will occur or not will most certainly depend upon the continuance of the drouth. There is a lack of water for use at the ovens, and in addition to this feature there is also difficulty in obtaining a supply for the locomotives and at the mines for the use of the engines. The water is very hard and destroys the flues very quickly.

Drouth in Pennsylvania Region Source of Trouble.

In the western Pennsylvania district much the same conditions are encountered in the movement of coal and transportation is reported as being very bad at present, both on western and eastern all-rail shipments, while part of the mines are closed down, owing to inability to operate to good advantage under existing conditions. Prices have appreciated in that market somewhat as a result of these conditions. Buffalo reports a light movement of coal from western Pennsylvania, with the result that many of the mines are oversold. In the West Virginia fields the principal shortage of cars now being experienced is in the movement out of the Fairmont region. There cars are very short and much complaint is heard from the operating companies, who are behind with their orders as a consequence. Out of the Pocahontas and New River fields there is a slight improvement in the supply of cars, but it has not been sufficient to make much difference in the general situation. Much of the coal produced in the West Virginia fields and shipped by way of Cincinnati is diverted to the trade in that city on account of the shortage of river coal, which is a factor of considerable importance.

In the western anthracite trade the shortage of chestnut coal is the principal feature of importance. Nearly all of the shipping agents report a greater shortage than ever this week, and as the demand is increasing slightly with the advancement of the season some inroads are being made on storage stocks to meet urgent requirements. There is also reported a better movement of egg coal, which, up to the present time, has been more or less dull. Transportation all-rail from the mines to western destination is very slow, much of the coal having been out from three to four weeks. No improvement is to be hoped for during the next three or four weeks, for if there is to be any cold weather in the west this winter it ought to be experienced soon. As conditions pertaining to transportation have not suffered because of mild weather thus far, it is believed that movement would be still further retarded if the temperature goes lower and storms are encountered.

The western bituminous trade is on an unsatisfactory basis at this writing. In the eastern list of bituminous coals sold in the west smokeless continues to be the firmest on the list. Hocking coal is in very bad shape and except on one or two superior grades, which are in demand, prices are no higher than they were in mid-summer.

Reports from Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., Dec. 23.

Holiday dullness is on this week in the western coal trade and as a result there is much complaint of the light demand and the low range of prices in all branches of the bituminous trade, the single exception being smokeless coals, which continue on a firm basis and in short supply in most of the all-rail markets. In the anthracite trade there continues to be a shortage of chestnut coal, with the demand for egg slightly increased over what it was the early part of the month. The movement of anthracite all-rail from the mines to western destination is very slow at present, a much longer time being required than normal to get loaded cars through.

In all probability a large part of the responsibility for the present dullness in the bituminous trade can be blamed upon the weather man. The supply of cars at the mines in Indiana and Illinois has been none too large at any time during the month, and two of the main north and south lines are said to be in bad shape in the matter of getting loaded coal cars through to destination, and in furnishing enough empties to keep the mines in operation. This is restricting the production of coal, but at the same time it has had no apparent effect on market conditions, such as it would have had if the weather had been much severer and the consumption of fuel greater. It is alleged that in spite of the snow last week the consumption of fuel in all quarters among householders for domestic use, as well as for steam purposes, has been considerably less than it was up to this time last year. This seems to be the fundamental cause of the present stagnation in the trade, to which must be added a large overproduction of coal all through the year in the western fields, with the natural consequence that there has been no complete absorption of the coal that has been produced. These conditions are reflected in the market today and have been reflected throughout the past week.

Market Should Improve Over the Holidays.

During the next fortnight there should be a slight improvement in these conditions, even though the weather grows no colder and there are no storms to further impede transportation. Most of the miners take a prolonged holiday at Christmas time and the mines only operate on part time in all of the fields. For about two weeks they will be partially idle and with no large production of coal offered on the market there should be a recovery of prices and a much better demand. There is usually a strengthening of prices between the Christmas holiday and the advent of the new year, and there is every reason to believe that it will occur the present season. On the other hand there is always a tendency on the part of the large steam consumers, such as steel furnaces, etc., to invoice their stocks the first of the new year and where such invoices are to be taken there is no doubt but what stocks will be permitted to reach low proportions in order to make the matter of stock-taking as small a task as possible. The large demand, however, at this season of the year is from the domestic trade, and as comparatively few dealers invoice their stocks until the close of the season this branch of the trade will not be interfered with to any great extent. In the anthracite trade the scarcity of chestnut continues to be a feature in all the western markets. None of the shipping agents has any all-rail coal in this size on hand, and quite a number are drawing from their dock supplies in order to fill current orders. Dock coal can be shipped to points outside of Chicago, but in the Chicago trade, on account of the switching charges, it can not be handled to as good advantage, with the result that local dealers are not always able to get their orders filled. Production at the collieries seems to be about normal for this season of the year, but this does not seem to have any influence on the shortage in the west, which has been as bad this week as at any time the present year.

Slight Improvement in Western Anthracite Trade.

It is reported that there is also an increasing demand for egg coal in the west, showing that dealers have exhausted their first stocks and are replenishing their supplies for the mid-winter trade. The demand for this size is not as large as was expected, but shows some improvement over November, when there was very little call for it. Other sizes hold to a steady basis without any change. Weather conditions have been against as wide a consumption of this coal as was expected, but generally speaking the anthracite branch of the industry is in much better shape than the bituminous trade.

The most serious feature of the anthracite situation is the delay in the movement of all-rail coal from the collieries. Cars are not plentiful for western loading and after they are loaded it frequently requires three and four weeks to get them to destination. If there was severe weather and the transportation lines were troubled with ice and snow this could be explained, but in view of the comparatively mild weather, factors in the trade are at a loss to account for it and are apprehensive that much trouble and annoyance will be caused if weather conditions are more severe after the turn of the year, and believe the delays will be still longer then. There are plenty of cars available for shipments from dock points.

In the bituminous trade eastern coals are correspondingly firmer in the west than those mined in western fields. This can be accounted for from the conditions of transportation which are holding back many of the shipments westward from the mines. The drought in western Pennsylvania is assuming still more serious proportions and many of the locomotives in that region are entirely out of service. In the Connellsville region the production of coke the present week will show a considerable falling off from the previous week, owing to this cause. Makers of coke are unable to get a sufficient water supply, and after the coke is made it is difficult to secure transportation for it. Around Pittsburg coal producers are seriously handicapped as a result of the crippling of the transportation service. Coal prices have appreciated somewhat and the market is stronger than it has

been in some time at that point. Out of the West Virginia fields there has been a slight improvement in transportation, but operators are generally behind in supplying their orders and it is realized that as much coal is coming forward now as can be moved at any time this winter, in all probability.

Smokeless Coals Continue to Lead in Firmness.

The coals which continue to lead in firmness are the Pocahontas and New River smokeless grades. Demand in the west continues to be slightly in excess of the available supply and buyers are pounding their shipping companies to secure the more prompt forwarding of coal. From the New River field, when cars are available for loading, they are forwarded very promptly, the Chesapeake & Ohio having improved its service in that respect. The car supply, however, is short of the requirements. Smokeless mine run is held very firm on the basis of \$1.10 f. o. b. the mines or \$3.15 f. o. b. Chicago. Lump and egg descriptions are in a trifle better supply than they were with the quoted range of prices \$2.00@2.25 f. o. b. the mine or \$4.05@4.30 f. o. b. Chicago. Thin vein Pocahontas coal is firmer than it was, being quoted on the basis of \$1.05@1.10 f. o. b. the mine for run of mine and \$1.20 f. o. b. the mine for screened run of mine. The prevailing prices are \$3.10@3.15 f. o. b. Chicago for straight run of mine and \$3.25 f. o. b. Chicago for screened run of mine.

In the splint trade there has been some demurrage coal offered during the week at figures below the circular basis. None of the large producing companies, however, have been in this position. The Kanawha Fuel Co., which is the largest producing factor in the trade, is holding very strong for the full circular of \$1.50 f. o. b. the mines for lump loaded in open cars and \$1.60 f. o. b. the mine for lump loaded in box cars. This company was short of coal to apply on current orders the early part of the week, but later received a better tonnage, which it was able to place to advantage in filling current orders. Other grades of splint were quoted up to \$3.60 f. o. b. Chicago for coal loaded in box cars. The demand continues to be most active.

Fairmont producers continue to report a shortage of cars for western loading and many of the operating companies are behind on their orders. Three-quarter lump coal continues to rule on the basis of 95c@\$1.00 f. o. b. the mine, with the prevailing prices in Chicago on the basis of \$2.85@2.90 f. o. b. this city. Domestic lump in the Fairmont grades is held at \$1.50@1.60 f. o. b. the mine or \$3.40@3.50 f. o. b. Chicago. There is said to be a good demand for this grade of coal throughout Michigan, Ohio and Indiana, and the trade is taking a much larger tonnage than a year ago.

Market at Pittsburg is Stronger.

Conditions which have already been noted have strengthened the market at Pittsburg. Three-quarter Youghiogeny is held very firmly on the basis of \$1.10@1.25 f. o. b. the mines and on that basis would sell in Chicago at \$3.00@3.15 f. o. b. the cars. The shipments westward, however, have been most seriously restricted as a result of the car supply and it is reported that very little is offered in the Chicago trade at present.

Pittsburg No. 8 mined in the Ohio fields continues on the same basis as formerly. Three-quarter coal brings about \$1.00 f. o. b. the mine or \$2.65 f. o. b. Chicago.

In the Hocking trade there has been no change from a fortnight ago. Generally, prices are on a ragged basis and the market is decidedly in favor of buyers. It was reported during the week there was considerable coal under car service on offer in Chicago, with the result that prices were generally below the circular basis. The prevailing quotations have been as low as \$1.25 f. o. b. the mine or \$2.90 f. o. b. Chicago for coal in battleships, up to \$3.25 f. o. b. Chicago for superior grades, such as Hysylvania and four-inch lump. The most of the trading to the dealers has been on the basis of \$3.10@3.25 f. o. b. Chicago.

Sedalia lump coal continues firm at \$2.55 f. o. b. the mine or \$4.20 f. o. b. the city of Chicago. Circular prices on Massillon coal are being well observed by the trade generally, the recent advance having been sustained by the producers.

Position of Western Coals at Chicago.

In western coals some very low prices have been named during the week on coal which was offered under demurrage. Some Sullivan county five-inch has been offered under \$2.00 f. o. b. Chicago, while some Springfield five-inch lump has been sold on the same basis. These are exceptions, however, most of the selling companies using every endeavor to secure somewhere near circular. Linton lump coal for domestic use is held at \$1.40@1.60 f. o. b. the mine or \$2.20@2.40 f. o. b. Chicago. Sullivan county lump is held at \$1.40@1.70 f. o. b. the mine or \$2.20@2.50 f. o. b. Chicago. Other grades of Indiana coal correspond in price. Carterville coal is reported to be in good supply in all except the domestic grades of washed coal, which are very firm. Circular basis on Carterville of \$1.75 f. o. b. the mine for lump and \$1.65 f. o. b. the mine for egg prevails in the movement to the country, but in the movement to the Chicago trade much lower figures have been named during the week, especially on coal that was up to demurrage. Springfield and other central Illinois domestic lump coals are held on the circular basis at \$1.50@1.70 f. o. b. the mine or \$2.25@2.45 f. o. b. Chicago, although there has been a considerable tonnage sold below these figures during the week. Northern Illinois third vein coal holds to the basis of \$2.50 f. o. b. the mine for chunks and \$2.40 for lump coal. The market on this coal holds to a steady basis.

In the steam grades there has been little change, except that now and then some grades have been offered at slightly lower figures where they were nearly up to car service. Clinton is held on the basis of \$1.70@1.80 f. o. b. Chicago. Sullivan county inch-and-a-quarter is held at

\$1.80@1.85 f. o. b. Chicago. Springfield is held on the basis of \$1.75 @ \$1.80 f. o. b. Chicago for inch-and-a-quarter. Run-of-mine holds generally at \$1.50@1.65 f. o. b. Chicago, according to quality, and there is apparently little being made at present with little pressure being exerted to force the sale.

The market on western screenings has shown wide variations during the week, according to the source of supply. There was a partial congestion of shipments on the Chicago & Eastern Illinois, which resulted in prices taking a firmer tone for those screenings than on some of the other lines. Prevailing quotations were 50@55c f. o. b. the mine for Sullivan county. Springfield screenings have been held at 35@45c f. o. b. the mine or

\$1.10@1.15 f. o. b. Chicago. Carterville inch-and-a-quarter screenings have ruled at 40@45c f. o. b. the mine or \$1.40@1.45 f. o. b. Chicago.

In the coke trade, while demand seems to have fallen off slightly during the week, due doubtless to the fact that the leading foundry interests reduce their stocks at this time of the year with a view to annual stock-taking the first of January. Notwithstanding the reduced demand from the foundry trade, prices hold to about the same basis as formerly, showing, perhaps, a slightly wider range. Current quotations are \$5.00@5.15 f. o. b. Chicago for standard seventy-two hour Connellsville coke. Southern coke is holding slightly under these figures, with Virginia and West Virginia quoted at \$4.75@4.90 on the Chicago f. o. b. basis.

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, Dec. 22.—(*Special Correspondence.*)—Real winter weather, along with the unusual conditions that have existed in this market for several weeks, has kept the coal men on the jump. The event of a shipment of river coal from either Pittsburg or the Kanawha River is apparently as far off as ever. Indeed, the river conditions are just now as unfavorable for navigation as they could possibly be. The Ohio River is now frozen in many places between Pittsburg and Cairo, and the great fleets of coal loaded and waiting for shipment from the Kanawha river are locked in the embrace of the ice king. Not only is the coal not available for market at present, but it is in great danger of total destruction, causing enormous losses to its owners.

The increased demand for coal caused by the dealers of river coal being almost entirely out of the product, is having its direct effect upon the market. The railroads, instead of increasing their tonnage, have actually given worse service during the present week than before this season. The car situation is now about as bad as it can be. The worst conditions probably exist in the Fairmont district on the Baltimore & Ohio. The Norfolk & Western is next in point of bad service, and the Louisville & Nashville is best, or rather not quite as bad as the others. The Chesapeake & Ohio is giving execrable service in the New River region, where the demand for coal is enormous, and prices are most satisfactory. The general conditions here are, therefore, worse than they have been for a very long time. There is a general clamor for coal, and nobody seems to be able to make prompt or even reasonably prompt shipments.

All-rail Coal the Only Available Supply.

One feature that is helping out some is the entrance of coals into the market that usually do not come here, or at least do not come by rail. In answer to the many inquiries for coal, Pittsburg seems to be in better shape to ship promptly than any other district, and there are at this time, no doubt, several hundred cars of Pittsburg all-rail coal on their way to Cincinnati. Various prices are being paid for this coal, but \$1.50 @ \$1.75 a ton at the mines covers the principal range of prices. Some Hocking Valley coal is also being shipped into Cincinnati, and much greater quantities of Kentucky and Tennessee lump than were ever handled here before, are now finding a ready market. The freight rate from Pittsburg is \$1.35, from the Hocking district \$1.20, and from Kentucky and Tennessee \$1.00.

No changes of any importance have taken place in the usual fields from which Cincinnati gets its fuel. New River and Pocahontas lump and egg are worth \$2.25 at the mines with freight rate of \$1.15; Kanawha, Thacker, Jellico and Luhrig lump are worth from \$1.85 up, and nut and slack range from sixty-five cents upward at the mines. Retail prices here are also unchanged, most of the dealers selling for \$3.75@4.00 for splint, with Luhrig \$3.25. Pocahontas and New River lump bring \$4.25 a ton delivered to families, nut and slack \$1.65@2.00 delivered to factories, anthracite \$7.50, and gas coke 9@10 cents a bushel.

The same conditions that have been reported for several weeks still exist in the coke trade. There is a very active demand for both furnace and foundry coke at prices that range upward from \$2.75 a ton at the ovens.

Cincinnati News Notes and Personals.

Harry P. Jones, of the Big Hill Coal Co., is one who doesn't care if the river never comes up.

John D. Barrett, Philadelphia manager for Castner, Curran & Bullitt, spent a few days here last week.

M. M. Greene, secretary of the Luhrig Coal Co., is spending the week at the company's mines near Athens.

F. L. Garrison, president of the Kanawha Coal & Coke Co., is spending the week at his company's mines on Cabin Creek in the Kanawha district.

Robert S. Magee, general manager of the Pocahontas Co., spent a day or two in Indianapolis this week, keeping a line on his numerous customers throughout central Indiana.

Charles C. Bunton, formerly of the coal commission firm of Crail & Bunton, this city, but now connected with the Union Trust Co., Pittsburg, is spending the Christmas holidays with relatives and friends here.

The Kanawha Coal & Coke Co. has moved its offices from the corner of Fourth and Elm streets to a fine suite on the sixth floor of the First National Bank building, the largest office building in Cincinnati.

J. A. Sullivan, secretary of the Big Hill Coal Co., one of the big young companies of Cincinnati, spent several days this week at the company's headquarters here. Mr. Sullivan is more than pleased with the success of his company.

The Luhrig Coal Co. has been crippled again by the letting down of one of the big boilers at one of its mines. The bad water has been very hard

on boilers, and the Luhrig Co. has had more than its share of hard luck in this respect.

Val. P. Collins, of the Collins & Hartweg Co., extensive Kanawha river shippers, returned a day or two ago from a trip to the mines and coal fleets of his company. The Kanawha river is literally full of coal barges loaded ready for shipment.

Alexander Cunningham, president of the Luhrig Coal Co., has gone to Arkansas again. It is said that he intends to proceed at once to open up his large acreage there. Plans are being formulated as rapidly as possible for the installment of the best equipment obtainable.

A telegram received Tuesday from the Stevens Coal Co. to the Kanawha Coal & Coke Co., Cincinnati, said: "All mines working today." This means the practical end of the Cabin Creek strike. The entire valley is now on the "open shop" plan, unionism having been completely wiped out.

W. A. Stone, of Stone & Brown, a well known young coal man, has just entered the matrimonial state, having taken for a wife a beautiful and accomplished young lady of Indianapolis. After a honeymoon trip of two months in the south, the young couple will be at home to their friends in this city.

There is a well circulated report to the effect that the Chesapeake & Ohio railroad is about to establish another coal storage yard to help to relieve the congested condition of the Covington yards. It is said the road has already purchased ground about fifteen miles above the city for the proposed new coal yards.

W. C. Jutte, president of C. Jutte & Co., Pittsburg, the largest independent shippers of river coal from the Pittsburg district, has made application for membership in the Cincinnati Chamber of Commerce. This is taken by some to mean that C. Jutte & Co. intend to do more business here in the near future.

The Ohio river is now frozen over both above and below Cincinnati, ice gorges having formed at Coney Island and at Anderson's Ferry. The harbor towboats are still keeping the harbor open, but there is very little coal to move. The harbor towboats assist in earing for the large fleets of empty barges and coal boats.

A number of public spirited and charitable men of Cincinnati raise a fund every year for buying coal for the deserving destitute of the city. Heretofore the coal has been distributed by the police, but the custom was not satisfactory, and this year the mayor has directed the Associated Charities to make the distribution.

The Coal Team Owners' Association, of Cincinnati, the only organization of coal men, is enjoying a season of the greatest prosperity. Nearly all the dealers are now enrolled as members, the small ones as well as the larger ones. The recent coal drivers' strike had much to do with the strengthening of the organization, though the efficiency of the officers, William Marmet, president, and John Brashears, secretary, has also had a strong tendency toward giving it popularity.

C. H. Jones, formerly manager of The Winifrede Coal Co., Cincinnati, has just embarked in a new enterprise in Indianapolis, Ind., where he has been located for some time. He has organized The Central Coal & Mining Co., which will officially begin business January first, 1905. The new company has an operation of its own in Indiana, the output of which it will handle, and aside from this will do a general jobbing business in Pittsburg and West Virginia all-rail coal. The headquarters will be at 306 Traction Terminal Building, Indianapolis, Ind. Mr. Jones spent several days this week in Cincinnati.

William E. Smith has sued the War Eagle Fuel Co. for damages resulting from the alleged non-fulfillment of two contracts for coal. The first was made in July for 200 cars of coal, and the second in August for 150 cars. Only forty cars have been delivered, and Mr. Smith sues for over \$12,000. Mr. Raines, the local manager of the War Eagle Fuel Co., when asked about the suit referred to, said it grew out of a misunderstanding. The original contracts called for shipments to Chicago. The company was making shipments to Chicago when it was stopped by the purchaser, who directed that the coal be sent elsewhere. To this the War Eagle Co. would not agree and out of this the trouble began.

The thoughtless or ignorant people who rant so much about the high prices of coal at present little know of some of the difficulties and expenses which the producers of coal meet every day at this time. The Luhrig Coal Co., one of the most extensive miners of coal in Ohio, has absolutely no water at one of its big mines at Luhrig, and is compelled to have the Baltimore & Ohio railroad haul water in tank cars to supply its boilers with water for the purpose of making steam for power at the mine. For this seemingly

trifling matter, which is usually as free as the air one breathes, the railroad charges \$5.00 a car, and as it takes three tank cars a day to keep the big boilers supplied, it is an easy matter of arithmetic to add \$15.00 a day to the expenses of the mine, for which it gets no return whatever.

The Big Hill Coal Co., of which Harry P. Jones, of the Pittsburgh-Buffalo Co., is president, is doing an immense jobbing business in various coals at present while the river is low and the river people are compelled to buy rail coal. Mr. Jones made the statement Tuesday that during the first eighteen days of December the Big Hill Coal Co. sold and delivered 1,825 cars of coal. He had at that time two hundred cars of Pittsburgh all-rail coal in transit, and had received seventeen cars that day. He also had actually on the track in Cincinnati forty-five cars of Louisville & Nashville coal besides much other coal in transit. Thus far he has been particularly fortunate in being able to make prompt deliveries. The only bad delays he has had have been from the Fairmont district. He is well pleased with the outlook for his company.

The Luhrig Coal Co. is just now receiving a great amount of free advertising of an agreeable kind as a result of the refusal of Mr. Cunningham to raise his retail price above what he thinks is a reasonable price for good coal. Most of the Cincinnati dealers are selling lump coal for \$3.75 and \$4.00 a ton; but the Luhrig Co. steadfastly refuses, under present conditions, to go above \$3.25 a ton. Mr. Cunningham argues that to raise the retail price above what it is at present would be an invitation for a number of cheap coals to come into this market and replace a tonnage that should be enjoyed by the dealers who belong here and who pay taxes here. It would leave the local dealers with less profit in the end than if they continue to sell at what he terms a fair price. As a result the Luhrig Co. is handling a large amount of coal retail, and Mr. Cunningham says he is making money.

D. T. Evans, general manager of the Mount Carbon Co., Powellton, West Virginia, was a Cincinnati business visitor during the week. Mr. Evans, in speaking of the coal and coke conditions, said that his company has been fortunate in not selling coke in advance, as it leaves it in a position to make quick shipments now at a time when prices are much better than they were even a few weeks ago. The Mount Carbon Co. has recently installed a new electric plant at its Powellton gas seam mine, and is now preparing to open up on a large scale, its number five seam of coal. Tests have been made of the coal, and a general plan of the proposed operation has been mapped out. The company will in the near future begin the actual work of building the new plant. This will give the Mount Carbon Co. an excellent block coal for domestic use. Mr. Evans has many friends in Cincinnati.

Kansas City and the Missouri River Trade.

KANSAS CITY, Mo., Dec. 22.—(*Special Correspondence.*)—The weather has been seasonable for December thus far, and Kansas City coal dealers have been enjoying a fair volume of trade during the month. It is probable, however, that the retail and wholesale trade for December will be less in amount than it was for the corresponding month last year. There have been three weeks of cold weather, with some snow, but there has been no temperature near the zero mark, such as is necessary to give the domestic trade the stimulus that dealers have a right to look for at this period of the year. The closing months of 1904 will long be remembered by the coal trade of the southwest because of the small amount of business done in comparison with that of other recent years. Operators, wholesalers and retailers have all suffered from the market conditions, but the operators have borne the biggest percentage of loss. With the exception of a few cool days the weather continued warm until December first. This was unprecedented and so the customary fall advance in prices on October first was not made. This is usually followed by a second advance in November, but neither was made this year so that from now on till the threshold of the new year, coal will sell at summer prices in Kansas City and the southwest. Coal is from fifty cents to one dollar a ton lower than it was a year ago, and this alone, without considering the reduced volume of trade, has cost dealers thousands of dollars. As stated before, the greater part of this loss falls upon the operators.

There is plenty of coal on track and in storage to supply even an unexpected big demand, and so there is no talk even of raising coal prices on January first and there is a possibility that the winter may go by without any change.

The Missouri, Kansas & Texas railway has made a reduction of twenty-five cents a ton in the freight rate on steam coal from the Indian Territory fields. Rates on other grades remain as before.

James C. McGrew, a coal operator of Lexington, Mo., has been given a judgment in the circuit court in that city for \$7,500 against the Missouri Pacific railroad for overcharges in freight rates. McGrew has other similar cases pending. He has been fighting the Missouri Pacific for years over freight rates on coal and a year ago had a route surveyed for a trolley road from Lexington to Kansas City. He proposed to build the road and haul his own coal to market.

Nathan Mayer, agent for the Belt Line Coal Co., of Kansas City, died last week, aged fifty-seven years. He had been in the coal business in Kansas City for twenty-five years.

Gas Franchise Vetoed By Mayor of Kansas City.

The mayor of Kansas City has vetoed the ordinance granting a franchise to pipe natural gas into Kansas City, and the council has not and may not pass the ordinance over his head. The grantees say they have no better terms to offer the city and intimate that they control the natural gas supply of Kansas and that if a lower rate is demanded, the city will get no natural gas. The terms of the franchise were given in THE BLACK DIAMOND last week.

In the meantime, the Kansas City, Kan., council has granted a natural gas franchise and the mayor of that city has signed it. The grantees are representatives of the Philadelphia gas trust. No price is named for gas for manufacturing purposes, but it is stipulated that it shall not be higher than in Kansas City, Mo. The domestic price is twenty-five cents per 1,000 cubic feet for the first two years. Natural gas is promised by next September. Kansas City, Kan., has about 60,000 people and has several packing plants and other large factories. Whether or not natural gas is to enter into competition there will depend upon the price the company quotes to manufacturers. It need not quote a less price under the terms of the franchise.

Coal operators in Osage county, Kansas, are complaining that they are shut out of the markets by discriminating freight rates and that many mines have, on that account, been forced to close down.

Something that the operators can not understand is how Iowa coal can be hauled to Kansas City and sold in competition with the Osage county coal in markets only a short distance away from the Kansas mines. They suspect rebates and say that railroads should not directly or indirectly be interested in coal mines.

The St. Louis Coal Market.

ST. LOUIS, Mo., Dec. 22.—(*Special Correspondence.*)—The coal situation still continues about the same as it was last week—dull—although the cold spell and snow that are now with us caused a slight stiffening in prices at the start on the East Side. One can get all the screenings wanted at about the cost of freight, forty cents, or even less. Shaker screen coal is quoted at \$1.30 f. o. b. St. Louis, and even less at times, with high grade at \$2.25. Local dealers report that the supply of both hard and soft coal in St. Louis yards is more than ample to take care of all needs. Deliveries have been somewhat hampered by the snow, but retailers are generally well up on their orders. The Illinois soft coal fields, from which St. Louis draws its principal supply, have been sending in regular and large shipments. The lateness of the cold weather has resulted in a large accumulation of the anthracite product from Pennsylvania. There has been no change in retail prices in the last two or three months. Anthracite sells to the retail trade at \$8.25 and \$8.50 a ton, delivered. No material change in the fuel situation is anticipated, and unless some unlooked for condition should present itself, prices will continue at their present stage for several months.

The president of one of the largest coal companies said to your correspondent: "The present cold snap resulted in a greatly increased business at its start, but fell off immediately. We are taking good care of our customers. The supply of hard and soft coal on hand is plentiful, and I have heard of no shortage anywhere in this market. I think you may safely say that the fuel situation is exceedingly satisfactory in St. Louis and that no advance in prices is looked for."

A test suit of the contention of more than 100 coal miners was entered in a justice court in Belleville, Ill., last week, by George Hurst, a miner, against the Crown Coal & Tow Co., for \$200. The miners at the Belleville mine of the Crown Co. claim that about six months ago they discovered the company had been giving short weights and allege that each box of coal mined was 97½ pounds short of correct weight. Further investigation on their part showed the coal cars that shipped were 3,200 pounds short of weight, they allege. This state of affairs, the miners claim, has existed five or six years. For the period the present scales have been operation, the men claim \$24,000 due them in short weights. If the outcome of the Hurst suit is satisfactory to the miners, 104 suits will follow.

William and Marie Skellett last week qualified in the probate court as executors of the estate of their father and mother, William and Jemima Skellett, who died within a few days of each other a few weeks ago. Mr. Skellett's estate is valued at \$35,000 and Mrs. Skellett's at \$5,000. Mr. Skellett was the oldest coal dealer in St. Louis and was a well known coal authority.

The West Virginia Mining Field.

WHEELING, W. VA., Dec. 22.—(*Special Correspondence.*)—The chief topic at present is the car service and it is very poor and is likely to so continue for some time to come. It is the only factor in the regulation of shipments, for the demand continues good and prices are stiff on the ruling basis.

On Monday of this week every mine of the Fairmont Co. was employed for the first time in several days. This was made possible by the cars that accumulated over Sunday. Saturday was poor, there not being enough cars for half a day's average shipment. Tuesday the service fell off and the mines worked accordingly.

The long drought is still unbroken, and as it drags on the railroad locomotives are experiencing increased difficulty in getting sufficient water. Some congestion is reported at terminal points and there are lengthy delays and considerable inconveniences at the water stations. Several inches of snow now cover West Virginia and eastern Ohio, but the weather has not moderated enough to bring on a thaw, and unless there is real warm weather for a week or so the hopes from the snowfall will be blasted.

Wheeling may be the headquarters for a sales agency of the eastern Ohio operators. They met here in conference last Friday and appointed a committee to look into this proposition and the committee will report at a subsequent meeting. The operators want to eliminate the middleman by the method of a cooperative sales agency. They claim the middleman, who is a new factor in the trade hereabouts, is injurious to the operator. He cuts down the profits of the producers without benefiting the consumer. In the Kanawha, New River and Pocahontas fields the joint agency plan has been successful and there is little doubt but that it will be tried by the operators of eastern Ohio who work the Pittsburg seam.

In this district there is a strike on at the Pultney coal works over the failure of the management to submit to a checkweighman elected by the

miners. The men have the right to elect this official under the laws of Ohio and the company's objections have not been extensively circulated. Just across the river the Gaylord Co. has established a record for the year by working three weeks in succession with a full force. The operation has been limited all fall by an inadequate supply of ears.

The improved industrial situation is reflected in the starting up of the iron furnace at Bristol, Va., near the West Virginia border. With it in action there is not now an idle furnace in southwest Virginia or upper Tennessee. Nearly all of the plants in that territory closed down during the summer and one of them forced the suspension of a coke-making plant which had run steadily for many years, but now all are running with good prospects and the situation is having a good effect on the coke trade.

A new mine will be opened at Monongah by the Fairmont Coal Co. and it will be located on the West Fork river on the bank opposite to the Baltimore & Ohio railroad's branch. A bridge nearby will be used to carry the output across the railroad tipple.

The output from West Virginia, as usual, will be decreased during the holidays, regardless of car service.



Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Dec. 22.—(Special Correspondence.)—Mining of bituminous coal in the Pittsburg district is severely paralyzed and in some sections is practically at a standstill. The coke industry in the Connellsville field has also suffered to a great extent. The unfavorable situation has been brought about by the long continued drouth. Lack of water is fast approaching the conditions of a famine. In the Irwin and Butler fields the mines are virtually suspended as a result of the scarcity of water. Many of the residents are compelled to melt the snow in order to obtain sufficient water for kitchen purposes. From this a fair idea can be gleaned of the serious condition that prevails. Hundreds of ovens were banked this week as a result of the shortage of water. Mills in the Ohio and Monongahela valleys are being forced out of commission owing to the inability to secure coke. Operators are facing grave conditions and it is an impossibility to forecast what the future will bring forth. So far this month, including the recent fall of snow, there has been only one inch of precipitation in Pittsburg and vicinity. This and November have been the driest months in the history of the local weather bureau, which dates back twenty-one years.

River coal interests are keenly feeling the effect of low waters. The prolonged low state is an object lesson of what the advantage would be to

Pittsburg to have a deep water stage suitable for coal commerce the year round on the Ohio river. Rivermen are trying their utmost to further such a project and Congress is now considering the scheme. Owing to the fact that nearly all the larger coal boats can not be moved on less than nine feet of water the coal and heavy iron shipments are stored in barges in the pools until the stage is brought by nature to the proper depth.

Millions of bushels of coal are loaded in barges in the local harbor. It is estimated that the coal is worth over \$1,000,000. The lack of water therefore ties up a large fortune, while consumers in the south are clamoring for fuel.

River Navigation Tied Up by Lack of Water.

The expense of carrying these immense fleets until the water permits their shipment is stated to be \$50,000. An additional charge of \$35,000 is to be added to cover the risk in transportation to deep water. The coal companies are their own marine insurance companies, and an allowance of six cents a ton is made for the coal lost in the rivers by floating ice and other hazards, which amounts to \$30,000. There are only a few river mines in operation, as a scarcity of barges is reported.

Despite the fact that the production is being heavily curtailed, soft coal prices have not advanced to large consumers. Retailers have made another advance of one cent a bushel, but operators quote run-of-mine at \$1.10 and \$1.15 a ton. Naturally, the domestic demand is on the increase as a cold snap dominates here. News from the coke region indicate that the demand for coke is very heavy, but operations are handicapped by the shortage of water.

After banking for months on unfilled promises of cars with which to move its coal, the Pittsburg Coal Co. has decided to have its own cars. It will not depend upon railroad promises hereafter. On Wednesday it was announced the coal company awarded to the American Car & Foundry Co. a contract for 2,000 90,000-pound steel, flat bottom, twin hopper gondola cars, to be delivered beginning March first. Of the 2,000 cars 600 will go to the Monongahela River Consolidated Coal & Coke Co. and the rest to the Pittsburg Coal Co. proper. It is believed the principal use the new cars will be put to first is to move the company's coal to the lakes when navigation opens in April.

The order is the largest ever placed by a coal company, and compares favorably with some big railroad orders. The money consideration is something near \$2,000,000. Three companies bid for the order, the other two being the Pressed Steel Car Co. and the Standard Steel Car Co. The order means steady work for four months for 2,000 workmen at the Huntington, W. Va., plant of the foundry.

Western General and Personal Notes.

The Union Pacific Coal Co. is installing the second Ottumwa Box Car Loader at its Hanna (Wyo.) mine. This will make the twelfth Ottumwa box car loader in use at the mines of this company.

C. W. Jackson, president of the C. W. Jackson Coal & Coke Co., Old Colony building, Chicago, left Monday night on an eastern business trip, visiting Pittsburg and other coal centers before his return.

J. E. Davis, general manager of sales of the Davis Coal & Coke Co., New York city, was in Chicago last week for several days, closing up his business in the west prior to his resignation, which becomes effective January first.

Morris Williams, president of the Susquehanna Coal Co., and C. L. Thompson, general western sales agent of the same company, were in Chicago last week on a business trip and spent several days inspecting the property of the company in this city.

Henry Phillips, manager of the Ottumwa Box Car Loader Co., Ottumwa, Iowa, was at his Chicago office, 1035 Old Colony building, Friday and Saturday of last week. He reports business good, with very encouraging prospects for an increased demand for box car loaders in 1905.

John Palmer, vice-president of the Sedalia Coal Co., Gloucester, Ohio, was at the Chicago offices of the company this week. Mr. Palmer reports that while business conditions are somewhat dull, the company is having no difficulty in disposing of all of its output of Sedalia coal to good advantage.

C. L. Thompson, general western agent of the Susquehanna Coal Co., Erie, Pa., announces the appointment of E. F. Smith, of Toledo, Ohio, traveling salesman of the company, effective January first. Mr. Smith was formerly with Boyd, Stickney & Co. at Toledo. His territory will be announced soon after the first of the year.

W. J. Snyder, of Zeller, McClellan & Co., Brazil, Ind., was in Chicago this week. "Don't say anything about a cold winter," he suggested, throwing up his hands. It will be remembered that Mr. Snyder predicted a cold winter last fall, and while the temperature has not been low thus far, there is still plenty of time in which his prediction may be fulfilled.

Announcement is made that George D. Wandless, for a number of years manager of the O. W. Shipman Co., Detroit, Mich., has severed his connection with that company and January first will assume charge of the western sales department for E. A. Upstill & Co., of Cleveland. Mr. Wandless is one of the well known men identified with the coal trade and his friends wish him much success in his new duties.

Many friends in the trade will be sorry to learn of the serious illness of Thomas W. Gilmore, father of T. W. Gilmore, of the Gilmore & Easterly Co., and C. W. Gilmore, vice-president of the Crescent Coal & Mining Co., and James Gilmore of the same company. Mr. Gilmore Sr. has been critically ill at his home in Windsor Park for several weeks and at last accounts

was very low. He is seventy years of age and his malady is due to his age. Members of the immediate family have the sympathy of the Chicago coal trade.

J. F. Harrall, the well known coal dealer at Aurora, Ill., was in Chicago the early part of the week and called at the office of THE BLACK DIAMOND for a short time. Mr. Harrall is one of the philosophers of the coal trade and his philosophy is of the soundest possible kind. He believes that every man should endeavor to get as much as possible out of life, and the only way to get it is as one goes along. Mr. Harrall observes the spirit of this life every one of the 365 days in the year. As a result he looks younger and healthier than he did ten years ago.

The Asa Paine Coal Co. has been organized with offices at Masonic Temple, Minneapolis, with an authorized capital of \$10,000, to engage in the coal shipping trade. The company will handle Illinois, Indiana and Ohio coals and all-rail coke. The officers of the company are Asa Paine, president and treasurer, who is a prominent white pine lumberman in Minneapolis and is interested in other commercial enterprises, and L. M. Lane, secretary and manager, who will have charge of the business management of the company. Mr. Lane left Chicago for the northwest a year ago last August as the representative of the R. B. Whitsett Coal & Mining Co. He has a large acquaintance in the northwest and it is predicted the company will prove very successful.

M. T. Roach, president of the Kanawha Fuel Co., accompanied by Enoch Carver, one of the large operators interested in this company, from Charleston, W. Va., were in Chicago last week and in company with G. M. Woodward, western manager, went to Milwaukee to inspect the dock of the company. As a result of their trip it is probable the capacity of this dock will be nearly doubled during the winter and spring. Work of enlarging it will commence as soon as the coal has been removed next spring and it is anticipated that the alterations will be completed with the opening of navigation. Under the direction of President Roach, the Kanawha Fuel Co. has grown phenomenally, due to his energetic efforts. It now operates eighty-three mines in the Kanawha district of West Virginia.

It is with sorrow that attention is called to the death this week of W. E. C. Coxe, who for the past eleven years has been sales agent for Boyd, Stickney & Co. at Toledo, Ohio. Mr. Coxe was well known and had a large circle of friends in the trade who will grieve at his demise. He had been ill for over a year. He was born in Philadelphia, June twelfth, 1837, and was a graduate of the high school of his native city. He served in the civil war in the Commonwealth artillery company of Pennsylvania. On June twelfth, 1866, he was married to Frances Ycomans, of Danville, Pa. Prior to his connection with Boyd, Stickney & Co. he was connected with the Philadelphia & Reading Coal & Iron Co. and the Columbus & Hocking Coal & Iron Co. Mr. Coxe leaves six children, all of whom are grown up. He was vice-president of the Toledo Chamber of Commerce in 1898, was public spirited and charitable and was well known in business and social circles.

A Visit to the Carney Mine in Wyoming.

Last week reference was made in *THE BLACK DIAMOND* to the trip of the Carney special train from Chicago to the mines at Carneyville, Wyo., owned by the Carney Coal Co. The trip of over 1,200 miles was made exactly on time and the special with its thirty-one passengers arrived at Sheridan, Wyo., at two o'clock Wednesday morning, where it remained on a side track until the passengers were awakened at a more seemly hour. Breakfast was had at the Sheridan Inn at Sheridan and was the first meal in two days not taken on board the train. After an early breakfast the start was made to the mine of the company, twelve miles distant from Sheridan. Instead of a fast locomotive the train was hauled by a switch engine which burned lignite coal, having a stack flaring at the top something like the old fashioned wood burners in use on western railroads twenty or twenty-five years ago. All the locomotives on this division, even those which haul the express and mail trains, burn lignite coal. The stack referred to is equipped with a heavy screen, which prevents the coal from blowing out under a strong exhaust or draft and the coal is absolutely free from smoke and clinkers. This freedom from that dirt and grime of travel which is peculiar to states where bituminous coal is burned, as a fuel, is a welcome one in so far as passengers are concerned, and conditions pertaining to their com-

Carneyville to have an adequate water supply. The mine is equipped with electricity and it would not be a difficult task to run a supply wire from the plant to the town and supply electric light for out of door lighting, as well as to each of the houses, at a very small cost. Carneyville, although it may not be on the map now, will one of these days be a thriving, pushing western city, and will have all of the most modern conveniences.

The mine of the Carney Coal Co. is without question the most modern operation west of the Missouri river, and in point of equipment and efficiency will compare most favorably with any mine in any field in the United States. Modern machinery has been purchased without stint with a view to producing coal economically, and at the same time providing the trade with a superior product—superior in the matter of preparation, sizing and quality. The total investment for machinery, buildings and land of the Carney Coal Co. now represents approximately \$300,000. All the upper works except the tippie are built of brick, electricity has been employed wherever possible in operating the machinery and especial care was taken to secure such machinery as would prove most adaptable to that field.

Description of Location of the Mine.

The Carney Coal Co. owns 3,600 acres of coal land underlaid with a vein of coal varying from fifteen to twenty-three feet thick, which has been thoroughly proved. Beneath this vein there is still another which has not been proved but which is thought to be equally as thick or thicker. The conditions in the matter of mining are ideal. The coal is found in an immense hill and outcrops at the Tongue river, the outcrop at that point measuring twenty-three feet thick. An opening was driven at the outcrop for the main entry, in addition to which it is planned to open another main entry on which work has already commenced, in a direct line from the tippie. The present main entry is something like 2,500 feet from the tippie and there are several bad curves in the track, causing an expenditure of power in hauling the coal to the tippie. When the new main entry is opened there will be a straight haulage without any curves in the track and the distance will be lessened possibly 400 feet, thus reducing the cost of the motive power and reducing slightly the expense of getting out the coal. The main entry, to which reference was made, has now been driven a distance of 500 feet into the coal and several cross entries have been opened. When the visit was made to the mine on last Wednesday, twelve rooms had been turned. The vein is so thick that only ten feet are being mined and it is the intention to leave the remaining five feet for a roof and several inches of coal for a



GROUP OF GUESTS AT MINE OF CARNEY COAL CO.

fort could be no better, even though anthracite or wood were burned as a fuel.

Two miles west of Sheridan, on the main line of the Burlington road, is located the town of Dietz, at which point are the mine operations of the Sheridan Coal Co. This company has been producing coal for a number of years and its product has been generally introduced with success throughout the country tributary to and west of the Missouri river. It has modern mines and is a large producer of lignite coal. Between Dietz and Carneyville is located the mine of the Monarch Coal Co., which is on about the same basis as the Sheridan Coal Co.

Twelve miles west of Sheridan is the new mining town of Carneyville, resplendent in white paint and spick and span, just from the carpenter's hands. The town at present consists of thirty-five miners' houses located on a main thoroughfare southwest of the Burlington tracks. The mine and tippie of the Carney Coal Co. are perhaps a quarter of a mile distant northeast of the main tracks, on the Burlington road, and connected with the latter system by means of a switch about a quarter of a mile in length, graded and ironed at an expense of \$17,000.

Description of the Mining Town of Carneyville.

The location of both the mine and the town is an ideal one. On the west and southwest may be seen the peaks and pinnacles of the Big Horn mountains which attain a height of 7,000 or 8,000 feet above the sea level. To the east and northeast is a range of foot hills which in almost any other part of the world would be designated as mountains, but which are not given that name owing to the superior height of the Big Horn range. The railroad tracks, the town and the mine are located in the valley of the Tongue river, the whole valley being very fertile where it is irrigated. Carneyville, as a postoffice, is not yet on the map, although application has been made to the government and it will be recognized as a postal station beginning January first. At present, all the mail and supplies for the town are obtained at Monarch but the company is preparing to open a store and the railroad will build a station. Six months hence Carneyville will be enjoying a real old fashioned western boom, with a police force, fire department and all the other appurtenances of metropolitan life. Nowhere in the west have more substantial miners' houses been built than at this town. These houses are almost all of them two stories in height, consisting of seven or eight rooms, are sided and shingled with a view to obtaining the greatest warmth, are plastered inside and are equipped with water pipes so that city water can be put in at very slight expense. If many of the citizens of Chicago or other large cities felt assured that they would always live in such well arranged, convenient and well built houses, they would feel that they had attained the height of their ambition. The company intends that Carneyville shall be a modern city. One of the first plans is to install a city water works system. A large storage lake will be formed on one of the foot hills near the town by pumping water from the Tongue river and pressure will be supplied through gravity, which will permit



TIPPIE OF THE CARNEY COAL CO. AT CARNEYVILLE, WYO.

floor. As stated before, the mining conditions are ideal. At a height of about ten feet there is a parting of clay two inches thick and this results in the coal coming down evenly, leaving the roof at about the same distance from the floor in all parts of the mine. The clay is generally separated from the coal when the shots are fired and is thrown into the gob pile. This is the only parting in the coal and, in fact, the only impurity of any kind. Occasionally there will be a small ball of rosin, but this rather increases than injures the quality of the coal. No sulphur balls are found, nor is there any slate. At one or two places in the mine there has been a slight discoloration through the fact that the coal was fractured in its natural state and water seeped through from the hill above. This coal is not being mined, however, but if it were it would be of as good quality as that which comes from the veins further back in the opening. From the mouth of the slope so far as the entry has been driven, there is a gradual rise in the coal. Without any difficulty cars can be loaded in the different rooms and gravity will convey them to the mouth of the slope without any other hauling being required. The descent to the mouth of the slope is gradual and aside from spragging the wheels of the pit cars, no other attention would be necessary.

There are two machines in use in under-cutting the coal in this mine. One of them is a Sullivan machine and the other is a Goodman machine. Thorough tests have been made with both, with the result that the Goodman machine is considered far superior and when additional machines are installed

they will doubtless be of this type. The mine managers of this property claim that the Goodman machine is more durable, that it can be repaired much more easily when repairs are necessary, but that they are infrequent, that it requires a lower voltage to operate and therefore is much more economical. On the day we visited the mine both machines were in operation and those who witnessed them were very much impressed with the way in which the Goodman machine did its work. This is a seven-foot undercutting breast machine with the Goodman self-propelling drop end truck. It is claimed that the Goodman machine is far superior in all narrow work and in wide work has no difficulty in holding its own, particularly as the expense of repairs is considerably less, this machine being very substantially constructed and adaptable to the hardest kind of work. The fan for the mine was furnished by the Eagle Iron Works, of Des Moines, Iowa. Of course, at present, not much ventilation is required and consequently the fan has been able to operate only at its slowest speed. Miners at work claim that it produces too much air when it is driven at anything like a fair speed, blowing out their lamps and making it impossible for them to work in the mine. However, as the entries are driven farther back and more ventilation is required, it will come into better service. There is no question as to its efficiency and as to its being adapted to the operation in which it is installed.

Face of the Coal is Very Interesting.

The face of the coal as found in the mine is very interesting. Most of the bituminous product mines with a clear cut face, the fracture being fairly regular where the coal is blown out, but this coal mines very unevenly. It comes down in big chunks and there is very little slack after the dis-



VIEW OF TIPPLE OF CARNEY COAL CO., SHOWING BOX CAR LOADER.

charge of the shot. It has a black appearance, is very solid in texture and, unlike most lignite coals when first exposed to the air, it does not check or snap. About thirty-five or fifty miners are now employed at the operation and the production is between 200 and 300 tons of coal per day. The tipple was started in operation for the first time on Wednesday of last week and worked very smoothly. Many men will be added and the operation will be rapidly increased now, so that thirty days hence it will not be surprising if the daily average is between 500 and 600 tons, and by the end of winter it will be close to 1,000 tons. Miners will be given working places as fast as the rooms are turned and there is opportunity for them to work.

Electric Haulage System Has Been Installed.

The haulage system from the mine to the tipple, something like 2,500 feet long is operated by electricity. The Goodman haulage system has been installed, having been manufactured by the Goodman Manufacturing Co., of Chicago. The equipment which comprises this haulage system consists of a 16 x 16 automatic McEwen engine, 187 horse power, direct-connected to a 100 kilowatt Goodman generator of 250 volts. This engine is equipped with self-oiling device and the unit being direct-connected, it is one of the most compact and highly efficient pieces of machinery on the market. The speed is slow, being 250 revolutions per minute, but the generator is built particularly for mining service where there is a possibility that it will be subjected to heavy overloading. For this reason the generator was constructed to stand a fifty per cent overload for an hour or two without any excessive heating. With this unit the Goodman Manufacturing Co. furnished a single marble switch board complete with volt meter, ammeter and circuit breaker.

The haulage equipment consists of a six-ton two-motor Goodman gathering locomotive for a forty-two inch gauge track. This locomotive is equipped with one of the latest type automatic gathering reels and 300 feet of cable. These automatic reels made by the Goodman Manufacturing Co. are meeting with the greatest success. They are operated by very strong, substantial springs, by which the cable is automatically unwound and wound up, as the locomotive operates away from and toward the point of connection with the main line. Such gathering locomotives are constructed with an automatic reel attachment so that the locomotive can run away from the main haulage ways where the trolley wire is located, up into the rooms and pull out the cars of coal on the main haulage ways. With these gathering locomotives, the use of mules is entirely done away with. The locomotive also takes the trips consisting of from three to fifteen or twenty cars at the mouth of the slope, and hauls them to the tipple. No test of this locomotive has yet been made as to its capacity, because insufficient coal has been brought out, but it is believed that it will be able to haul all the coal mined

for some time to come—until the haulage in the mine constitutes much more of a factor than at present.

The tipple is the most imposing structure in connection with the mine property. It is built of west coast timbers and sheeted with galvanized iron. It was the original intention to build this tipple of steel, but owing to the fact that it would require such a great length of time to get the material for its construction out to destination from the eastern steel mills, it was decided to make it of timber construction. It is probable that a steel tipple would not have been opened short of the early or latter part of next fall and the company found it advisable to complete its tipple as soon as possible.

In general appearance the tipple very closely resembles those in use in the Youghiogheny field along the Monongahela river and in the New River and Pocahontas fields in West Virginia. There is an inclined car haul to the top of the tipple; the tipple building is equipped with a cross-over dump and with shaker screens. In addition it has one feature that is not found in connection with the eastern tipples and this is a tower in which the fine coals are rescreened, equipped with storage bins so that three sizes may be stored when the mine is short of cars and only handled when the car supply is sufficient to meet the requirements. The tipple building is 225 feet in length, sixty feet in width at the widest part, and fifty-five feet in height to the top. To the top of the tower in which the storage bins are located, is a distance of seventy-five feet. The car haul leading up to the tipple is 150 feet in length and has a rise of one in three. It is furnished with Link Belt haulage machinery, made by the Link-Belt Machinery Co., of Chicago. By means of a lever, cars on the main track from the mine are released and descend by gravity to the haulage way. There a hook, operating automatically, takes the car and hauls it to the top where it passes over a check weighman's scale to determine the mine weights in order to pay the miners on a tonnage basis. The pit car then goes to the cross-over dump, where it is dumped automatically and the coal passes over the screens and into the car. The empty pit car passes over an automatic switch and descends down the return car haul, being hauled automatically by a hook which regulates the descent and prevents damage to the car. This automatic car haul worked very perfectly last Wednesday when it was tested and was a success in every respect. This car haul has a capacity of two three-ton pit cars a minute, or 120 cars an hour. Under pressure it is probable that a greater number could be hauled into the tipple.

An Engineering Problem Solved in Connection with the Tipple.

All the plans for the tipple and the storage plant in connection with it, including also the car haul to the tipple, were made by the Roberts, Schaefer Co., Old Colony building, Chicago. In screening and loading the coal quite an engineering problem had to be solved. All the coal from lump to slack must be loaded in box cars and owing to the great expense of installing the loaders in use, only two are available. Five sizes of coal are produced in the tipple and each of these can be loaded on either one of the two trucks equipped with box car loaders. This is accomplished by means of the



DOWN IN THE MINE AT CARNEYVILLE, SHOWING HUGE LUMP OF COAL.

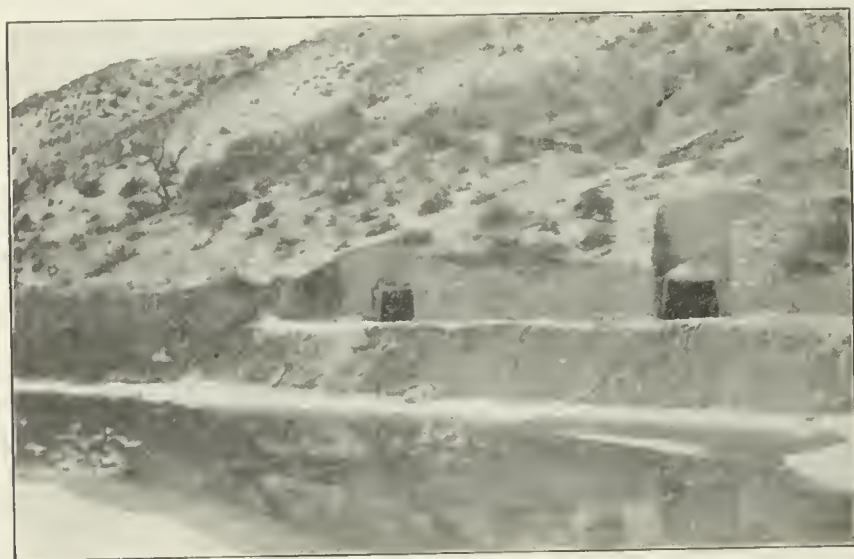
storage system to which reference has already been made. The main screens are seventy feet in length and eight feet wide in the tipple. These screens consist of those with five-inch perforations. All coal passing over this screen is designated as lump; with two-inch perforations, all coal passing over the five-inch and through the two-inch screens being designated as egg; and one-inch perforations, all coal passing over the two-inch screen and through the one-inch screen being designated as nut. All coal which passes over the one-inch screen drops into the hopper, from which it is taken by conveying machine furnished by the Link-Belt Machinery Co., Chicago, and conveyed to the top of the tower.

This conveying system is equipped with buckets having a capacity of forty pounds each and will handle 100 tons of small size coal per hour. Referring again to the main shaker screen, there is a feature of it designed by J. V. Schaefer, of the Roberts Schaefer Co., which is a departure from methods in use. At the chute leading from the five-inch shaker screen there is an apron, counter weighted, which when thrown up forms a storage bin and when thrown down permits the coal to be loaded in the box car direct. The object of having such storage facilities is to permit the tipple to operate continuously, even when the cars are being shoved away from the chute on the track, that is, loaded cars are being pushed off the box car loader and empty cars are being put in their places. At many mines when a car is moved on the track it is necessary to restrict operations at the tipple, but at this one work can be carried on without interruption. At the foot

of the two-inch screen over which the egg coal is screened is a similar arrangement. When the bottom of the bin is dropped down it becomes a storage place, but when it is opened it is a chute leading direct into the box car. The coal less than one inch in size, which passes through the one-inch perforator screen, is elevated seventy-five feet to the top of the tower, where it is rescreened and is stored in three separate bins. All which passes over the one-inch screen goes into the nut storage bin, from which there are direct loading facilities to the tracks below. All which passes through the one-inch screen and over the one-half-inch screen goes into another bin and is known as pea coal. This bin also has direct chutes leading to the loading trucks. All which passes through the one-half-inch shaker screen is slack and goes into a third storage bin. These shaker screens are separate from the main shaker screens and are located in the tower. The object of this arrangement is to permit the continuous loading of lump and egg coal and the operation of the tippie in making all sizes of coal when there is a shortage of cars. If there are only sufficient cars to load the lump and egg coal, the smaller sizes are conveyed to the storage bins, where they are held for one or more days until cars are available for all loading purposes.

Description of the Box Car Loader Used.

Each of the two loading tracks is equipped with a new type of box car loader. These box car loaders represent an expenditure of \$20,000 and involve a principle different from most box car loaders in use in the eastern states. The track which constitutes the box car is separated from the main railroad track in much the same manner as at a track scale. It is placed on an axle with a rocker which extends to a depth of eight or ten feet, each end



OPENING AT MINE OF THE CARNEY COAL CO., CARNEYVILLE, WYO.

of the rocker being supported on pulleys which operate in a small trackway. The box car loader is operated by hydraulic pressure furnished by means of a steam pump. When the car is run on to the box car loader, it is clamped in place by two steel clamps which catch the bumpers at either end of the box car and hold it rigidly on the track. Through the operation of this loader the box car is moved in its relative position to the loading chutes. Whichever end of the box car it is desired to load first is lowered while the other end is raised, thus placing the angle of the floor of the box car to the main track at from five to forty-five degrees. The coal slides down the chute into the box car, down to the lower end of the car. As soon as the lower end of the car has been loaded with coal, the position of the box car is reversed and the other end is lowered at an angle of from five to forty-five degrees to the main level of the track and the coal slides from the chute into that end. By means of this box car loader the ends of the car are loaded higher than the center, the bulk of the load being placed directly over the trucks. The two loaders, it is claimed, will be able to take care of a daily production of 2,000 tons of coal, which it is expected will be produced at this operation. To insure absolute accuracy in the weighing of coal at this mine there are two track scales, installed by the Des Moines Scale & Manufacturing Co., of Des Moines, Iowa. The first of these is used in weighing the empty box cars, to arrive at the actual tare weight of the empty car so that it will be unnecessary to take the marked tare weight. After the car has been run on the box car loader it is run on to a second scale where the gross weight of the loaded car is obtained. The company will guarantee that each loaded car which comes from its mines, through the use of this system, will contain exactly the weight at which it is invoiced, so that there can not be any complaint whatever of short-weight coal.

In addition to the tippie, which, of course, is the main building, there are three other surface structures. One of the most imposing is the machine shop, equipped with all the necessary machinery for making repairs to all of the machines in use at the mine. This building is of brick and about seventy-five feet square. Several machinists will be furnished employment. It is light and airy and one of the most complete machine shops ever found at a mine. The main power plant and engine room is also a red brick structure and is built with a view to permanency. In addition to engines and generator, to which reference has already been made in connection with the haulage plant, it is equipped with two 150 horsepower boilers, manufactured by the Kewanee Boiler Co., Kewanee, Ill.

Testing the Steam Qualities of Lignite Coal.

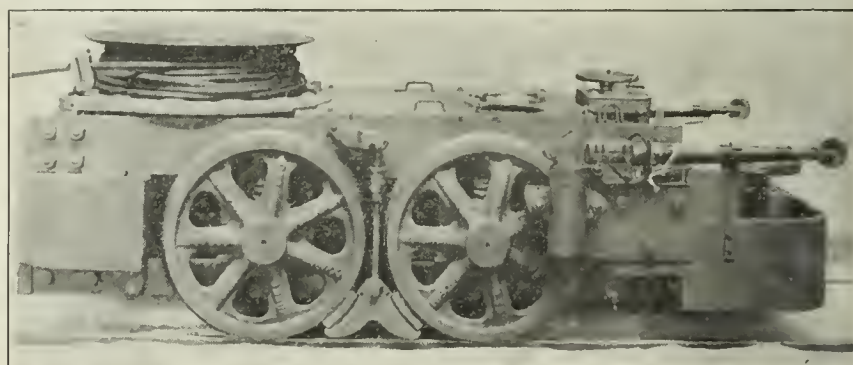
The engineer in charge gave a good test of the steam qualities of this coal while the party were at the mine. The fires were quite low and he fired each of the four furnaces underneath the boilers with from four to six inches of mine run lignite coal mined at the operation, in the presence of

the party. Immediately upon the fires having been replenished THE BLACK DIAMOND representative left the boiler room for the purpose of ascertaining the amount of smoke which was emitted from the stacks. Although the coal had been fired rather deeply there was only a slight haze of smoke. This was straw colored and more closely resembled the smoke which would have come from a wood fire than from a coal fire. It certainly is evident that of all the soft coals in the United States this Wyoming lignite mined by the Carney Coal Co. comes the nearest to being "smokeless." An intense heat was created by this fire and the engineer informed THE BLACK DIAMOND that no difficulty whatever was experienced in keeping up steam, but rather that the difficulty consisted in firing in such a way as not to create too great a pressure. In maintaining a pressure of 150 pounds at this plant the coal is fired about once every half hour, so that while it burns freely it has sufficient structure to make it unnecessary to fire more frequently than with any ordinary bituminous coal.

Still another building is one which shows the humane character of the company in its attitude toward its employees. This is a bath house about 50x50 feet, built entirely of brick and equipped with several bath rooms for the miners and top men of the company. It will be furnished with porcelain bath tubs and shower baths, and hot and cold water will be supplied free of all charge by the company. The Carney Coal Co. is determined that its employees shall work under the most favorable of conditions and this is only one feature which shows effectually that determination. The mine will be operated by union miners who will be paid the wage scale in force in the state of Wyoming and already the United Mine Workers of America has been fully recognized in employing the men at work. Just a few words concerning the general details of the plant. THE BLACK DIAMOND has described it so fully that every mine operator and mine manager who has any knowledge of these things will at once recognize it as a plant without a peer in that field. Nothing that money could purchase has been omitted from the equipment and the underlying idea has been to provide a plant which would prepare the coal in the best possible manner so that dealers and consumers who purchase this coal will receive absolutely the kind and size which they buy. The shaker screens guarantee that the lump coal will be over five inches in size and that the egg coal will none of it be less than two inches in size. The box car loaders are a further assurance that the coal will not be broken up in loading, but that it will reach the trade just as it comes from the shaker screens. This will be a distinct advantage and one that will undoubtedly be appreciated by the dealers who are engaged in handling Wyoming coals. Preparation has been the first consideration in opening this new mine and the operating company feels assured that it will be able to serve its customers with the best preparation of any coal mined west of the Missouri river.

Visit to Historic Town of Sheridan.

The return to Sheridan was made late in the afternoon and the remainder of the day was spent in taking in the sights in that town. Sheridan



GOODMAN LOCOMOTIVE AT CARNEYVILLE MINE OF CARNEY COAL CO.

is a town of 3,500 population, having all the modern conveniences of a metropolitan city. It nestles among the foothills of the Big Horn mountains and is populated largely by American citizens from the central eastern states. The business houses are all modern and carry a stock of goods which would delight the merchants of eastern cities many times the size of Sheridan. The main hotel is the Sheridan Inn, which is one of the most picturesque hostleries in the United States, being located on a slight rise of ground several hundred feet from the Sheridan depot, participating to a very large extent of the Swiss style of architecture. Sheridan is famous for a number of reasons. It is located forty miles from the Custer battle-field, which probably is the most historic spot in the west. Joseph Leiter, of Chicago, has an immense ranch east of Sheridan and when on his ranch in the summer makes frequent trips to that city. It is said that his ranch, which constitutes many thousand acres of land, represents an expenditure of \$850,000 for buildings, acreage, irrigation ditches, irrigation facilities and stock. In addition, Sheridan is the headquarters of Col. W. F. Cody when he is in that country, and among the citizens of Sheridan he is looked upon as a household god. There are several Indian reservations adjacent to the town, including the Crow and Sioux tribes.

Wednesday night was especially memorable to most of the party on account of the ministrations of Dr. Cook, of Omaha, Neb., and Dr. Cooke, of Chicago, who supplied all of the material wants of the party in such a way that they will always be held in fond remembrance. Thursday forenoon was spent in viewing the scenery in Sheridan, which is most picturesque and which proved highly interesting. At 2:15 the train from the west pulled in and the special car of the party was attached, homeward bound. The party reached Omaha Friday night at 6:00 o'clock and Chicago Saturday morning shortly after 10:00 o'clock.

Many forms of enjoyment made the homeward trip one of pleasure. A glee club was organized with L. S. Harper, general sales agent of the com-

pany, and D. G. Sturrock as the leading members. Such old-time songs as "Larboard Watch," "Auld Lang Syne" and many others too numerous to mention made the afternoon and evening pass away very quickly. Those who did not care to join the singing club whiled away the time very pleasantly with friendly games of cribbage, whist and cinch, all the facilities having been provided to obtain the most enjoyment.

Features of the Return Trip to Chicago

The guests of the occasion frequently paid their respects to the members of the Carney Coal Co. by giving them the Carney yell, which ran as follows: "C A R N E Y, what's the matter with Carney? He's all right! Who's all right? Carney! He's a la la; he's a lu lu; he's a Ski-u-mah! He's a jolly good fellow, Rah! Rah! Rah!!!" This cry saluted W. J. Carney, president of the company, J. Jos. Wright, Dr. J. C. Bryan and others when the party left Sheridan and at every station on the return trip when any of the party left the train they were also given this salute.

A feature of the return trip Friday afternoon which showed particularly the feeling of friendship between the representatives and guests of the Carney Coal Co. and the hosts, was a toast drunk standing, to the health, prosperity and success of the Carney Coal Co., with the wish in the heart of each of those who drank it that there would be millions in this new enterprise for the company and its stockholders. Judge J. Ryan, of Des Moines, Iowa, was then asked to preside as toast master and to respond to the toast. He made a very eloquent address in response, saying that he appreciated the honor done to the company and appreciated the attendance of the guests of the occasion, knowing that it was a mutual affair that perhaps would bring them closer together in the transaction of business. He regarded the opening of this mine not only as a possible source of profit to the stockholders of the company, but also as a source of profit to the retail coal dealers in the great states where the coal would be sold. He said in this connection that the coal would be prepared in such a manner and the Carney Coal Co. would stand back of it, so that every dealer who handled it would feel the assurance that it was absolutely as it was guaranteed.

Following the address of Judge Ryan, T. J. Carney, of Chicago, a stockholder in the company, was called upon for an address and responded by saying that he was glad that the invitation of the company had been accepted by so many and that they felt they had enjoyed themselves.

Mr. Steinkopf, of Council Bluffs, Iowa, a leading dealer in that city,

made a very eloquent address in which he said that the trip had been an educational one to him and that he was convinced the Carney Coal Co. had the best mine in Wyoming.

J. W. De Weese was called upon and told a story in a manner which elicited vigorous applause.

L. S. Harper, general sales agent of the company, showed becoming modesty when called upon for an address, and only expressed his pleasure at the acceptance of the invitation of the company by the guests of the occasion.

J. B. Ryan, of Des Moines, when called upon, made a strong point, and that was that with the screens available and the plant which had been installed, the Carney Coal Co. could give to its customers the coal that it sold, assuring them the preparation would be exactly as represented.

Dr. A. B. Cook made a characteristic speech which was frequently interspersed with witty remarks, for which the gentleman of the pills and bottle is famous.

Vic Jennings, of Council Bluffs, made one of the most sensible speeches of the afternoon calling attention to the fact that the excellent plant opened by the Carney Coal Co. would be of benefit to every dealer selling Wyoming coal from the fact that it would raise the standard of preparation in that territory.

W. J. Brennan, of South Omaha, made a happy speech which seemed to touch the right spot, judging by the smile on L. S. Harper's face.

C. M. Rich, of South Omaha, also made remarks that gratified the representatives of the company present, while J. F. Hutchins, of Lincoln, took the subject rather seriously.

"Buddie" Currie, from Omaha, made a speech which was greeted with applause.

J. J. Cluxton, of South Omaha, was called upon and also made a happy address, in addition to which there were a number of other addresses.

The formal exercises of the afternoon were concluded with the reading of "Shamus O'Brien" by Judge Ryan, of Des Moines. Judge Ryan has a splendid voice and much personal magnetism, which made this one of the treats of the afternoon.

L. S. Harper and D. G. Sturrock then sang "Larboard Watch," their voices blending finely.

The afternoon proved a most pleasant one in every respect and added not a little to the pleasures of the trip, practically everyone doing his part.

Annual Meeting of Illinois Operators' Association.

The annual meeting of the Illinois Coal Operators' Association held on Tuesday of this week in the rooms of the organization, Old Colony building, Chicago, was probably attended by the representatives of more companies included in the membership than any other annual meeting held in several years.

One of the first matters to be taken up was the annual election of president. Several candidates were mentioned prior to the meeting, but upon the announcement that O. L. Garrison would consent to a re-election to the position they would not permit their names to be considered.

S. M. Dalzell presided and Mr. Garrison was unanimously re-elected to serve his fourth term as president of the organization. The other officers elected unanimously were as follows: Vice-president, J. A. Agee, Chicago; secretary-treasurer, E. T. Bent; recording secretary, C. L. Scroggs.

The commissioner of the association has been serving since last May by virtue of his election a year previous to that time, owing to failure to hold a meeting then. The matter of electing a new commissioner came up for consideration. Herman Justi was nominated for the position and was re-elected, several votes being registered in the negative owing to the increase in the expenses of this department of the organization's affairs.

The association then confirmed the election of the members of the executive committee, the following districts having reported their nominees:

First District—H. N. Taylor, Chicago; A. L. Sweet, Chicago; S. M. Dalzell, Chicago.

Second District—Michael Kelly, Danville; J. H. Garaghty, Chicago, and W. G. Hartshorn, Danville.

Third District—H. C. Adams, Chicago; D. D. Shumway, Springfield, and Lee Kincaid, Athens.

Fourth District—Silas A. Shaefer, Assumption; F. W. Lukins, Virden, and Walter Puterbaugh, Pana.

Fifth District—E. C. Donk, St. Louis; J. C. Muren, St. Louis, and A. J. Moorshead, St. Louis.

Sixth District—C. C. Davis, Centralia; W. H. Greenwood, Du Quoin, and F. D. Secor, Odin.

Seventh District—Judge J. J. Parrish, Harrisburg; M. C. Wright, Cairo, and J. D. Peters, Herrin.

Eighth District—Richard Newsam, Peoria; G. W. Traer, Chicago, and Robert Lee, Rock Island.

Ninth District—Randolph Smith, Flora; Joseph Lumaghi, St. Louis, and B. F. Bush, St. Louis.

Recording-Secretary C. L. Scroggs made his annual report, showing that there had been an increase in the membership of the association from 175 to 207 companies during the year, and an increase in the number of mines represented from 250 to 307. The increase in tonnage represented by the increase in membership amounted to approximately 4,500,000 tons of coal.

A committee appointed with G. W. Traer as chairman to report on employers' liability insurance submitted suggestions as to reasons for forming such a company and the plans that might be adopted. A part of the report follows:

First—An arrangement under which the coal miners, either individually or as an organization, and the coal operators of Illinois should jointly pay indemnity in all deserving cases regardless of legal liability. This plan

has been in satisfactory operation with certain railroads, and has been thoroughly tested in England. The advantages claimed for this plan are:

(a) The same cost to the coal operators would afford succor to twice as many unfortunates.

(b) The miners and their organization, instead of promoting casualty litigation, would be working harmoniously with the operators in defense of the fund. The only objection to this plan is that neither operators nor miners are ready for it at this time.

Second—A coal operators' mutual insurance company, conducted by a separate department of our state association or otherwise. This plan has many things in its favor and in view of the success of our fire insurance company, would naturally commend itself to us. Apparently the statutes make this impossible without each company being liable for an unknown amount in excess of its annual premiums. This also seems to be true in the state of Indiana. Apparently the existing legislation was cunningly devised in the interest of those foreign insurance corporations. If this plan were to be favored apparently the only recourse would be to go to the legislature for relief.

Third—To organize a stock company. To do this would require not less than \$200,000 paid in in cash, to be invested in approved bonds and stock—\$100,000 of such bonds and stocks to be deposited with the state superintendent of insurance. The question is as to whether \$200,000 can be raised for such purposes and whether the conditions justify it.

Fourth—Give the bulk of the insurance of the state to some responsible company offering the most favorable terms—saving such company all commissions and expense of solicitation and, if necessary, aiding such company in eliminating unsafe risks and enforcing legal and other necessary safeguards. A committee consisting of Capt. T. H. Lennon, G. W. Traer and J. H. Garaghty was appointed to carry out the instructions of the committee.

Following adjournment at noon the matter of changing the location of the offices of the association came up for consideration. It was moved that the location be changed to Springfield beginning May first. This motion was amended to remove the offices to Peoria. There was considerable discussion of the subject, after which the roll was called on the motion to remove to Peoria. The result of the roll call showed eighty-one votes against and sixty-eight votes in favor. When the result was made known, by viva voce vote it was decided to remove to Springfield May first, after which date the office of the organization will be located in that city, according to instructions from the association. It is not the intention to retain any office in Chicago.

Commissioner Justi on Monday night gave a dinner at the Union League in Chicago, including the present and some of the former officers of the association, the executive committee, and others. There were about forty guests at this dinner and a number of speeches were made. J. B. Cavanaugh, of Chicago, presided as toastmaster, and one of the features of the evening was the presentation of a loving cup to President O. L. Garrison of the association. The presentation speech was made by Harry N. Taylor and was replied to feelingly by President Garrison. Nearly everyone present was called upon to make an impromptu speech or to contribute to the pleasure of the occasion. The loving cup was a worthy remembrance of the efficient service rendered the coal operators of the state of Illinois by the president of the organization who has served longest in that capacity.



THE BLACK DIAMOND IS THE OFFICIAL NEWSPAPER OF THE FOLLOWING ASSOCIATIONS:

The Illinois Coal Operators' Association

President, O. L. Garrison, St. Louis, Mo.; Vice-President, Jos. A. Agee, Chicago, Ill.; Secretary-Treasurer, E. T. Bent, Oglesby, Ill.; Recording Secretary and Secretary of the Commission, C. L. Scroggs, Chicago, Ill.; Commissioner, Herman Justi, Chicago.

The Indiana Coal Operators' Association

President, J. C. Kolsem, Terre Haute, Ind.; Secretary, Philip Penna, Terre Haute, Ind.

The Iowa Coal Operators' Association

President, C. H. Morris, Des Moines, Iowa; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa, Iowa; Treasurer, T. W. Carpenter, Des Moines, Iowa; Commissioner, John P. Reese, Albia, Iowa.

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BECAUSE the wholesale price at New York is two dollars lower than the retail price at Boston, a "wise" Boston editor sagely remarks that coal consumers are being robbed. Tut! tut! Because wood pulp only costs \$15 per acre in New Hampshire is no reason why wooden thoughts printed on the same pulp in Boston should be sold for less than a penny each.

CAN YOU make head or tail of this: "Commencing January first, the Pennsylvania railroad will eliminate the jobber and sell hard coal direct to the wholesalers." Honestly, although you may think it is a joke, this is reproduced verbatim as it appeared in a Detroit paper, and they were in sober, serious earnest about it. Evidently Detroit editors have a new definition for "jobber" which does not apply to wholesaler.

LAST YEAR coal constituted nearly sixty per cent of the total tonnage carried by the American railways. It probably accounted for nearly sixty per cent of the gross profits of the American railways. For that reason the complaint of a coal shipper when it is based on legitimate and reasonable grounds ought to receive more attention from railroad officials than when from any other source. Does it?

A Merry Christmas to You All.

The Christmas season is always significant of good feeling. The spirit of the Christian observance of this day must create, if one is open to any sentiments whatever, a feeling of more kindness to all mankind than prevailed all the rest of the year. The scriptural admonition of "Peace on earth, good will to men" seems to be the very essence of the Christmas holidays. It is rampant in the spirit of giving. Many of us are prone to grumble, because each Christmas brings with it an increasing burden of gifts. In all probability this very occasion, surrounded with these conditions, at which we grumble, is working out the betterment of all earthly humans. On 364

days of the year selfishness rules. It rules in business, in society, and too many times in the church. It is well, then, that on one day out of this large number this trait of human character which predominates so largely every other day should be relegated to the place where it belongs. On one day of the year all of us should forget self; we should give freely; and if we do this, with the spirit of the Biblical admonition quoted above in our hearts, we will be much the better for it and the world will be much the better for our having lived.

The spirit of peace and good will will prevail this Christmas in the coal industry to a larger extent than in many previous years. There are few strikes in the land. In most of the producing fields there is peace and quiet; the employer and the employe are getting along with less friction than usual; there is less bloodshed in the fields where there are strikes than there has been on some previous occasions. Let us hope that the industrial progress will continue and a year hence there will not be a coal mine in the country where other than good will prevails on Christmas day.

A retrospective glance will possibly show to coal men that they have not earned as large profits this year as some previous ones, nevertheless money is not the only essential to the best observance of the coming holiday. A good heart, a clean conscience, a regard for honesty and probity, a right attitude toward our fellows, all contribute more to the peace of Christmas than anything else. They are to be desired if we enter into the spirit of the occasion as it was intended by Christ it should be entered into.

We know that most of the readers of THE BLACK DIAMOND during the past year have earned title to these human attributes. There are probably some in the coal trade who are not readers of THE BLACK DIAMOND who have also earned title to them. To all such, to all branches of the coal trade, to the operators, the shippers, the retailers, the miners and their employes, we extend the season's greeting, with the hope that they will enjoy many more Christmas holidays as thoroughly as they will enjoy the one tomorrow.

A Medal for the Black Diamond.

The official award committee of the Louisiana Purchase Exposition has awarded THE BLACK DIAMOND the silver medal as the best coal paper published in the United States. The publishers of THE BLACK DIAMOND, like the publishers of all other coal papers, mailed a copy each week to the mines and metallurgy palace, where it was placed on file with other coal papers. This great victory is a most welcome one and shows that merit was fully appreciated by the official award committee of the exposition. Coming from an entirely disinterested and impartial source, however, the victory was all the greater and must stand as an evidence of the judgment passed upon the coal papers of the country by the outside world. In its field of industry, THE BLACK DIAMOND has long been recognized as practically the only coal publication with originality and of value. This is testified to by its increasing patronage as an advertising medium, which is always the truest index to the quality of any newspaper, and by the great increase in its subscription list. It publishes twenty per cent more advertising than its nearest competitor and fifty per cent more than its next competitor. The award of the medal to THE BLACK DIAMOND was made because of merit. The increase in the business of THE BLACK DIAMOND is due to the same cause—merit.

We wish we might impress this upon the minds of the publishers of some of the other coal papers now in existence. We think if we could, the whole field of coal trade journalism would be vastly improved. A poor, miserable western coal paper is trying to make a living by a system of forcing all who sell machinery and other supplies to the coal operators of a certain state to advertise in its columns. Its doom has already been written. Only merit will win.

Another poor effort in the same line writes buncombe all over itself with every convolution of its gray matter. It deals in glittering generalities and bluff as to its circulation. Only merit will win. Bluff and buncombe do not obtain medals from an impartial, honest tribunal, such as that which has decreed THE BLACK DIAMOND to be the best coal newspaper published in the United States.

The Fairmont Coal Co., of Fairmont, W. Va., recently secured control of the Pittsburg & Fairmont Fuel Co., also of Fairmont, by a purchase of the majority of the capital stock of the latter company. The Pittsburg & Fairmont Fuel Co. has an authorized capital stock of \$2,250,000, and has until recently been under the control of Archie Brown, of Rogers, Brown & Co., of New York city. The company has nearly 18,000 acres of coal lands on the Monongahela river, on the West Virginia shore line of the Baltimore & Ohio railroad. The new directors and officers are C. W. Watson, J. H. Wheelwright, Oscar G. Murray, George F. Randolph, representing the Baltimore & Ohio's interests; Anderson Fowler and Arthur W. Fowler, of New York; S. L. Watson and V. L. Hughland, of West Virginia. C. W. Watson was chosen president; J. H. Wheelwright, vice-president; S. L. Watson, treasurer, and T. K. Stewart, secretary.

Reports from Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK, N. Y., Dec. 22.

The anthracite coal market is decidedly stronger than it has been at any time during the season and urgent orders are coming to shippers in larger numbers than can be filled promptly. This is not an unnatural condition, when it is considered that the continued cold weather and snow are making rapid inroads upon the consumers' stocks which in many cases were not as heavy as in former years, by reason of a belief that values would remain unchanged, having no fear of any shortage in the supply during the season, which has in consequence imparted a stimulus to the demand that is keeping shippers quite busy to get the orders out of the way. While there is no particular disturbance as to this demand, the fact that the present shortage is causing such diligent inquiry and pressure for delivery, is probably due to dealers being out of certain sizes that are short in the market, though they still have an abundance of other sizes.

In some localities in the line trade and the embargoed territory, there is considerable demand for coal to go forward at once to meet the requirements that have developed there where shortages are reported, and dealers in those sections are keeping shippers busy responding to a flood of letters and telegrams received daily with reference to getting the coal forward which has been ordered. This situation has been most acute in the New England states. Embargoes on all-rail shipments continue, except by the Albany route, which was opened in a small way, and the little tonnage that is creeping through via the bridge. While a large percentage of the coal orders for this territory are now going forward by tide shipments to sound ports and from there by rail, the great shortage of cars on the New Haven road is delaying movement to destination and the harbor ports are becoming badly congested with loaded coal vessels which are unable to discharge owing to lack of harbor facilities and the inability of the railroad to furnish cars for the same, making dealers apprehensive as to their future supplies.

Market on Anthracite Continues Very Firm.

The market maintains a firm tone at all points, partly on account of the healthy demand and partly due to the general shortage of cars and slower transportation since the heavy storms, reducing somewhat the shipments from the collieries which now are at a point where a further curtailment might be seriously felt. The tonnage is not likely to show any increase for the next week or two, with the usual idle time over the holidays at the mines, and producers will be fortunate in maintaining it on the present basis. This restriction, augmented as it has been during the last week or two by the cold weather freezing the finer sizes in cars, similarly affecting the production at the washeries, is likely to curtail shipments to some extent and may result in a considerable proportion of these coals being drawn from stocks. The opinion also prevails that with a continued shortage of soft coal in the market, a stronger demand for steam anthracite sizes must follow and producers are governing themselves accordingly, as certain grades are not available in large supplies at present.

The Atlantic seaboard bituminous trade shows considerable strength, produced not alone by an increased demand but by the inclement weather which has depleted the car supply and affected transportation to a point where the trade is actually short of coal for current requirements. The car shortage which has been inadequate to the needs of shippers for several weeks, has been even worse during the past week, while transportation is decidedly slower on all lines to tidewater ports. This has produced a shortage of coal in all the markets and naturally prices have advanced in accordance with the stringency. The railroads are not promising immediate improvement in the car service to an extent that shippers would like, but it is thought that as soon as the present ice and snow conditions are overcome along the lines of the different roads, things will improve in part, although with the holiday season approaching, with its usual effect upon production and shipments, nothing great can be expected. Prices for coal have advanced during the week and it is not unusual to hear \$3.00 being quoted for ordinary steam coals, and the supply is not any too great at that. Little talk has been heard as yet concerning the coal prices for next year, though this matter will likely receive some discussion with the new year through the Coal Association, which generally takes up the question about that time. The loading ports report the coal as badly frozen in cars, which is delaying to a great extent the discharging into vessels.

Eastern Bituminous Trade On Strong Basis.

In the far east, trade is active and is calling for much coal, while coastwise freights are advancing. This territory is thought to have fair stocks on hand, yet on account of the very short water supply for power use, the coal consumption is greater than usual and consumers are endeavoring to keep their stocks of coal up as much as possible throughout this locality, though they are suffering less from shortages than elsewhere and their fear of a serious shortage is due probably more to a possible advance in coastwise freights before long, which would materially affect their shipments on these orders. Trade along the sound is active and demands a tonnage of larger proportions than generally allotted to it, with a desire on the part of every one to put into stock the coal that should have been accumulated earlier in the season when business was slack and plenty of coal was available. Where this occurs, shippers are not so much inclined to help them out as they are those who took their monthly tonnage regularly all through the summer season.

Considerable congestion of coal at the discharging ports is reported, due to the inability of the railroads to provide the necessary cars to move

it to destination at inland points. The embargoes on all-rail coal delivery having increased, tide shipments are accentuating the stringency at the moment. New York harbor is in need of considerable coal and prices are fairly strong and advancing. The poorer grades are selling at \$2.75 f. o. b. this harbor and better coals range up to \$3.00 and over with no stocks of any amount available. The all-rail demand is large and prices firm, though producers are endeavoring to curtail it as much as possible to allow of larger shipments to tide.

The car supply is very short on all the roads and has been affected by the bad weather. The embargoes in the all-rail business to New England continue, and it looks as though that locality would have to take its tonnage via tide. Transportation has fallen off badly during the week, but at this writing slight improvements are showing. In the coastwise trade, vessels are not in good supply, but the demand for them is not large. Freight rates from Philadelphia are as follows: Boston, Salem and Portland, seventy cents; Providence, New Bedford and the sound, sixty cents; Portsmouth and Bath, seventy-five cents; New York rates to around the cape are quoted at sixty cents.

Buffalo and the Great Lakes Trade.

BUFFALO, N. Y., Dec. 22.—(*Special Correspondence*).—Everybody connected with the coal markets reached through this distributing point is on the jump this week. Operators and mine representatives are keeping the wires hot between here and the mines, calling for coal; jobbers, with the echoes of a consumer's voice in their ears, are frantically begging for some of their orders to be filled, and consumers who were almost unapproachable last summer by the salesmen are now hunting up the dealers, telling sad stories of the depleted condition of their coal larders. Such is the situation, especially as regards bituminous coal. The car supply is an important factor in a rising market.

In the anthracite market the shortage of cars, both at the mines and at Buffalo, is the main feature. The situation at the mines seems to be due to the delays in returning empty cars, they being held many times for loads. This shortage is reported by one sales agent to be such that at times his company has had no cars at the mines. It is a question, however, whether the sales agents could take care of the coal if it came to them in greater volume. The shortage in the car supply limits the orders which they can fill. The situation certainly has not improved since last week. The roads running west are moving more freight now, owing to the close of navigation on the lakes and as a result the number of cars used for coal is becoming limited. The good business conditions generally, the delays due to the winter weather, indicate that the car supply will be limited for some time.

The demand for chestnut coal continues to be very heavy, heavier, it is thought by the local men, than ever before. The reduction in the price of pea coal has noticeably increased the demand for that size and it now looks as if it would accomplish partially its purpose to relieve the pressure of the demand for nut. Pea, mixed with nut, is now being suggested, and seems to have been taken up to some extent.

Market in Bituminous Trade is in Good Shape.

The situation in the bituminous trade is marked by an increasing demand, a scarcity of coal and better prices. It is recognized, however, that the car shortage situation is the main cause of the better prices. It was expected by some that, with the close of navigation, the cars that had been running between the mines and the lake ports would be turned into the regular rail trade. But they seem to have disappeared from view, so far as this market is concerned. The explanation of their present use is not hard to find, however. Owing to the big iron and steel trade, the demand for ore at the furnaces is heavy and many of the coal cars are engaged in moving this ore from the lake to the furnaces. The iron and steel trade also requires more cars in which to ship those products and gondola cars are used for that. Those requirements have taken practically all the cars that carried lake coal.

With the same supply of cars that they have had, dealers are trying to supply an increased demand. Those who have made contracts find that coal is being taken very heavily on them now, making up for lost time in the summer. Other consumers are using more coal, owing to the weather.

River coal has shown noticeable improvement since last week. Mine run is bringing \$1.00 per net ton, f. o. b. the mine; three-quarter, \$1.10 net and slack, 70 cents. This advance is due to the car shortage, partially. Another reason, which must also be considered, is the closing down of some of the mines on account of the continued drouth. River coal in the east is bringing an excellent price, much in advance of the price here. The prices quoted at this point are \$1.25 per gross ton for mine-run and 90 cents per gross ton for slack. This is a big advance over what it has been and there is promise of better prices in the local market.

In the opinion of many jobbers, there is no use taking orders for Pittsburg coal, because they can not get it to fill them and orders are actually being turned down. Pittsburg coal in gondola cars brings any price, almost. In hopper cars the price is rather unsettled as there are so many who will not quote on this coal. Three-quarter coal brings \$1.25 f. o. b. the mine, however.

The situation in the coke market resembles that in the coal market, except possibly that the features are more exaggerated in the former. The price of a car of coke is not determined until the car reaches here and then largely by what price the jobber wishes to ask for it. One consumer

called up a local office by telephone and asked quotations on two cars of coke. "Five dollars, at the bridge," was the answer. "I'll take them." This is selling coke at \$3.00 f. o. b. the ovens.

Large Company at Buffalo in Hands of a Receiver.

The expected failure of the Donnelly & Dunham Co., prominent coal shippers in this city, came last week. W. J. Dunham, for the company, went before the bankruptcy court and voluntarily asked that a receiver be appointed. The action has been talked of for some weeks, in fact, since the failure of the Donnelly Contracting Co., in which some of the same interests were involved. According to the statement filed in the court, the company has liabilities of \$168,130, of which \$125,000 are unsecured, and assets of only \$103,000, consisting of mining stock, horses and wagons, etc., and outstanding accounts. Tracy C. Becker, of this city, was appointed receiver for the company, and he is now engaged in the work of straightening up the books. It is understood that a permanent trustee will be appointed. Mr. Becker was instructed by the court to carry out the necessary business of the company with the least possible expense. The failure was assigned to slack business during the summer and fall. The contract for supplying the almshouse with coal was assigned to E. L. Hedstrom & Co.

Who will be next, is the question that is on the lips of all the bituminous coal men now, owing to the number of new firms and dealers who have opened up offices here recently. This week's record includes the resignation of F. G. Michels, sales agent of the Western Pennsylvania Fuel Co., to go into business for himself. Mr. Michels, although a young man, has had considerable experience in the coal business and is well known in local coal circles, with which he has been connected for a number of years. Before occupying the position which he has just vacated he had a similar one with the Coalale company here. Mr. Michels expects to be located in the Prudential building, the hub of the trade. Vice-President Henschley is in charge of the local office.

N. H. Jewett, formerly of the firm of Ross & Jewett, who has opened an office of his own, has taken in with him a brother-in-law from the west, Gordon C. Wilson. C. T. Faulkner, who was acting as salesman for Mr. Jewett, has resigned.

Boston and the New England States.

BOSTON, MASS., Dec. 23.—(Special Correspondence.)—Anthracite coal is in better demand throughout the New England territory than has been the case so far this year. While the larger requirements are still confined to the retail markets and consumers are urging delivery on orders to the discomfort of the dealers, there is also more business developing in the wholesale trade. Most of the demand comes from the inland all-rail points which have been embargoed by the railroads for several weeks past and the inability in getting coal during this period of time is causing a great deal of uneasiness and in some cases distress on account of an actual shortage in bins. Within a few days a little coal has been permitted to run through via Albany and also the bridge, but is entirely inadequate to the needs of the trade and efforts have been made during the week to increase the delivery by water and rail from the sound ports. This, however, has not proved entirely satisfactory owing to a dearth of cars available at the loading ports, causing considerable congestion by the large arrival of vessels at the docks, seriously delaying them, as also the coal in making destination. The New Haven road, not having improved its facilities to handle the coal product now moving to the water ports, is giving shippers at these points a great amount of trouble in the handling of it and demurrage charges on it are accruing. Connecticut points seem to be the most needy at this time and are also the most persistent in demanding shipments, though farther east dealers report shortages and a considerable tonnage is booked from that direction. Prices are well maintained on all grades and one hears of no deviation from list figures even on individual coals. In this city things are slightly quiet at wholesale and will likely continue so until the stocks are further reduced by consumption.

The bituminous market is much stronger than it was and is gaining more strength every day now that better weather conditions prevail. In some places there are shortages reported due to uncertain delivery by reason of interruptions to transportation, all of which is adding zest to this business. Everybody is apparently desirous of putting in an extra cargo or two for future stocks in case of any possible restrictions to a free delivery. In some instances, too, tonnage is being accumulated with the idea of reducing the total cost on stocks through the low ocean freight rates, which continue, as it is thought they must shortly show an advance owing to the bad weather, and if this does not occur many of them are liable to go on to off shore business or tie up for the winter. A fair tonnage of soft coal is being received at most ports, considering the short car supply at the mines and the longer time it takes to reach tide ports and none of the coastwise consumers is in pressing need for coal. The consuming trade at inland rail points receiving shipments direct from mines, or water and line, is the more anxious buyer at this time and is making strenuous efforts to get forward the coal, but the conditions surrounding it are such that little speed is made in its delivery. Cars on the New Haven continue short and no improvements are promised for the present. Prices are firm and slightly advanced. No spot coal is being offered and this is helping materially in that it strengthens the faith of the buyer for even better things. The vessel market is easy, though vessels are not plentiful. Freight rates are about 70c to Boston from all the lower ports, and 60c from New York harbor.

Development work at the new mine at Atchison, Kan., is progressing rapidly and fifty tons of coal per day are being taken out. The wagon scales are nearly completed and it is said that this will be one of the best equipped mines in that section.

Annual Meeting of New York Coal Association.

The annual meeting of the New York Coal Merchants' Association, held on Monday of last week, at the Coal Exchange building, New York city, for the purpose of receiving the report of the executive committee and that of the commissioner, which was made a part of it, proved to be of unusual interest as showing the results accomplished by the association the past year. The efficient work in this connection, on the part of Commissioner J. Samuel Smoot and the committee, is revealed in the great fund of information and the variety of the data which the report contains. It is voluminous, comprehensive and replete with information of things pertaining to the coal trade and reflects great credit on the executives of that organization. The report shows that one of the greatest accomplishments during the year was the concession from the New York Fire Insurance Exchange of a reduction in fire insurance rates of about one-half the cost which formerly obtained. The fire insurance companies have heretofore always included in their coal risks the consuming plants, such as factories, manufacturing establishments, etc., which largely use bituminous coal. They are more liable to fires from spontaneous combustion, thus making the fire losses in the aggregate comparatively high, while the losses sustained by coal dealers were practically nil. Realizing this unfairness, the association proceeded to seek relief from an evil which has burdened this industry for many years and a petition was sent to the insurance exchange requesting a reduction of rates on the ground that they are unfair when compared to the actual yearly losses by fire in the trade. It was in part as follows: "The property of the coal trade in New York city is not adjusted fairly when estimated in its risk of possible losses, with any outside interests, which simply means that this industry is being charged with fires that occur from spontaneous combustion of soft coal in the vaults or factories where it is allowed to remain undisturbed for months at a time and is exposed to bad weather, which has a tendency to bring this about. Many places where coal is stored are inappropriate and do not provide the proper precautions against fire, being in close proximity to other property and great damage is frequent."

Attention is called to the fact that the entire trade of Manhattan and the Bronx paid to insurance companies last year \$33,000, or an approximate total of \$330,000 during the past ten years, to cover a total fire loss of \$10,000 for that period, \$7,000 of which was not covered by insurance, leaving but a paltry \$3,000 for the insurance companies to pay. In other words, the insurance companies received \$330,000 less the \$3,000 they reimbursed to the entire trade by reason of fire losses.

Insurance Profits on Yards Shown to Be Large.

Brooklyn showed a much higher fire loss in the same number of years, owing to the lack of facilities for fighting fire and the short water supply. But conditions have recently improved and now compare favorably with those prevailing in New York city. The percentage of losses by fire in the different boroughs is shown by actual figures to be so small that it makes it appear on the part of the dealers like a luxury and they considered insuring themselves. The percentage of losses paid in the past ten years in Manhattan and the Bronx is 1 1/100 per cent of the premiums; in Brooklyn, 44 57/100 per cent of the premiums, and the average amounts to only 19 11/100 per cent; in other words, the insurance companies have had a clear profit of 98 99/100 per cent out of the insurance written in Manhattan and the Bronx, and 53 43/100 per cent in Brooklyn, an average of 80 89/100 per cent together. The total amount of insurance carried by the three boroughs is \$3,600,742.67 at present, on which annual premiums of \$54,011.14 are paid. The paid fire losses in these boroughs during the past ten years amounting to \$103,217, of which Brooklyn received \$99,940, makes the percentage of paid loss to paid premiums 19 11/100 per cent, Manhattan and the Bronx showing 1.01 per cent. It is evident from these figures that the coal trade was paying entirely too much for its insurance, but was not aware that within the last ten years it had paid from its profits for this purpose \$325,554.

Confronted with these facts and figures the Fire Insurance Exchange notified the association a week ago that the rate of insurance on coal and coal property in New York, including Brooklyn and Jersey City, will be reduced to seventy-five cents per \$100 where all anthracite is carried, and where the soft coal carried in stock does not exceed ten per cent as compared with anthracite, \$1.00 per hundred is the rate. In yards on which there are no restrictions and coal exceeds these figures the rate advances to \$1.50. The old rate was \$1.50 as a minimum and up to \$2.25 where soft coal was carried, showing a reduction of about fifty per cent under all conditions.

The amount of data compiled in connection with this work necessary to satisfy the insurance companies developed many facts and figures of great interest to the trade. There are in Manhattan and the Bronx, including also the Jersey City dealers delivering in New York city, 165 dealers, of which 125 are members of the association, and only six of the remaining ones can be considered as factors in the competition for trade, the others doing merely a peddling business. The stocks of coal in dealers' yards, including anthracite and bituminous on November fifteenth, this year, when the figures were completed, showed a total tonnage of 421,937 tons, of which 408,156 tons was anthracite and 13,781 tons soft coal. This includes Astoria, L. I., and the Jersey City yards, delivering to New York, the latter carrying only 38,930 tons. Manhattan and the Bronx had in stock 195,266 tons of anthracite and 6,718 tons of bituminous; Brooklyn had 181,023 tons, of which 5,843 were soft coal. The average, therefore, of bituminous to anthracite in the entire metropolitan district is only 3.38 per cent.

The report also states that the shipping capacity of New York harbor, from the Amboys to Weehawken and Edgewater is 75,000 tons daily. The consumption of coal for domestic purposes is estimated at 3,000,000 tons of domestic and 5,000,000 tons of the anthracite small sizes, and bituminous coal for steam purposes, while the consumption of the other boroughs, including Jersey City, brings it up to about 14,000,000 tons. One of the strong features of the association is its collection department, which has made an excellent record during the year, rather indicating that credits are improving in this city.

Eastern General and Personal Notes.

A. J. Porter, who has been identified with the Western Maryland railroad in the office of H. G. Clark at Baltimore, will succeed J. E. Davis as general manager of sales at the New York office of the Davis Coal & Coke Co.

W. W. Lynn, line sales agent of the Philadelphia & Reading Coal & Iron Co., has been indisposed during the past week and is confined to his home. He is said to be improving steadily and expects to be out again in a few days.

A meeting of the directors of the Temple Iron Co. was held in New York city last week. No new matters came before the board and only routine business was transacted. President George F. Baer and Vice-President C. E. Henderson, of the Reading, attended the meeting.

Capt. F. H. Murrell, president of the Murrell Coal Co. and the John Morrison Co., of Boston, Mass., sailed on Saturday last via the steamship Lucania for Liverpool, England, to remain abroad until January eighteenth. The captain goes on a business trip in the interest of the coal companies.

The Consolidation, Fairmont and Somerset coal companies have established offices at No. 902 Chapel street, New Haven, Conn., with A. S. McQueen, formerly salesman at the New York office, in charge. This is in line with the progressive policy of the sales management of these companies in developing their field of operation by providing increased facilities.

Many friends, both east and west, will be pained to learn of the serious illness of John Y. Hite, of Hite & Rafetto, Philadelphia, at the mine of the company near Fairmont, W. Va. Mr. Hite was stricken with typhoid fever while at the mine last week and has been most seriously ill, his temperature having been very high. His recovery is hoped for, but his condition is critical.

W. W. McGuffin, of Sewell, W. Va., who is interested in the New River coal operations of the New River Coal Sales Co. at that place, spent several days last week in New York for the purpose of meeting his cousin, Colonel McGuffin, on his arrival at this port. Colonel McGuffin is also identified with the above interests at Sewell, W. Va., and went abroad in July last to enjoy a rest and to tour the continent.

The tug Elmer A. Keeler, of the E. A. Keeler towing line, recently launched, made a record trip to New Haven last week, substantiating the faith the owner had in her speed. With four barges in tow, carrying three to four thousand tons of coal, she made the run from the Battery to New Haven, a distance of seventy-five miles, in thirteen hours. This is fast going for a heavy tow, the usual time for the trip being eighteen hours.

Daniel F. Connor, sales agent for Whitney & Kemmerer, returned the first of the week from a four days' business trip on behalf of the company to Philadelphia, Baltimore, the mines in Somerset county, Pennsylvania, and West Virginia. He reports a considerable shortage of cars and prices on spot coal uncertain, varying from day to day according to the needs of the buyer. The firm is moving a fair tonnage through their regular channels, but takes no interest in the speculative features of the market.

W. B. Kerr, son of James Kerr, president of the Beech Creek Coal & Coke Co., has become identified with this organization and is serving in the capacity of salesman. He has just returned from his first trip on the road through Pennsylvania and says he likes the business and will devote his efforts to acquiring a full knowledge of it. He is full of pluck and ambition, and having just been graduated from Yale University the past summer he should do well in his present undertakings, in which he has the best wishes of many friends.

The storm of Saturday and early Sunday, which raged up the Atlantic coast, almost became a hurricane, the wind reaching a velocity of sixty miles an hour, while the snowfall was particularly heavy along the southeastern New England ports, reaching a depth of nearly three feet, badly crippling the handling of coal cargoes, driving many vessels into harbors for safety and disabling others. Vineyard Haven, usually a place of safety for vessels, proved a trap. The northeast gale, blowing directly into the harbor, tore fifteen schooners from their moorings, sent them adrift through a fleet that filled the basin and finally drove them ashore, though, fortunately, on soft bottom.

F. M. Ramsey, who was chief clerk and assistant to L. A. Hickley, Philadelphia sales agent of the Davis Coal & Coke Co. for several years, succeeds the latter as sales agent at that office after January first, 1905. Mr. Ramsey is still a young man, though he has been identified with coal trade for six years, entirely in the employ of the Davis company, having served in all departments from stenography up, giving him a thorough knowledge of the trade and ably fitting him for the position to which he has been advanced. He is a native of Philadelphia and has a wide acquaintance in social and business circles. His general popularity will undoubtedly serve him in fulfilling his new duties.

H. G. Brown, formerly with the Davis Coal & Coke Co. at the Baltimore office, and for the past two years sales agent in the same city for Hite & Rafetto, of Philadelphia, and G. P. Spates, Baltimore sales agent of the Davis Coal & Coke Co for many years, have resigned their positions and will enter upon a business career jointly on their own account in the coal trade. It is not yet determined under what title they will operate, but the name Maryland Coal & Coke Co. has been suggested as likely to be used. They will open offices in the Union Trust building on January first, 1905, and their principal efforts to build up a large trade will be chiefly in this territory for the present. Both are well known in the trade and have the best wishes of their friends and associates in their new venture, it being predicted that they will meet with unqualified success by reason of their experience, energy and personal popularity. Mr. Brown has been identified

with the coal trade for a number of years and is very familiar with all its details and conditions, while Mr. Spates has served the Davis Coal & Coke Co. for twenty-one years, being next oldest in service in that company to F. S. Landstreet, the general manager, who has been with it for twenty-four years.

James Kerr, president of the Beech Creek Coal & Coke Co., met with a painful accident on Tuesday night of last week in his attempt to catch a Twenty-third street trolley car in New York city on his way to the train for Clearfield, Pa., which will confine him to his home for at least two weeks and make life uncomfortable for even a longer period. While attempting to board the car, after several had passed him without stopping, this one waited only long enough to permit him to get one foot on the platform when it suddenly lurched forward, throwing him heavily to the street. He at once discovered that he had suffered a serious injury to his right arm. A physician was immediately brought to attend him and he was taken to his home, where the doctor pronounced it a dislocation of the elbow. Up to Sunday Mr. Kerr suffered great pain, and, deciding something was wrong, he immediately sent for his own physician, who soon discovered that it was a fracture and not a dislocation, as had been supposed, changing the treatment accordingly. Mr. Kerr is now improving as fast as possible and hopes by a week from today to be able to get out, but must necessarily carry the arm in a sling for at least a month, and it may be a source of pain for even a longer period.

President Mellen, of the New Haven railroad, in defense of the criticisms of the press, which predicted a possible coal famine in New England territory, unless freight traffic to it is shortly relieved, says: "There is no danger of any famine and no danger of any less quantity of coal being shipped into the territory by way of the New Haven system than in previous winters." He also gives some data of shipments in this connection which are of interest. "In the month of November the New Haven road received from connecting lines 184,106 tons of commercial coal, an increase of 62,807 tons or fifty per cent over November last year." During the first two weeks of December the road has taken from contributing lines forty-five to fifty per cent more all-rail coal than for the same period in December, 1903, and will undoubtedly continue doing so throughout the entire winter. He also says consignees are receiving from fifty to sixty per cent in excess of the amount of coal shipped them last winter. It is not surprising to the trade that the New Haven line wants all the coal for transportation that can go to that territory all-rail, but through its inability to handle the cars promptly and return the empties connecting main line roads refuse to allow consignments of coal in that direction when congested traffic conditions prevail.

A Suggestion to the Wholesaler.

In view of the many controversies that have arisen during the past summer over the differences between the mine weights and those obtained by the railroads when coal is weighed in transit, it behooves both wholesalers and retailers to try and adopt some plan which will do away with much of the controversy which arises largely from a difference between the stenciled weights and the actual weights of the empty cars. While the western railroads are now engaged in restenciling their cars the task is an immense one and will take considerable time. In the meantime we should do all we can to simplify this matter.

A small mining company in Iowa has adopted a plan which is very simple and if generally adopted will do much to help out both wholesalers and retailers. It has been practically a universal custom of the shippers to notify consignees of the shipment of coal on a postal and the net weight only being given.

This Iowa concern has changed this form and prints across the postal the long way like this:

_____ 1904.

CAR INITIAL	CAR NUMBER	GROSS WEIGHT	ACTUAL TARE	NET WEIGHT	STENCIL WEIGHT

Dear Sir: The above car of _____ coal was billed to you today at _____ and car loaded as shown above.
Very truly yours,

Above weights given all settlements.
If the retailer has this postal in his possession when car arrives, and finds a difference in the railroad and mine or dock weights and the local agent will put the gross, tare and net weights on his expense bill, he can then take such action as he deems best to correct the error.
The above plan is respectfully submitted for the consideration of the wholesalers.
Le Mars, Iowa, December 22, 1904.

Dealers Hold Mid-Winter Meeting at Milwaukee.

A most enthusiastic mid-winter convention of the Illinois and Wisconsin Retail Coal Dealers' Association was held Thursday and Friday of last week in the Plankinton hotel at Milwaukee, Wis. The attendance was large, consisting on Friday of over 150 members of the association from all parts of the two states. In addition to this attendance, which was the largest ever known at a mid-winter meeting of the organization there was a noticeable enthusiasm on the part of those present in participating in the proceedings. The shippers of coal from Chicago and Milwaukee were well represented and met on a common footing with the coal dealers from the country towns and cities of the two states. All the grievances between the wholesale and retail branch of the trade which have arisen were thoroughly ventilated during the meeting, and in all probability there is a better understanding among the two interests than has existed before in some time. Both understand the position of the "other fellow" better than ever before and each is willing to make due allowance, with the result that the trade will be benefited in many material respects as a result of the conference.

In the attendance many of the leading cities and towns of Wisconsin were represented, the dealers present coming from all parts of that state. In addition, Illinois was better represented than ever before, and most of the more northerly towns and cities had at least one dealer at the convention. Fully thirty coal men from Chicago, representing the shipping trade, were among those present.

The initial meeting of the convention was held on Thursday afternoon, when the executive board met, all present being asked to participate in the proceedings. A large number of matters of interest to the coal trade were taken under consideration. One of the most important of these concerned the efficiency of the Blue Book, and those who should be included in it as coal dealers. The discussion was warm at times, but served to bring out quite a number of ideas. One of the principal objections stated by some of the dealers to the Blue Book as at present published was by reason of the fact that names were included as coal dealers of those who only purchased a single carlot of coal at a time and made these purchases at long intervals. An instance was cited of where a small foundryman in an Illinois town purchased one or two cars of coke during the course of a year. It was agreed that he was, perhaps, entitled to purchase the coke at wholesale prices, but that he was listed as a coal dealer and during the winter was enabled to purchase one or two cars of bituminous coal at wholesale, which he peddled to his neighbors at prices which injured the local dealers. It was asserted that such a man was not a coal dealer and that those listed in the Blue Book ought to be bonafide dealers who bought and sold coal for profit. Those who purchased only one or two cars of coke a year, although they might be entitled to wholesale prices on such purchases, ought not to be given wholesale prices on coal.

Several similar complaints against the Blue Book were made by those present. It was complained that some of the names given were those of dealers who were dead, while others carried on the list of dealers had long ago retired from business.

In order to secure changes in the book which it was thought would be beneficial to the trade as a whole, it was determined to appoint a committee of three shipping agents and three retailers to call upon Colonel Sanborn, publisher of the Blue Book, and see what could be accomplished toward securing the desired improvements.

Discussion Concerning the Blue Book.

C. L. Dering, manager at Chicago for S. C. Schenck, agent of the coal department of the Delaware, Lackawanna & Western, pointed out deficiencies in the Blue Book, but suggested that local organizations and dealers in different towns and cities should aid the publisher in making it absolutely correct. He was of the opinion that part of the errors were due to the negligence of the dealers or owing to their failure to report changes when they occurred. Other speakers along the same line were Sidney P. Hostler, W. S. Harman and others.

Secretary Frank E. Lukens said that he had gone to considerable trouble in order to report changes in the Blue Book when they occurred, with a view to aiding the publishers in keeping the publication correct. Some of these changes, he said, had been acted upon, while others were ignored entirely. In some instances the publishers had refused to act upon the changes to which he had called their attention. In view of this condition of affairs it was decided to name a committee of six to take up the matter.

A large part of the afternoon was taken up with hearing complaints of members against various shipping companies. President Thompson, who was detained and unable to be present at the opening of the meeting had arrived during the discussion concerning the Blue Book, and he presided the remainder of the afternoon, Vice-President Frank Mosher relinquishing the chair to him. Secretary Lukens brought up the matter of complaint by calling attention to the fact that there were fewer than ever before in the history of the association, which was greeted with a round of applause. These matters were speedily settled to the satisfaction of all present.

W. B. Hawkins, of the C. Reiss Coal Co., of Sheboygan, Wis., was called upon to deliver an address upon the subject of unjust complaints of retailers against wholesalers, and delivered a very instructive talk along these lines. He named some of the unjust complaints which shipping companies frequently encountered and suggested as a remedy the appointment of an adjuster or arbiter to pass upon such matters and render a decision as between the shipping company and its customer. Mr. Hawkins brought out a number of important points in the course of his remarks.

C. L. Dering, of Chicago, spoke with some emphasis upon this subject and called attention to a number of complaints which had occurred. He suggested that the greatest number of complaints came from dealers in Minnesota and in Nebraska, and that these were the source of greatest trouble to the shipping companies. The increasing number of complaints, he said, merited a remedy which would be fair to both the shippers and the dealers.

One of the dealers brought up the question of maintaining prices on coal, and President Thompson was asked if anything could be done to maintain prices on such a basis as to provide a legitimate profit to the dealers. He replied that the general association could not take up this matter, as it was contrary to its constitution.

The further question was asked if the coal supply of a dealer would be cut off if he failed to maintain prices, to which President Thompson replied that no action would be taken, as it was against the law to do so.

The Session on Friday an Interesting One.

The most important session of the convention was held on Friday morning, by which time the attendance had been increased by nearly a hundred members of the trade. After the usual call to order President L. Waldo Thompson delivered his address, which proved most interesting to all present. It was as follows:

"Gentlemen of Illinois and Wisconsin, members and friends of the Coal Dealers' Association, with great pleasure do I stand before you this morning and express my gratitude to you for your magnificent response to the invitation to our semi-annual convention in Milwaukee. The Wisconsin end of our association is particularly favored by having the semi-annual held in our midst, and as Wisconsin is furnishing the association's president, your splendid attendance comes to me as a personal compliment of which I am not unmindful.

"My address to you this morning will have at least one point of merit, and that will be its brevity. I shall leave the report of the business and finances entirely to the secretary, and if my short address partakes too much of the nature of a sermon I beg to say that, like the beloved president of our United States, 'I shall not again accept the presidency under any circumstances,' and thus you see this will be my only opportunity to tell you what I think we may do both to better ourselves and our association. And I would first, last and all the time impress upon every coal dealer that anything which advances and strengthens the association advances and strengthens the dealer.

"Too many coal dealers throughout our state do business in towns and cities that have members in our association which give them the protection of the association without the small cost attached. I can hardly believe these men would continue the practice if they would look upon it as 'sponging,' which it unquestionably is. The average coal dealer, I think, is willing to pay for what he gets and would resent being considered an object of charity, yet you can not get around the fact that a dealer who does not support his association gets something for nothing.

Should Use Efforts to Increase Membership.

"Almost equally guilty are dealers who do not put forth every effort to get all the dealers into the association. If our association has the great strength it has, with seven hundred members, can you not see how infinitely greater its power would be with three or four times the membership? We don't want to say to producers and shippers, you must not ship consumers—we do want to be in a position to say, the hundreds of members of our association have invested their time and money in the retail coal trade, and it is to your advantage to do business with and through us. The producer is our friend and should be made a better friend. Can you think of anything which would insure such friendship as the doubling of our membership?

"So much the Coal Dealers' Association has a right to expect of the dealer. Let me preach for a few minutes on what the dealer has the right to expect of the association. And right here I am going to say that many dealers expect altogether too much of the association. The fact that the object of our association is to expand your trade by protecting members against illegitimate competition brings with it an opportunity for you to get prices that will allow you a fair profit in the business, but the regulation of prices is a matter which each individual must take care of himself. It is and must continue to be an absolutely local matter. The Coal Dealers' Association is not an association to name prices, neither is it a collection agency for commissions on irregular shipments.

"I have only one more feature to present to you and that is the benefit of 'getting together.' There are three ways of advancing on this line, and no one of the three should ever be neglected.

Three Ways Proposed of "Getting Together."

"First. I would say to every coal dealer, take every coal trade journal you can afford time to read, and money to pay for. Keep in touch with trade news. Inform yourselves on mining operations and conditions. Visit a coal field, if possible, and rub up against the operator and the miner. You will never regret the expense nor experience. I know of no better way to wear the corners off than to read and rub.

"Second. Attend every coal dealers' convention. It is a duty you owe yourself. It should be a pleasure as well, and rubbing up against 150 or 200 dealers will broaden anyone. As we say in the Elks' lodge, 'get the habit.'

"Third and last. Keep up your local organization and get together often. If you have grievances talk them over in the open meeting, not behind your competitor's back. Above everything else, treat your competitors so they will have confidence in you, and have the same confidence in your competitors.

"Take your competitor's word rather than that of an interested purchaser, and if you have reason to think your competitor is doing underhanded work get your local association together and be frank with each other. Don't start the same kind of work yourself. I have seen more unpleasantness straightened out around a box of cigars with your feet on the table

than in foolish price cutting and retaliating fights. Confidence and coöperation should be our motto and again I say 'get the habit.' "

This, That and The Other Thing.

"This, That and the Other Thing" was the subject of a characteristic address delivered by Frank Mosher, De Kalb, Ill., vice-president of the association. After indulging in a number of pleasantries in connection with President Thompson, the state of Wisconsin and others, Mr. Mosher began his address, hitting straight from the shoulder. He subdivided it into three parts, first paying his attention to the matter of "knoeking," which is indulged in rather freely on the part of some of the dealers. With regard to the slurs cast upon the coal trade, he said that in a measure the public was justified in casting reflections upon it by the attitude taken by the members of the trade themselves. Dealers very often sided with a customer who came from another dealer, and when the customer charged the dealer he just left with selling short weight coal, every effort was made to spread that idea and make the public believe that it was the truth. He said he had no sympathy whatever with the dealer who sold underweight coal and that the proper thing for him to do if he could not sell full weight coal was to get out of the trade, and the sooner he got out of the trade the better it would be for everyone else in it. There was no excuse for selling short weight coal and no excuse could be offered by those who followed this practice. They were robbers and nothing more. The speaker especially deplored the tendency to "knock" others in the trade, indulged in by some of the factors in it, and thought that this was the source, the real starting point of much of the abuse heaped on the coal man.

Under the second heading Mr. Mosher declared that coal must be sold for cash. Coal is cash when the cash is paid out for it. In De Kalb, Ill., his own town, the coal men had adopted the cash system in the sale of coal, and now all the dry goods merchants, grocers and all other retail firms are doing business absolutely on the cash basis which originated with the coal men. The adoption of this system was recognized by all as having been of great benefit to the town. A certain minister in the community had told him that the morals of De Kalb had been raised to a higher level by the introduction of the cash system in business.

The third point made by the speaker was with reference to short-weight coal. He designated it as a crime, and declared that in settling this question the wholesale shipper and the retailer must work together. He called it the paramount issue, and said that in arriving at the place of responsibility in connection with it, there must be joint action. He dwelt upon this subject at considerable length and his address was frequently punctuated by questions to which he replied. All the issues which the retailer faced, he said, could not be met alone. The only way to correct them was by joint action. He advised the members to be faithful to their trade journals. He said it was a fact known to all live merchants that they could not succeed without being loyal to the coal journals. These newspapers bound them all together, made them brothers, formed a friendly connection between wholesalers and retailers, eliminated that spirit of selfishness which destroys healthy and honest competition, and worked honestly for the good of the trade. It was useless to suppose that these evils would be eliminated by the great combines, or in any other way, but it was the duty and the work of the local association to correct them, reaching up through the state organization.

Report Submitted by Secretary F. E. Lukens.

Secretary Frank E. Lukens then read his address, which was brief, but to the point, as follows:

"Up to December tenth we have received from members seventy complaints for irregularities, the most of these complaints being on account of manufacturers reselling coal shipped to them for manufacturing purposes, to consumers for domestic use. We have had only ten complaints which might be termed willful violations of the established rule of the association as to shipments direct to consumers for domestic use, and only two or three of these were for shipments of anthracite, the bulk of our complaints being in connection with soft coal shipments, and as there are some 335 separate and distinct mines in Illinois and over 200 in Indiana, the members will readily see the great task we have before us on the soft coal question and they will certainly appreciate the very few complaints in proportion to the number of mine operators with whom we have to contend, many of these being very small concerns having little dealer trade.

"Many members responded to the call for funds to the defense account and since last July we have received over \$700 additional revenue for this account. The association is in good shape financially, all bills being paid up to date, with a small balance in the treasury and the dues of nearly all the members due January first, 1905.

"Taking all conditions into consideration, your association is to be congratulated on the excellent showing made the past six months."

Through Chairman W. M. Sanford, the committee on litigation submitted a report showing the status of the cases pending against officials of the association; the belief being expressed by the committee that as soon as there was a hearing in the higher courts the officers of the association would be exonerated from the charges pending against them ever since indictments were returned two years ago.

Subject of "Costs" Considered by J. E. Gates.

A very able paper was read by J. E. Gates, of Jacksonville, Ill., on the subject "Costs," which attracted much attention and was discussed by many of those present at its conclusion. Mr. Gates said there were two reasons why a retail merchant ought to know what his costs were, the costs of doing business as well as the cost of the coal. One reason was to know whether you were making money or losing it, and the second reason was to know how much you are making or losing. Costs are absolutely essential to success in the coal business. The speaker then gave the proper divisions for expense accounts, and advised that the system employed be of the simplest nature, but of such a character that the merchant could turn to his books at any time day or night and ascertain just how he stands. He said that a time-book was absolutely necessary. The time spent on a car

of coal, in unloading it and handling the coal must be charged directly to that car and nowhere else. The demurrage and other charges applying to that particular car must also reach their proper account and be charged to the car and nowhere else.

Generally, the amount of shortage of coal received was known only to the coal merchant at the end of the year, but his accounting department should be such that he should know how much shortage there was on each and every car which he received. He said that he followed a card system plan which had proved very effective. He gave each car of coal which he received a card on which was placed the weight of the coal received, the shortage, the demurrage and other details. When he confronted a shipper of coal with these details the wholesaler was generally willing to consider them. The details must be kept if the retailer was to succeed.

On the subject of advertising Mr. Gates talked in a most interesting manner. He said that at least two or three per cent of the gross receipts should be set aside for advertising, and he believed in the trade papers especially. He cited the universal campaign of advertising followed and the sums of money spent every day, which showed the faith of business houses in advertising. In allowing for the expenses attendant upon bad debts he said it was proper to be on the safe side and always allow a little more for this item this year than last year. He also advised an order department requiring employes of the company or firm to secure a signed order whenever they made any purchase for the business. These orders should be classified and charged up to the department to which they belonged. If a shovel was purchased by a teamster it ought to be charged to the teaming department. In the matter of keeping track of expenses there should be a card on which the expenses of the different wagons and horses should be kept, so that when all the expenses are charged up they can be charged to the proper department, enabling the dealer to ascertain where he finds his profit and the teams and men who are a source of loss or who do not return him as much profit as the others. There should be a card for each individual source of expense. To sum it all up, success depends on keeping down expenses, and the only way to keep them down is to employ a system that shows where each item of expense originates. Mr. Gates was asked to prepare his address for publication and he agreed to do so.

A General Discussion on Subject of Advertising.

A number of those present discussed the address, the matter of advertising attracting a large part of the attention. Ed. Keeler, of the Rockford Lumber & Fuel Co., suggested that inasmuch as it was a progressive age, the greatest success must necessarily be obtained from adopting progressive methods. When a man advertised in a town it brought the town into greater prominence and increased the prestige of the town. But the idea was not to depend upon a single town, but get the patronage of other towns as well, and this could only be done by advertising intelligently. There was no necessity of reflecting upon a competitor in advertising, but all that was necessary was simply to state what one had to sell in an honest, open way, and always state the price of your coal.

Following this very interesting part of the session there was a discussion of the short weight question participated in by both wholesalers and dealers. Among those participating in the discussion were T. H. Earle, Darlington, Wis.; Frank Mosher, vice-president, De Kalb, Ill.; W. L. McCauley, Chicago; Arthur Bowen, Chicago, and others.

The tendency of the sentiments expressed seemed to be that the greatest good could be accomplished by shippers, retailers and the railroads all working in harmony to correct this evil.

W. L. McCauley, of the W. B. Stone Coal & Coke Co., Chicago, delivered a most interesting address on this subject, calling attention to the plan followed by this company at its Brazil block mines in Indiana. He said that first cars were weighed empty and were then loaded at the tippie, the difference between the tare weight and the gross weight of the loaded car giving the accurate contents of the car. There were two weighings of each car by disinterested persons, who prevented any mistake from being made through their corroboration of each other's weights. If this were done there would be no short weight coal. Mr. McCauley deplored the reweighing of cars by railroads after they had been weighed at the mines, showing that the reweighing was inaccurate. He called attention to the fact that the marked weight of many of the cars was from 1,000 to 3,000 pounds in excess of the actual tare weight, the average variation in 100 empty cars which his company had weighed having been 1,100 pounds per car. They were this much lighter than the marked tare weight of the cars, and when they were reweighed by western railroads and the marked tare weight taken as the actual tare weight the producer of coal was out this amount of coal, while the railroad was out the freight on the same amount. He said that was the reason why mine weights must govern in the shipment of coal and the reason that the large operating companies insisted upon their being accepted. Many others participated in the discussion, which was very animated at times.

Ben Felix, of J. K. Dering, Chicago, made an address on the subject of short-weight coal, saying that he thought plans were on foot at Chicago which would correct some of the evils now being experienced. He said that Mr. Sipp, commissioner of the Coal Shippers' Association, was working on this matter and that he was endeavoring to have the railroads base the marked capacity of the cars on the cubic capacity of the body, instead of the carrying capacity of the trucks, which he thought would correct much of the trouble being experienced at present.

President Thompson called upon Mr. Elmore, an old time coal man who was in the hall, to make a few remarks. Mr. Elmore was liberally rewarded with applause and made a felicitous speech which was appreciated by those present.

President Thompson then appointed the committee to call upon Colonel Sanborn, with reference to the Blue Book, as follows: C. L. Dering, W. S. Harman and W. L. McCauley for the shippers; Frank Mosher, W. M. Sanford and William Hammerschmidt. The convention then adjourned to give time for the preparations for the banquet to be held later in the day. The banquet was a significant success in every respect. There was an attendance of about 125 coal dealers and shippers of coal, and after the

menu of good cheer there were very many interesting addresses. President L. Waldo Thompson presided as toastmaster, and by his witty remarks and his clever repartee aided not a little in making this feature of the mid-winter meeting a success. The responses were all impromptu and made to fit the occasion, with the result that a very large number of witty stories were told by those who made addresses. Among those who responded were C. L. Dering, W. L. McCauley, H. J. Dunker, J. H. McCormick, Delos Hull, Ben Kellogg, Charles H. Gibbs, J. I. Mayer, Frank E. Lukens, T. H. Earle, and a number of others.

Partial List of those Present.

No register was kept at the convention and only a partial list of those present was obtained, as follows: E. S. Pedrick, Ripon, Wis.; J. I. Mayer, Lehigh Valley Coal Co., Milwaukee; H. F. Kuesel, Cox Bros. & Co., Inc., Milwaukee; L. O. Stordock, of Stordock & Quixley, Beloit, Wis.; O. A. Sprague, Kanawha Fuel Co., Milwaukee, Wis.; Charles Becker, Kanawha Fuel Co., Milwaukee; Charles H. Gibbs, Williams & Peters, Chicago; S. Simonson, Oak Center, Wis.; C. M. Olson, Manitowoc, Wis.; H. A. Hillmer, of the H. A. Hillmer Co., Freeport, Ill.; L. J. Buckley, General Wilmington Coal Co., Chicago; J. M. Kinally, with S. C. Schenck, Chicago; A. R. Odell, with J. K. Dering, Chicago; Barnett & Anderson, Pickett, Wis.; Barnett & Anderson, Ripon, Wis.; F. W. Miller, with J. E. Hollister, Davis, Ill.; A. J. Allen, Cambridge Lumber Co., Cambridge, Wis.; A. Teller, Milwaukee-Western Fuel Co., Milwaukee, Wis.; J. H. Timm, Hudson Bros. & Limm, Plymouth, Wis.; L. W. Howes, Chicago; E. D. Norton, Minerva, Wis.; A. J. Hammond, Fox Lake, Wis.; J. S. Cusick, Cusick, Richards & Roberts, Oroyo, Wis.; J. G. Bailback, Port Washington, Wis.; Edward C. Mitchell, Port Washington Fuel Co., Port Washington, Wis.; C. L. Dering, manager for S. C. Schenck, agent, Chicago; P. R. Thompson, Thompson & Co., Freeport, Ill.; W. M. Sanford, Sanford & Zartman Lumber Co., Freeport, Ill.; C. E. Hostler, Hostler Coal & Coke Co., Chicago; A. Leicht, Cargill Coal Co., Green Bay, Wis.; H. G. King, Cargill Coal Co., Green Bay, Wis.; Charles Quixley, Stordock & Quixley, Beloit, Wis.; C. A. Carpenter, Lehigh Valley Coal Co., Milwaukee; S. J. Le Fevre, Gibson City, Ill.; J. E. Gates, Jacksonville, Ill.; Frank E. Lukens, Chicago; L. Waldo Thompson, Beloit Lumber Co., Beloit, Wis.; Frank Mosher, Mosher & Embree, De Kalb, Ill.; A. F. Boos, Milwaukee-Western Fuel Co., Milwaukee, Wis.; William Hammerschmidt, Lombard Brick & Tile Co., Lombard, Ill.; E. L. Marston, Marston Bros., Appleton, Wis.; R. J. Stocum, of S. Stocum & Co., Cordova, Ill.; J. M. Lonkey, of the Shiocton Lumber Co., Shiocton, Wis.; Caldwell & Loomans, Waupun, Wis.; D. Dickinson Lumber Co., Beaver Dam, Wis.; Paul Larchmund, of P. Larchmund & Son, Sauk City, Wis.; Launa Lumber Co., Fall Creek, Wis.; A. G. Nelson Lumber Co., Waupaca, Wis.; W. S. Harman, Chicago; A. J. Langholff, Milwaukee, Wis.; Oetticker Hardware Co., Platteville, Wis.; Brittingham & Hixon Lumber Co., Eagle, Wis.; George A. Jagerson, Neenah; R. C. Brown, Oshkosh, Wis.; R. J. Wilbur, R. J. Wilbur Lumber Co., Waukesha, Wis.; H. J. Dunker, Milwaukee-Western Fuel Co., Milwaukee; A. Tait, of the A. Tait Fuel Co., Fond du Lac, Wis.; E. Keeler, Rockford Lumber & Fuel Co., Rockford, Ill.; Delos Hull, Oak Park, Chicago; John H. Sutherland, the Sutherland & Burnham Coal Co., Milwaukee; J. H. McCormick, Milwaukee-Western Fuel Co.; John M. Kinally, S. C. Schenck, Chicago.

Notes of the Convention.

Frank E. Lukens, secretary, was as happy and as smiling as ever.

The secretary's report was short, but some of the best things are short. It shows progress under discouraging conditions.

The Plankinton hotel was a good place in which to hold the convention—but the Plankinton hotel manager—ask Frank E. Lukens.

The attendance was fully as large as at the annual convention in Chicago in June. Illinois had better watch out or Wisconsin will be at the top.

Harmony was greatly promoted between shippers and retailers of coal at this convention. Harmony always makes better progress than antagonism.

The Chicago contingent contained a number of good orators, including C. L. Dering, N. S. Birkland, W. L. McCauley, Arthur Bowen, and several others.

Do all the good presidents come from Beloit, Wis.? Read the address of President L. Waldo Thompson. It is full of careful thought, and after you have read it once you will be ready to read it again. Read it a second time, it will do you good.

A trip was taken down through the Menominee valley for the purpose of viewing the modern coal docks and machinery for the quick handling of coal. The trip was one of interest to those who resided in Milwaukee as well as those who resided in the smaller towns of the state.

Frank Mosher, of De Kalb, Ill., put some sound thought in the address which he delivered. It is too bad it can not be reproduced entire, as Mr. Mosher delivered it. It would be of benefit to the coal trade in general. Such addresses as these ought to be presented to all coal men for the benefit of the trade in general.

The Milwaukee-Western Fuel Co. had a couple of rooms in the Plankinton hotel and kept open house throughout the convention. Good cheer was dispensed by E. A. Uhrig, president of the company, A. Teller and other representatives. There is no hospitality in the world that can excel that always dispensed by the Milwaukee-Western Fuel Co. on such occasions.

J. E. Gates, of Jacksonville, Ill., will be called upon frequently to address the association in the future. His paper on "Costs" was a revelation to many of the veteran coal men on the different phases of the coal business and especially the proper manner in which to handle the various items included under the head of expenses. He shows a deep insight into the subject.

The Blaine Coal Company Organized.

The Blaine Coal Co., is a new organization incorporated during the week for the purpose of handling bituminous coal and coke in both the eastern and western markets. Those identified with the company who have chartered it are both well known to the coal trade because of their long connection with this industry and the high integrity with which they have conducted their business in the past. J. E. Davis, who retires from the general sales management of the Davis Coal & Coke Co. on January first, is president of the company, and L. A. Hickley, sales agent at Philadelphia for the Davis Coal & Coke Co., is secretary and treasurer. The company has taken offices on the ninth floor, room No. 216, of No. 1 Broadway, New York, where Mr. Davis will make his headquarters. At Philadelphia offices have been secured in the Land Title building, room 1105, with Mr. Hickley in charge. An office will also be established in the west, probably at Cincinnati, Ohio, shortly, in order to give the company every necessary facility to handle the product for which it has contracted and in which the members of the company are personally interested. This is the tonnage of the Blaine Mining Co., which has a mine located on the West Virginia Central railroad in West Virginia, and has a producing capacity of about one thousand tons of coal daily, of a high quality. The company, in entering the coal trade, does so under the most favorable auspices, having ample resources with which to conduct its business on a broad scale, and a host of friends who wish the members every success and will aid, if needed, to enhance their progress.

Personnel of the New Company.

J. E. Davis, the president, though still a young man, has had a wide experience in the different departments of the trade, resulting in his obtaining a full knowledge of the coal business. He is a son of W. R. Davis, who, with his two brothers, Henry G. Davis and Thomas B. Davis, entered the coal business many years ago in West Virginia and developed extensive properties, owning one of the largest producing companies in that state, now operating under the name of the Davis Coal & Coke Co., a Wabash interest. Mr. Davis is a graduate of Yale University, in the class of 1900. After leaving college he took up the study of law, but suffering too great a strain on his eyes, he was obliged to abandon this course, and in 1901 became identified with the Davis Coal & Coke Co., opening its offices in Reading, Pa., of which he had entire charge until the year 1902, when he was promoted to take charge of the Philadelphia office and given the full control of all coal shipments and their routing. Following the resignation of F. S. Landstreet as general manager of sales of the company, in the fall of 1902 Mr. Davis took up these duties and was officially appointed to the position on January first, 1903, which office he has ably filled. He is a member of the Yale, University and Lawyers' clubs, takes a keen interest in all public affairs and is socially popular among a large circle of friends.

Leonard A. Hickley, secretary and treasurer of the new company, comes highly recommended through an experience of eleven years in the coal trade, in which he has been prominent and has always maintained the esteem and good fellowship of a wide circle of acquaintances and friends. Born in Baltimore and there educated, he entered the service of the Davis Coal & Coke Co. in 1893, accepting a position at the mines, where he was employed in all the departments from stenography up, obtaining a knowledge that proved invaluable to him later on. In 1897 he was sent to the New York office of the company to take charge of the auditing department and other matters relating to it. For the past six years he has been identified as sales agent with the Philadelphia office and in the performance of these duties he has demonstrated a high character for integrity and has shown a keen perception of business that have endeared him to all with whom he came in contact.

Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York. Only three steamers were chartered for export coal during the past week, the charters being steamer Therese, 1,117 tons register, from Norfolk to Demerara, p. t.; steamer Freke, 377 tons register, from Norfolk to Kingston at \$1.60, and steamer Kennett, 1,095 tons register, from Philadelphia to Santiago at \$1.60. There are few export orders in the market, but still fewer boats, and the steamers that are asking for coal are not in positions required by the orders that are in the market.

There is very little change in the freight situation since our last report. We would quote freight rates by steamer as follows: \$1.25@1.30 to Havana or Matanzas; \$1.65@1.75 to Cardenas or Sagua; \$1.50 to Cienfuegos; \$1.45 @1.50 to Port of Spain, Trinidad; \$1.60@1.65 to St. Lucia; \$1.60 to St. Thomas; \$1.65@1.70 to Barbados; \$1.40@1.45 to Kingston; \$1.25 and port charges to Curacao; \$2.00@2.10 to Demerara; \$1.45 to Vera Cruz; \$1.55 to Tampico; 9s@93 6d to Rio; 8s@8s 6d to Buenos Ayres; \$4.25 (consignees to discharge cargo at their expense) to Manila.

Huntingdon and Broad Top Coal Tonnage.

The Huntingdon & Broad Top Railroad & Coal Co. reports the following coal tonnage transported over its line for the week ending December tenth, the corresponding week last year, the year to date and the corresponding period in 1903:

	Broad Top.	Cumberland.	Total.
Week ending Dec. 10, 1904.....	15,184	28,518	43,701
Corresponding week, 1903.....	14,430	20,869	35,300
Total for year 1904.....	548,904	1,052,179	1,601,083
Corresponding period, 1903.....	571,558	1,601,083	2,135,815

Western Retail Notes.

Lawrence Browne, of Boone, Iowa, recently opened a retail coal office on Tenth street, that city.

L. J. Lawrence and Herbert Cupl, of East Alton, Ill., have opened a retail coal office at that place.

The bankruptcy case against the E. A. Hamilton Coal Co., of Grand Rapids, Mich., was settled out of court and the case was dismissed.

The Rogers Coal Co. was recently organized at Fort Dodge, Iowa, with an authorized capital of \$6,000, the incorporators being E. W. Collins and others.

N. P. Stone & Co., of Crookston, Minn., recently installed a set of screens in their yards at that place. All coal is to be screened and all slack removed.

The price of coal was advanced again at Sault Ste. Marie, Mich., and is selling now at \$7.50 per ton, with a prospect of another advance before the winter is over.

E. A. Conaway, of Sioux City, Iowa, recently sold his coal sheds on the river front at the foot of Pearl street, that city, to the Day Coal Co. for a consideration of \$1,000.

A big retail coal firm in Kansas City recently announced a cut of twenty-five cents on all its Missouri and Cherokee coal. It is not thought that the price will go any lower.

J. J. Henry, of Upper Alton, Ill., recently purchased the Charles J. Ferguson coal business in East Alton and will operate it in connection with his coal business in Upper Alton.

The Walter Bowman Elevator Co., of Mankato, Minn., recently built a coal shed at the corner of Cherry and Pike streets, that city, and will build another at the rear of its elevator.

The R. H. Traill Coal Co. was recently incorporated at Austin, Ill., with an authorized capital of \$8,000, to deal in fuels. The incorporators are R. H. Traill, F. A. Hill and W. G. Davis.

The Easton Avenue Fuel & Ice Co. was recently organized at St. Louis, Mo., with an authorized capital of \$10,000. The incorporators are J. C. Nuren, J. H. Adelsberger and E. W. Banister.

J. M. De Lance is building a large coal shed at Mallory, Minn., for the St. Anthony & Dakota Elevator Co., of Crookston, Minn., and will also erect another shed at Fisher, Minn., for this company.

A newspaper at Toledo, Ohio, has offered five tons of anthracite coal to the winner in its puzzle contest, the coal to be furnished by Leeper, West & Terry, coal dealers with offices in the Spitzer building.

M. V. Kellogg, who was charged with stealing 100 pounds of coal from the Brown Coal Co. at Sioux City, Iowa, will be prosecuted by the company, owing to the fact that coal stealing has become altogether too prevalent of late.

Greentown, Ind., is suffering from a fuel famine. Since the Chicago Gas Co. shut off its supply of gas the city has been actually short of fuel. The coal merchants will endeavor to secure supplies of coal to relieve the condition.

The winter supply of coal for the public schools of Fairmont, Minn., was purchased recently, the contract being awarded to the Mapleton Milling Co., of Mapleton, Minn., to furnish coal delivered at the schoolhouse for \$5.25 per ton.

C. F. Cooley, of Madison, Wis., will shortly establish a coal and wood yard at West Madison, Wis., on the Illinois Central tracks. A modern shed will be built which will cover one track, the structure to be a substantial one with cement floor.

Dalby & Sarns, of Mt. Clemens, Mich., recently purchased the coal business of Benjamin Luna, of that city, the new firm to be known as the Lake-side Ice & Coal Co. Dalby & Sarns have been in business for several years at Mt. Clemens, and are well known.

Bids for furnishing coal for the county jail and court house at Canton, Ohio, were recently opened, but no action was taken. It is thought that the Goshen Hill coal will be used, however, which will be furnished by the Steiner Coal Co., at \$1.62 for lump and \$1.27 for nut.

The scarcity of freight cars is causing coal dealers at Anderson, Ind., a great deal of trouble. The bins are running low, for the reason that cars are not furnished by the railroad companies for hauling coal. There is plenty of coal at the mines and it is up to the railroads to use it.

It is stated that the large coal and lumber yards of the C. A. Besore estate at Urbana, Ill., have been sold, and that possession is to be given the first of the year. The yard is said to be one of the largest in the state and is worth \$100,000. The deal is one of the most important in the history of Urbana.

The South Bend Merchants' Association, of South Bend, Ind., took action on the appeal made to them by the coal dealers of that city regarding the unfair treatment they were receiving from the railroads with reference to short weight coal. The association appointed a committee, and will demand railroad legislation.

Coal dealers of Denver, Colo., have been warned that they must pay the license fees required by law or discontinue business. The ordinance provides for the payment of an annual fee of \$20.00, which allows the running of one delivery vehicle and the maintenance of an uptown office. Five dollars is the license fee for each additional wagon.

The Consumers' Coal & Ice Co., of Lincoln, Neb., successor of the Consumers' Ice Co., of that place, was recently incorporated. The incorporators are made up of the stockholders of the old company and one new

member, C. F. Lessenhop, has been added. The other stockholders are W. Gutzmer, J. Y. M. Swigart and C. A. Sigafos. The authorized capital stock is \$25,000 and the company will manufacture ice and handle coal.

The Arrowsmith Grain, Coal & Lumber Co. was recently incorporated at Bloomington, Ill., with an authorized capital of \$15,000. J. C. Bane is the heaviest of ninety-four stockholders. The incorporators are J. C. Bane, J. Robinson, B. N. Reid and C. T. Cherry. The company will do a general coal and grain business at Arrowsmith, Ill.

A verdict of \$500 was returned by the court at Detroit, Mich., recently in the case of the Goff-Kirby Coal Co., of Cleveland, Ohio, against Albert and William P. Ternes and Joseph H. Schulte, doing business as Ternes & Schulte, to recover a claim of \$1,248.56 due the Cleveland company for coal furnished during the coal famine two years ago.

Mrs. Flaro Naylor, of Larimore, N. D., has brought action against the J. D. Van Fleet Coal Co., of that place, asking that a receiver be appointed, and alleging that she has several thousand dollars invested in the firm, but is unable to get an accounting, and that J. D. Van Fleet refuses to let a third person examine into the company's affairs, but that he claims the business has been unprofitable.

Eastern Retail Notes.

The Knickerbocker Coal, Flour & Feed Co. was recently organized at Allentown, Pa., with Frank Seibert as manager.

Anthracite coal was advanced to \$6.50 per ton a few days ago at New York on account of the increased cost of delivery, due to the snow.

The W. A. Clark Coal Co., of Northampton, Mass., was recently awarded the contract for furnishing fuel for the postoffice building at that place.

Fred A. Peabody, of Holland Patent, N. Y., recently sold his livery and coal business to Burt W. Evans, who took possession at once, and will conduct the business.

The C. A. Baldi Brothers & Co. was recently incorporated at Camden, N. J., with an authorized capital of \$300,000. The incorporators are C. C. A. Baldi, J. M. Baldi, Virgilio Baldi and E. S. C. Bleakley.

Barnard Hickman, a prominent coal merchant of Brooklyn, N. Y., passed away recently at his home in that city, after a short illness, death resulting from pneumonia. He had been a resident of Brooklyn for over forty-five years.

The properties of the Thomas & Brown Co., of Albany, N. Y., have been taken over by the Saratoga Coal Co., of that city, the certificate of merger being signed for the Saratoga Coal Co. by Edward B. Ashton, president.

The Belle Haven Ice & Coal Co. was recently incorporated at Brooklyn, N. Y., with an authorized capital of \$10,000. The incorporators and directors for the first year are C. M. Depew, Greenwich, Conn.; W. Depuy and P. J. Ablitzer, of Brooklyn.

The Eureka Coal & Fuel Co., of Brooklyn, N. Y., was recently incorporated with an authorized capital of \$10,000. The directors of the new company are Webster Dupuy, Brooklyn; J. Medford Dupuy, New Paltz; Elias Dupuy, Kerhonkson, N. Y.

The firm of McNeil & Sons was recently formed at Bridgeport, Conn., by former Senator Archibald McNeil and his two sons, Archibald McNeil Jr. and Kenneth McNeil. Mr. McNeil has been in the coal business as a wholesale and retail dealer for a number of years.

M. L. Cobb, of Boston, George M. Harrigan, of the Lowell Trust Co., Lowell, Mass., and Frank E. Dunbar, counsel for the Lowell Gas Light Co., of Lowell, were appointed assignees in the settlement of the affairs of the defunct Lowell Coal Co., Lowell, Mass. It is stated that the assets will foot up nearly to the amount of the liabilities.

Two men at Schenectady, N. Y., were recently apprehended in the act of stealing coal from the cars of the Delaware & Hudson railroad in the yards at that place, and were fined \$10.00 each. They had collected about half a ton of coal, which they placed in bags, when caught. At the rate fixed by the justice they paid about \$20.00 per ton for the coal.

Mayor Fobes, of Syracuse, N. Y., is making an effort to eliminate the smoke nuisance in that city. He does not favor an ordinance prohibiting manufacturing plants from using soft coal, as this would hamper them to a great extent, but he is taking the matter up personally with a number of the large manufacturers of the city who use soft coal, and they have pledged their hearty coöperation.

Southern Retail Notes.

The price of coal at New Orleans, La., has been cut very materially by the Whearcroft Coal & Mining Co., of Whearcroft, Ky. This company is selling coal in New Orleans for fifty cents a barrel, while other dealers have been asking sixty cents. There is prospect of a lively war for control of the market.

The Mississippi River Coal Co. is erecting a mammoth tipple at St. Bernard, La., which it is said will be completed by the first of the year. This company was formed for the purpose of coaling the biggest ships afloat, including war vessels, and the capacity of the plant will be not less than 200 tons per hour.

Coal dealers at Covington, Ky., recently advanced the price of coal fifty cents per ton and it is stated that there is a possibility of a still further advance within the next few days. The closing of the river to the coal trade for six months has overtaxed the capacity of the railroads to such an extent that it is impossible for them to handle all the coal offered them.

Eastern Coal and Coke Notes.

New Eastern Enterprises.

The Kent Coal Co. was recently incorporated at Philadelphia, Pa., with an authorized capital of \$500,000.

The Number Ten Coal Mining Co. was recently incorporated at Philadelphia, Pa., with an authorized capital of \$5,000.

The Forest Hill Mining Co. was recently incorporated at Camden, N. J., with an authorized capital of \$250,000, the incorporators being A. S. Ross, Hugh Ferguson and Charles C. Bebout.

The Allegheny Co. was recently incorporated at Camden, N. J., with an authorized capital of \$12,000, to deal in coal lands, etc. The incorporators are J. C. Jutte, J. J. Gilchrist and A. R. Ridgely.

The C. M. Underhill Co. was recently organized at Buffalo, N. Y., with an authorized capital of \$50,000. The directors are C. M. Underhill, I. S. Underhill and Augustus Underhill, all of Buffalo.

The Buckhannon River Coal Co. was recently incorporated at Fairmont, W. Va., with an authorized capital of \$250,000. The incorporators are A. D. Simon, J. A. Jamison, C. W. Arnett and George W. Alender.

The Johnetta Coal Co., which belongs to the Pittsburg-Buffalo Co. at Washington, Pa., has recently been surveying a coal field of some 13,000 acres in the southern part of Washington county, Pennsylvania.

The Atlantic Coal Mining Co. was recently organized at Houtzdale, Pa., with an authorized capital of \$20,000. The directors are Charles Dewees, of Loraine; Asa Spencer, Phillipsburg, and George Lobb, of Brisbine, Pa.

The Pennmont Coal Co. was recently organized at Charleston, W. Va., with an authorized capital of \$50,000. The incorporators are all of Baltimore, Md., and are J. Walter Lord, Charles H. Schanze, Edward M. Lerp, Harvey W. Wilson and Louis Lottes.

The Knickerbocker Coal Co. was recently organized at Charleston, W. Va., with an authorized capital of \$500,000. This company had acquired property in Kanawha county, having a daily capacity of 1,500 tons. Among those interested are C. W. Morton and William A. Mucklow.

General Eastern Coal and Coke Notes.

John Zingra, of Beach City, O., recently opened up a new coal mine on his farm.

The Kent Coal Co. was recently incorporated at Philadelphia, Pa., with an authorized capital of \$500,000.

C. H. Alexander, of Wilkesbarre, Pa., is superintending the building of a new coal road in the vicinity of Yellow Creek, O., where it is said mines will shortly be opened.

A. F. Deemer, of Washington Township, Pa., recently sold the coal

rights to his property at that point to the Jefferson & Clearfield Coal Co. at Indiana, Pa., for \$301.87.

The season of lake navigation has closed on the smallest business, in the aggregate, done in years. The coal shipments for the year were 744,988 tons, against 1,009,290 tons the year before.

The firm of Downs & Stalder, dealers in coal and wood at Urbana, O., recently dissolved partnership, Mr. Downs withdrawing and Mr. Stalder carrying on the business in his own name.

The Reading Co., of Reading, Pa., is reported to be doing a large business, both on its branch lines and main line. During the past week more than 350,000 tons of coal were brought down the main line.

Coal men at the head of the lakes say that bituminous coal is short there. It has been impossible to send as much coal to Duluth and Superior as is needed on account of the congested condition of the docks.

with an authorized capital of \$10,000. The incorporators are Paul W. Potts, John W. Seeds, William S. Dresback, William M. Williams and A. W. Shields.

The Pocket Coal Co. was recently organized at Pennington Gap, Va., with an authorized capital of \$10,000. The incorporators are Robert Euster, of Pineville, Ky., president, and H. W. Horr, of Middlesboro, Ky., treasurer.

The Ohio & Youghiogeny Coal Co., of Cleveland, recently came into possession of the property and holdings of the Locust Run Coal Co., which includes a mine in the Monongahela valley, near Pittsburg. The consideration was \$250,000.

William T. Rabe, of Donora, Pa., recently sued the Schoenberger Coal Co., of Washington, Pa., for \$50,000 damages, alleged to have been caused to his farm by reason of the taking out of the underlying coal by the defendant company.

The November output of the Dominion Coal Co., of Toronto, Canada, was 232,720 tons, against 274,500 tons last year, showing a slight decrease. From January first the output has been 2,881,537 tons, against 3,061,063 tons in the same time last year.

J. T. Terry, assistant coal and coke agent of the Baltimore & Ohio railroad at Indianapolis, Ind., has resigned his position to go south for his

COAL AND COKE ANALYSES

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Ash	- - - - 0.75
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health. He will be succeeded by H. M. Cochran, chief clerk at the Pittsburg office of the company.

M. H. Walsh, of Youngstown, Ohio, who discovered the deposit of coal and was instrumental in organizing the Lowellville Coal Co., recently disposed of his interest in the company to David Tod. The sale included an option on 500 or 600 acres of land.

The Reading Coal Co., of Philadelphia, will shortly open up three new collieries in the vicinity of Pottsville, Pa. The demand for anthracite is greater this year than for some time and every facility is being utilized to get the product to market quickly.

An explosion of gas occurred recently at the Susquehanna Coal Co.'s colliery at Shamokin, Pa., at which one man was killed and five others injured, two of whom, it is thought, can not recover. The party was making surveys and encountered a body of gas.


Literary Notes.

Early numbers of *The Century*, it is announced, will bring, among other good things, fiction from Alice Hegan Rice, Edward W. Townsend, Eden Phillpotts, Maud Wilder Goodwin, Caroline Abbot Stanley, Margherita Arlina Hamm, Kate Douglas Wiggin, Maurice Francis Egan, Anne Warner, and Helen R. Martin; and articles of importance and value on "Korea and Its Emperor," by William F. Sands, former adviser of the emperor; "The Everglades of Florida" and "Philadelphia in Art." A notable feature of the February number will be the story of "The Boston Symphony Orchestra and Its Founders," by Richard Aldrich, illustrated with numerous portraits and sketches. Early issues will contain, too, articles on the miracles wrought by Luther Burbank's work in breeding fruits and flowers; edible cacti, the white blackberry, the plumbcot, etc., etc.

With a most attractive cover and a varied list of contents, including the latest news of the fashions and literary and domestic features of the greatest interest, *The Delineator* for January is an altogether excellent number. The regular fashion display is supplemented by a strikingly illustrated article on "The Stage as a School of Costume," showing the close relations that exist between the theater and the world of style. Herbert D. Ward and Seumas MacManus contribute stories of rare charms, and under the pseudonym "Marie Columbia" a very clever writer describes the "smart set" in Washington society. "Jesus, Lover of My Soul" is the first paper in a series, by Allan Sutherland, giving the history and romance of the famous hymns of the world, and in the "Composers' Series" the love story of Mendelssohn and Cecile is related by Gustav Kobbe. For children there is a wealth of interesting matter, the names of L. Frank Baum and Grace MacGowan Cooke being prominent among the contributors. Among the domestic topics, in addition to the regular features, is the first paper of "The Making of a Housewife," by Isabel Gordon Curtis. A new department, "Good Looks," supplements a series of papers along similar lines that appeared during the past year.

Pearson's Magazine for January presents a remarkable collection of interesting

Continued on Page 1382.



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SCRANTON COAL COMPANY,

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Now shipped over the New York, Ontario & Western Railway.

Southern Coal and Coke Notes.

New Southern Enterprises.

The Marion Coal Co., of Kentucky, was recently organized at Dover, Del., for the general mining and sale of coal and other minerals, with an authorized capital of \$22,000. The incorporators are of Marion, Ky.

The Raven Coal Co., Birmingham, Ala., was recently incorporated to develop a mine in the vicinity of Horse Creek, Ala. The mine is equipped with the most modern machinery, and it is said that the vein of coal to be developed is one of the best in the state.

The Buffalo Creek & Tidewater Coal & Mining Co., of Daniel Boone, Ky., recently closed a contract with the Thomas Blackwell Coal & Mining Co., of Clay, Ky., to handle all the output of its mine for three years. The company at Clay has a new mine which has been in operation only a short time. Its output is limited, but it is expected that the company will put a larger force at work and increase the output.

General Southern Coal and Coke Notes.

The coal car situation in the vicinity of Knoxville, Tenn., has not improved within the last week and it is thought that it will increase the price of coal in the Nineteenth district.

The Monongahela River Consolidated Coal & Coke Co. has been negotiating for a long time for the purchase of a Tennessee river freighting company, but it is stated that satisfactory arrangements have not been made.

The Tennessee Coal, Iron & Railroad Co. is opening up new mines near Henry Allen, Ala., which, it is stated, will be the best equipped mines in that state. Electrical machinery is to be used, also wide mine entries and a double-track incline.

An eight-foot vein of coal was recently discovered near Arapahoe, O. T., and a company has been organized to develop the field. G. B. McFarland is president of the new company, S. C. Cosner vice president, and C. B. Brewer secretary and treasurer.

The Kimberly Coal Co., of La Follette, Tenn., is opening up a new mine of an exceptionally good coal in Tennessee, on the line of the new Louisville & Nashville road. It is said that the company will be shipping coal from this mine about the first of the year.

William F. Nottingham, a prominent coal man and secretary and treasurer of the Nottingham Coal & Ice Co. at Roanoke, Va., died recently at his home in that city. He has been ill for a long time. Mr. Nottingham had been a resident of Roanoke for about twelve years.

The Cumberland Railway Co., composed of capitalists of Pennsylvania, is building a seven-mile extension from the Louisville & Nashville tracks, in the vicinity of Barbourville, Ky., to the coal fields in that region, where several new companies have commenced operating mines.

The Southern railway recently ran a special train from Knoxville, Tenn., to Middlesboro, Ky., to carry General Manager C. H. Ackert, Assistant

G. C. BOWMAN

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nection with mine.

HURRICANE

COAL

Trade Mark.

General Manager Dugan, J. L. Manring, the latter a prominent coal operator of the Middlesboro district, and J. B. Kavanaugh, of Chicago.

Pending a final settlement of the strike, the union miners in the Birmingham, Ala., district, working for commercial coal companies, have been granted an increase of five cents per ton for cutting coal, and also an increase of five cents per ton in price for day labor and dead work at the mines.

The coal operators of the Jellico district in Tennessee are still after lower freight rates on the product from their mines in that region, and after appealing to officials of the Southern Railway at Atlanta, Ga., have gone to Washington, D. C., to lay the matter before Vice-President Finley, of the Southern railway.

The property of the Wheeler Iron & Coal Co., of Caryville, Tenn., was recently sold to Judge H. B. Lindsay and W. J. Oliver, Knoxville, Tenn., for \$50,500. The property consists of 4,140 acres of exceptionally fine coal lands in eastern Tennessee. It is thought the owners will form a company to develop the property.

A financial deal has just been consummated at Nashville, Tenn., by the Nashville banks buying \$300,000 of the Bon Air Coal & Iron Co.'s five per cent gold bonds, due in 1934. These bonds are a general mortgage on the company's entire property which includes about 45,000 acres of fine coal land and about 80,000 acres of ore and timber lands.

NEW REVERSIBLE

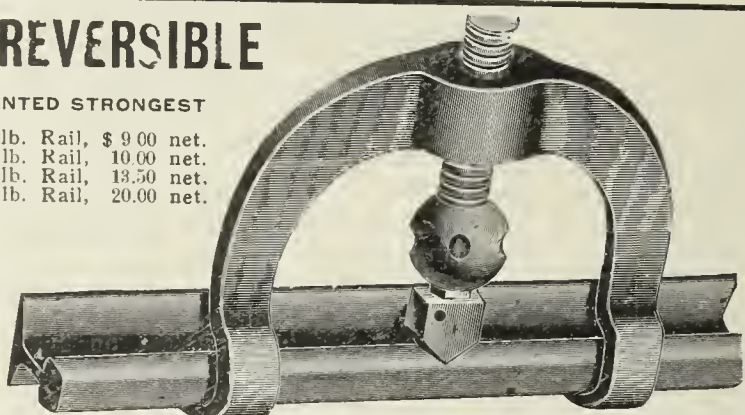
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LITERARY NOTES—Continued.

special articles and clever short stories, numbering in all eighteen. The leading article is a clear, concise, exhaustive narrative, handsomely illustrated and describing in a popular way the dangers, the difficulties and the magnitude of that most recent marvel of engineering, the New York "Subway." "Skin Sculpture, the Modern Taxidermy," and "A Seventy-five-Thousand-Pound Meteorite" are articles that will please those of a scientific turn of mind. "The Making of Incandescent Lamps," "The Life Story of a Wild Boar," and "Pneumonia, an Unsolved Problem," are articles that will appeal to those interested respectively in industry, in animals and in problems of health; while "Scoring the Beat" is a stirring, striking article consisting of adventures of those daring, resourceful fellows, the New York newspaper reporters. Still other special articles are Kate V. Saint Maur's serial, "The Self-Supporting Home," and Robert Sloss' interview with Julia Marlowe. In fiction Pearson's has taken the daring step of printing "A Limb of the Law," a story by that latter-day apostle of "low-life realism," Owen Kildare. Three delicate love stories, stirring stories of adventure, one western story, and an exciting detective story complete the list of the contents page.

Read McClure's for January! There's one New Year's resolution that will prove a pleasure as well as a profit. For, besides the manifold entertainment in its nine stories, it contains articles timely and pleasing, two of which are unique and helpful contributions to two of the most vital problems that American citizens will have to face in 1905. "Lynching in the South," by Ray Stannard Baker, will do more than many an act of Congress to break down the barriers of sectional misunderstanding on the negro problem. Neither academic nor partisan, it is the work of a trained journalist seeking, not to argue, but to show the causes of recent outbreaks. Although himself a northerner, he finds that the south has no lessons to learn from the north concerning lynching. In "Tuberculosis, the Real Race Suicide," Samuel Hopkins Adams states, no less authoritatively than startlingly, the horrors of "The Great White Plague." Heart-beats of our great nation, grave and gay, are galvanized into life by the cunning hands of several story writers in this number. The last chapters of Stewart Edward White's serial, "The Rawhide," contain not only the sweeping outdoor flavor of Arizona (shown, too, in Maxfield Parrish's wonderful color picture), and the swift action of the catastrophe, but also a marvelous analysis of human suffering. Another Arizona story, in amusing contrast to this, is Henry Wallace Phillips' yarn, "A Touch of Nature," in which our old cowboy friend, Red Saunders, adventures strangely with a kilted Scotchman. To a little Kansas town we are carried by the stinging, powerful pen of Willa Cather, to witness "The Sculptor's Funeral"—a bitter contrast of raw ugliness with refined beauty. Charles Fleming Embree tells what a mockery was "The Liberty of Florentino," a poor little Cuban who was run out of his little Indiana school because they called him "nigger," and who wasn't allowed to work at his trade because they called him "scab." N. M. W. Woodrow sketches sharply the proud little woman who was "Old Man Johnson's Successor" in a western mining town. More humor, typically American, follows in "Billy's Orgy," Grace S. Richmond's tale of the pleasant martyrdom of a bachelor uncle, and in "The Schism at St. Hilda's," in which Mark Lee Luther describes an amazing clerical dispute in a fashionable parish. An extraordinary revelation of a Japanese sacrifice, "For Love of Country," is made by John Dwight—a true story. Seumas MacManus tells a rollicking Irish fairy tale of the three princes who captured "The Steed of Bells." More articles are by Frederic Irland, who writes of "The Reporter Who Became President" (James Madison), and C. E. Williams, who gives, charmingly and truthfully, "A Glimpse of Beavers at Work." Graceful poems by A. E. Housman and Florence Wilkinson add a finishing touch to this number.

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THE BLACK DIAMOND

VOL. 33. No. 27.

CHICAGO.

DECEMBER 31, 1904.

NEW YORK

\$3 00 PER YEAR.

General Review of the Markets.

Weather conditions throughout the country the past week have been more favorable to an increasing volume of business in the coal industry. This, coupled with a light production during the holiday season, has generally created firmer markets and especially in the east has resulted in higher prices for the bituminous product. Of the two great consuming sections of the country, the eastern states continue to show the most favorable markets for all descriptions of coal, although there has been a slight improvement in the west during the week as the result of severe weather and a blizzard which occurred on Tuesday and Wednesday.

In the eastern states the weather has been more severe for the last three weeks than in any other section of the country. Most of the time the thermometer has remained around zero and there have been heavy snow storms which have interrupted transportation and been a source of delay in forwarding coal to consumers. In the anthracite trade there is an increasing shortage of stove and chestnut in the prepared sizes and some sizes of the steam grades are also in short supply. Apparently New England territory is most urgently seeking an increased tonnage of anthracite at this time. The embargo on the New York, New Haven & Hartford, which has existed for the past three weeks, has not been relieved and dealers are unable to secure the transportation of coal from the collieries after they place orders for it. There has been an effort on the part of the shipping companies to divert the coal that should have gone into that territory all-rail to tide and ship it in vessel bottoms coastwise to discharging ports, where it was believed it could be loaded into cars and moved inland. This plan of transportation has proved abortive. The coal has reached the discharging port and has been unloaded without delay, after which there was a shortage of cars for reloading and when the cars were reloaded there was no motive power to move it inland. As the main rail line is not taking anywhere near the tonnage that should go into the New England states at this time and as there is no means of getting coal there otherwise, the situation is becoming somewhat critical. At most of the larger cities stocks in dealers' yards have been reduced and there is no way in which they feel sure they can be replenished. There is already considerable talk of advancing retail prices, owing to the uncertain situation, and unless relief is furnished doubtless this will be necessary. The only territory from which a lessening demand is reported is in the all-rail movement through Buffalo as a gateway into Canada north and east of that point. Weather conditions in the Dominion have not been conducive to a large consumption of fuel and dealers are apparently well stocked at present. In many instances they took in a larger tonnage of anthracite prior to the opening of the winter than they did a year ago. This was due to the fact that last winter the main trunk line entering Canadian territory was most seriously congested and for six or eight weeks it was almost impossible to get coal through to destination.

Eastern Bituminous Trade is on a Strong Basis.

In the eastern bituminous trade coastwise market conditions are on a very strong basis with prices from twenty-five to fifty cents higher per ton on high grade coal than they were the early part of the month. Nearly all the leading factors are holding to these new prices because they are not anxious to take any more business. The conditions applying to transportation have been discouraging, both from the mines and for distribution all-rail in the New England territory. Cars have been in very short supply in all the different fields and motive power has been seriously curtailed on account of the drouth which has prevailed in western Pennsylvania and West Virginia for the past three months. The rains and melting snow the early part of the week relieved this drouth, but most of the rail lines have much equipment in the repair shops which they will be unable to utilize for some time to come. There has been practically no improvement in the transportation situation and in some respects it is worse than it was last week. Congestions of freight at terminal points

are frequent and where cars are transferred to foreign roads it requires a considerable length of time before they are returned. Owing to these transportation conditions many of the operating companies are finding it necessary to utilize their entire output in meeting their contracts. The consequence has been that the amount of free coal available at New York, Boston and other tidewater ports has been considerably reduced.

West Reports Delay in the Movement of All-Rail Anthracite.

In the western anthracite trade there continues to be a scarcity of chestnut coal and much complaint concerning the delays in the movement of all-rail shipments from the collieries. Frequently cars require three or four weeks when they should come through inside of a week or ten days. Western shippers have no hope of immediate relief from these transportation conditions. They say that during January frequent storms and severe winter weather usually cause a greater delay than is being experienced at present and that if cars come through in from four to six weeks after the first of the year the movement will meet their expectations. In other sizes than chestnut western markets are fairly well supplied and there is no scarcity. Referring to the situation this week and the increasing scarcity of the chestnut size of coal, one of the leading western shipping agents gave it as his opinion that less chestnut had been made during 1904 in proportion to other grades than in a number of years. He said the shipments which he received showed a smaller proportion of nut than of the other grades and he believed this to be true of nearly all the shipping companies. There are serious fears that the situation as to supplies of this coal will grow worse instead of better. Dock stocks are being rapidly depleted and when this reserve supply is exhausted the western trade will be obliged to depend wholly on all-rail tonnage.

In the western bituminous trade the production this week has been comparatively light, owing to the fact that a number of the mines are closed down during the holidays and those that were working put in only part time. The zero weather which prevailed the middle of the week throughout the Mississippi valley had a salutary effect upon business, but did not result in any important advance in prices. The most direct benefit consisted in cleaning up the surplus coal which had accumulated the previous week, when demand was comparatively light for this season of the year. Domestic grades of western bituminous coal are in little better request than they were and the market is some firmer, but in very many cases selling prices are below the circular basis which should prevail during mid-winter. There has been practically no change in steam grades, although the surplus which caused a demoralization of the market last week has been materially reduced and with continued cold weather the prospects are favorable for a better tone to the market. About all the appreciation that has occurred this week in prices has been in connection with the fine grades, such as screenings and slack. These are selling higher than they were, although the general selling price is not much more than half what it was at this time a year ago.

One of the most important features of the western, and especially of the southern, coal trade during the week was the rise in the Monongahela and Ohio rivers, which permitted a boating stage out of Pittsburg and the Kanawha valley. This rise was slight and only small tows have been handled in the movement to the south thus far. There was running ice in these rivers, which prevented the boat owners from sending down as many barges as is usual. The small tonnage that has moved south, however, will be of great benefit to the river towns. Larger cities have not been affected to the same extent as the smaller towns, but in spite of the river movement to Cincinnati the situation there as to supply is somewhat critical. Leading railroads from West Virginia fields are unable to move a sufficient tonnage of coal to meet the requirements of the city and the amount of coal moved out by way of the river will not last any great length of time.

Reports from Leading Coal Markets of the West.

OFFICE OF THE BLACK DIAMOND,
CHICAGO, ILL., Dec. 30.

Weather conditions this week have worked a slight improvement in the coal trade in the Mississippi valley, resulting in an increased demand for fuel and slightly firmer prices, although there have been no advances in any of the more important domestic or steam fuels. It will require a week or more of zero weather before any change is to be expected in the price situation, and then, owing to the very heavy production of coal in the leading bituminous fields, the upward trend will not be as pronounced as it has been some previous winters, notably in 1902 and 1903. The severe cold weather was ushered in Tuesday afternoon with a western blizzard, which tied up transportation and increased the consumption of fuel to the maximum point. Wednesday and the remainder of the week the mercury in the thermometer hovered close to the zero point, with the result that stocks of coal in dealers' hands were very considerably reduced. A continuance of these weather conditions the coming week will doubtless cause some scurrying around to secure supplies from shippers, inasmuch as production has been somewhat curtailed during the holiday period.

The change in the weather has also increased the demand for anthracite. Orders began to come in more freely the middle of the week, showing that dealers' stocks were not very large and that they would require frequent replenishing to keep them up to a point where consumers could be supplied promptly, if the weather continues severe.

Storm Did Not Affect Transportation in the West.

The effect of the storm on transportation conditions in the west was not apparent to any noticeable extent. Owing to the mild weather which previously prevailed there was some accumulation of coal and the market would have been seriously demoralized had the mild temperatures continued. Although trains have not made as good time since the cold weather commenced and since the appearance of snow, all the coal that has been required immediately has been moved forward. In most of the bituminous fields part of the mines have been closed down all of the week, so that the demand for cars was not quite as urgent as formerly and the transportation companies have been able to provide enough, generally speaking.

One effect of the mild weather, which continued over Saturday and Sunday, will be better transportation facilities out of western Pennsylvania, West Virginia and Ohio, as well as southern Indiana. In all that territory the long continued drouth made it necessary to operate water trains to provide a supply for the locomotives at important points. During the mild weather over Sunday the snow which had previously fallen was melted and lakes and streams began to show a higher level. This was followed by a steady rainfall the greater part of Monday, which contributed further to the available water supply, with the consequence that most of the water trains have been discontinued. In addition, the water available is much better adapted to locomotive purposes and the frequent repairs which have been so necessary for the past three months, owing to the damage to boiler flues and crown sheets, will be obviated for some time to come. It is probable the result of these better conditions will not be felt immediately in heavier arrivals of coal from the fields mentioned, but gradually there should be an improvement in transportation conditions, increasing the supply of leading domestic coals, unless heavy snow storms and very severe weather prove a further serious hindrance to the movement of loaded trains. The outlook generally is regarded as improved from the standpoint of coal transportation, and after the serious delays that have been experienced since the middle of September is furnishing hope of relief.

Scarcity of Chestnut Feature of Anthracite Trade.

In the anthracite trade the principal feature in the west is the increasing scarcity of chestnut coal. One large dock interest in reporting market conditions this week said that it had not only exhausted its supply of all-rail nut coal, but that its dock stocks were very low. The impression prevails in some quarters that less chestnut coal was made by the collieries this year, in proportion to the production of other sizes, than ordinarily and that is the reason for the continued shortage and the growing acuteness of the situation with reference to this size. Some of the dock companies report that their shipments of chestnut have been less as compared with other anthracite tonnage and predict that before the end of the winter the situation may become somewhat serious as to available supplies of this grade. In addition to the continued heavy demand for nut coal, there is also a better improvement in the movement of small egg in the west. This is taken to indicate that retailers' stocks are comparatively small and that they will be in the market very often to replenish them in the future, owing to this fact. After the middle of January the anthracite trade will be largely on a hand-to-mouth basis, so far as the principal shipping companies are concerned, retailers preferring to take in a carlot at a time so that they will not carry over any stock into the new mining year.

The movement of all-rail coal from the collieries to the west continues to be very slow. There is considerable coal out that has been on the road for three or four weeks, so that the stoppage of work at the collieries the past week will not have much effect on present arrivals and will be likely to show little influence on western supplies till the tenth to fifteenth of January. If coal was coming through in better time it would have a different effect on the situation, but with so much still on the way that was mined the early part of the month, arrivals ought to be steady and fairly heavy during the next fortnight.

Retail demand for anthracite is very heavy this week in all parts of the west and especially in the larger cities. There are many householders who buy on a hand-to-mouth basis who have deferred buying until it was absolutely necessary to have the coal. With the quickened consumption, they

have necessarily been forced into the market, with the consequence that some of the orders booked have called for most urgent delivery. Dealers look for a large business throughout the winter with the continuance of normally cold weather and anticipate that at times consumers may have difficulty in getting supplies promptly unless they place orders a few days in advance of their requirements.

In the bituminous trade the weather conditions referred to have already had some influence on transportation, but not to an extent to constitute much of a factor. Most of the eastern collieries are working on part time only, where they are working at all this week, so that with a light production there has not been much call upon the rail lines to move a large tonnage of coal. This is a feature, the benefit from which should be derived later. It gives the rail lines a brief time in which to make preparation for the business that will come with the advent of the new year by repairing equipment and getting it in good shape.

Smokeless Coals Continue on Firm Basis.

There is not a heavy movement of tonnage out of the smokeless regions of West Virginia at this time. Standard Pocahontas and New River coal continues in rather light supply in the west, with the market very firm on most of the grades. Maryland smokeless coal is also holding to a strong basis in the west and the demand exceeds the supply. Prices on screened lump and egg smokeless product continue on about the same basis as a week ago, namely, \$2.00@2.25 f. o. b. the mine or \$4.05@4.30 f. o. b. Chicago. From a careful inquiry, it is evident that a large part of the business is being done on the former basis of quotations, which shows some relief from the conditions previously prevailing, when this coal was in very short supply. Smokeless run-of-mine in the standard grades is held firmly on the basis of \$1.10 f. o. b. the mine or \$3.15 f. o. b. Chicago. Tug River and thin vein Pocahontas run-of-mine coal are quoted at 95c@1.10 f. o. b. the mine, according to quality, or \$3.00@3.15 f. o. b. Chicago, with screened run-of-mine coal in this grade held on the basis of \$1.20 f. o. b. the mine or \$3.25 f. o. b. Chicago.

Splint coals from the West Virginia fields are not in as large supply as a week ago, some of the accumulation having been moved last week. Demand is generally reported good for the leading descriptions, with the market showing firmness. The basing price of Kanawha splint, which is in good request in the west, is \$1.50 f. o. b. the mine for open cars and \$1.60 f. o. b. the mine for box cars, with Chicago prices \$3.40 for open cars and \$3.50 for box cars. Some other grades are held as high as \$3.60@3.65 f. o. b. Chicago for lump coal loaded in box cars.

Out of the Fairmont district it is reported there is a slightly better supply of cars, although there is no serious accumulation of this coal in the Chicago market. Three-quarter steam coal continues to be held on the basis of 90c@1.00 f. o. b. the mine or \$2.85@2.90 f. o. b. Chicago. Fairmont lump is held on the basis of \$1.50@1.60 f. o. b. the mine for western all-rail shipment or \$3.40 f. o. b. Chicago for open cars and \$3.50 for coal loaded in box cars.

Reports from the western Pennsylvania fields continue to indicate an increasing firmness in the market at that point on Youghiogheny three-quarter coal. Quotations for standard quality f. o. b. the mine are \$1.15@1.25, while the f. o. b. price at Chicago is \$3.00@3.15.

Hocking Coals Show Various Selling Prices.

Hocking coal from the Ohio fields has shown no improvement and is, in fact, on about the same basis as a week ago. Most of the business in the Chicago market is on a basis lower than the circular at this season of the year, except for coal of high quality, such as four-inch lump and Hisylvania, together with other descriptions which properly belong to this class. Hocking coal of standard quality in battleships has sold in Chicago during the week as low as \$2.90 f. o. b. the cars, while ordinary descriptions of this loaded in coal cars continue to sell to the retail trade on the basis of \$3.10@3.15 f. o. b. Chicago or \$1.40@1.50 f. o. b. the mine. Four-inch lump and other grades referred to are held on the basis of \$1.60 f. o. b. the mine or \$3.25 f. o. b. Chicago. The situation as to Hocking continues to be a source of more or less perplexity to the shipping agents. Massillon coal continues steady at the new prices announced at the opening of the month, on the basis of \$2.55 f. o. b. the mine for high grade lump and \$2.50 f. o. b. the mine for other descriptions of lump. Sedalia coal also continues steady at \$2.55 f. o. b. the mine for lump and \$1.75 f. o. b. the mine for nut. Jackson Hill lump is strong at \$2.25 f. o. b. the mine, and Wellston at \$2.00 f. o. b. the mine.

Very Little Changes in Western Coal Prices.

In western coals the situation has not shown much change during the week. High grade domestic coals where preparation is a factor of considerable importance are slightly stronger than they were a week ago, but in many instances continue to sell below the circular basis. Carterville lump, in the movement to the country trade, is on the basis of \$1.75 f. o. b. the mine and for egg is \$1.65 f. o. b. the mine. In the Chicago city trade these prices are not rigidly maintained, and as a consequence some Carterville coal can be obtained considerably cheaper. Sullivan county five-inch lump is held on the basis of \$1.45@1.70 f. o. b. the mine or \$2.25@2.50 f. o. b. Chicago, according to quality and preparation. Springfield lump is held on the basis of \$1.50@1.70 f. o. b. the mine or \$2.25@2.45. Egg coal generally sells ten cents under these figures. Northern Illinois third vein coal is held at \$2.50 f. o. b. the mine for chunks or \$2.40 f. o. b. the mine for lump. Brazil block continues on the former basis of \$2.25 f. o. b. the mine or \$3.05 f. o. b. Chicago for lump and twenty-five cents lower for run-of-mine.

In the steam grades of western coal there has been practically no change from last week. Sullivan county inch and a quarter lump is held on the

basis of \$1.20@1.30 f. o. b. the mine or \$2.00@2.10 f. o. b. Chicago. Springfield coal in the same grade is held at \$1.10@1.15 f. o. b. the mine or \$1.85@1.90 f. o. b. Chicago. Clinton coal holds to about the same range as Springfield. Other steam grades are on a corresponding basis. Run-of-mine coal from the principal fields is held on the basis of \$1.60@1.70 f. o. b. Chicago. Screenings are not in over-supply, but prices have not appreciated to any extent. Block screenings showed some accumulation during the week and were sold as low as twenty cents f. o. b. the mine or \$1.00 f. o. b. Chicago. Other common grades of screenings sold on the basis of \$1.15@1.20 f. o. b. Chicago. Sullivan county and other high grade screenings were held at 55@60c f. o. b. the mine or \$1.25@1.40 f. o. b. Chicago.

In the western coke trade, while the demand this week is not heavy, there has been a noticeable scarcity of supplies, with the consequence that prices are stronger than they were and occasionally buyers are obliged to do considerable shopping around before they are enabled to secure desirable coke. Connellsville seventy-two-hour foundry coke is held on the basis of \$2.50@2.75 f. o. b. the ovens or \$5.15@5.40 f. o. b. Chicago. Southern coke is also on a stronger basis for foundry grades and is quoted at \$5.00@5.10 f. o. b. Chicago. Southern furnace coke is quoted in the open market at \$4.70@4.75 f. o. b. Chicago for West Virginia grades. By-product coke continues firm on the basis of \$5.30 f. o. b. Chicago for Detroit and \$4.90@5.00 for other grades. Gas-house coke is firm at \$4.00 f. o. b. Chicago.

Market Conditions and Trade Gossip from Cincinnati.

CINCINNATI, OHIO, Dec. 29.—(Special Correspondence.)—The Cincinnati market is in somewhat of an agitated condition this week as a result of the rise in the Ohio river, which is letting a large amount of river coal from both Pittsburg and the Kanawha district into this market. Until it is definitely known just what the receipts of river coal will be, it is difficult to forecast the market, but it is not expected that there will be any slump in prices in any variety of fuel, as it is now the middle of winter, when the consumption is at its maximum, and it is always problematical when there will be another shipment of river coal to replenish stocks. The present shipment was made amidst the greatest dangers of navigation, the river being full of heavy ice, and considerable loss has already attended the movement. The coal that is now coming to market by water has been loaded and stored in barges for four or five months, and the expense to its owners has been great. Therefore, it is quite unlikely that the river people will feel like selling any particularly cheap coal at this time, and the railroad shippers need have no excessive fears that the river shippers will cut, to any considerable degree, existing prices.

The only trouble that may arise in this market just now, may come from jobbers who may have a large quantity of rail coal in transit, and who expected to sell this coal to river people and others at fancy prices. Large cancellations of orders for rail coal may be expected during the next few days, but it is more than likely that the heavy producers and jobbers of rail coal will see to it that there is no slaughtering of prices by anybody who may happen to have spot coal on hand. In fact, there is no reason to believe that present prices will be disturbed to any great extent, and it is said that even those jobbers who have been selling to the river people will have no difficulty in disposing of their stocks to the regular rail trade, which has been short of coal during the entire season.

Receipts of River Coal to Restore Normal Market Conditions.

The receipts of river coal at this time will tend toward putting the trade back into its normal condition, but those persons who are expecting wholesale reductions in prices will probably be disappointed. It is not unlikely that the retail price of Pittsburg and Kanawha lump delivered to families will be \$3.50 a ton after this week, and other coals in proportion. This would be a fair price to both the seller and the public. It will be recalled that this is the middle of winter; that there may be ice or low water for a month or six weeks immediately following the present swell in the river, and that, therefore, the river shippers may not get another shipment to market before the present supply is entirely exhausted, so it is reasonable to suppose that they will be in favor of neither very high nor very low prices for the time being. Another thing to be taken into consideration is that the amount of coal loaded at headwaters is smaller this year than usual. The Pittsburg Coal Co. did not load an excessive amount as it did last year when it suffered so severely from losses in the ice. As to New River and Pocahontas coal, the principal producers are standing pat and waiting to see what the developments will be during the next few days, and holding their prices where they have been during the past few weeks. These coals are quoted at \$2.25 a ton at the mines for lump and egg, with a freight rate of \$1.15 to Cincinnati.

The Kanawha, Thacker, Luhrig, and other districts are in much the same condition as the smokeless districts. All have been woefully short of cars, and any diminution in the demand for these coals would be rather welcomed than otherwise. The ordinary grades of splint lump are quoted at \$1.75@2.00 at the mines, with a freight rate of \$1.00 to Cincinnati.

The general market for nut and slack is in fair condition, though no fancy prices are being obtained anywhere. Kanawha nut and slack range from sixty-five cents a ton and upward at the mines, and smokeless ninety cents.

River Coal Prices are Not Being Quoted.

No prices are being quoted thus far for river coal that is to arrive on the present run. Most of the transporting companies have their own retail elevators here, and the matter of wholesale price does not interest them. It is not likely that there will be much river coal on the market. Most of the tows are rather small on account of the large amount of ice in the river, and the blizzard, which followed the rains that made the rise, will probably cause the river to fall quickly and prevent a second shipment. The cold weather freezes the small streams, and prevents the water from flowing into the river, and the river thus falls quickly.

As quotations now stand, Pittsburg and Kanawha lump delivered retail range at \$3.50@4.00 a ton; Luhrig \$3.25; anthracite \$7.50; nut and slack \$1.65@2.00; gas coke 9@10 cents a bushel delivered. There is no change in the coke situation from last week, but the market is very strong, and the supply of cars is entirely inadequate. This report comes from every coke producing district.

Cincinnati News Notes and Personals.

Manager Brooks, of the Proctor Coal Co., Knoxville, Tenn., was a Cincinnati business visitor this week.

W. B. Saunders, Cincinnati representative of the Merrimac anthracite mines, is spending the holidays at his old home in Afton, Virginia.

J. C. Wheeler, western sales agent of the New River Coal Sales Co., is spending the week at the company's mines in the New River and Kanawha district.

T. R. Morgan, secretary of the Pocahontas Co., Cincinnati, and general sales agent of the Kentucky Block Cannel Coal Co., spent a day or two here this week.

William Woods, a tramp, while hunting a warm place to spend the night, stepped on a steam pipe on top of a boiler at the plant of the Queen City Coal Co. Monday night, and was scalded to death.

The Pittsburg firm of C. Jutte & Co., the largest independent river concern in the Pittsburg coal business, met with a heavy loss on the present run of coal. Its excellent steamer Charley Jutte was crushed in an ice floe near Wheeling, and sank in twenty feet of water, proving a total loss of \$35,000.

Alexander Cunningham, president of the Luhrig Coal Co., is in New York financing the deal by which he will open up at once his extensive anthracite holdings in Arkansas. Mr. Cunningham is going ahead as rapidly as possible with the construction of this operation.

J. B. L. Hornberger, A. M. Kirker and T. A. Rowand, general auditors of the Pittsburgh Coal Co., Pittsburg, spent several days here this week going over the books of W. H. Brown's Son, the Queen City Coal Co., and the Pittsburg Coal Co., the three retail concerns here that are subsidiary companies to the Pittsburgh Coal Co., of Pittsburg.

The Pittsburg Coal Co., Cincinnati, of which E. Galatti is manager, is in receipt of a large quantity of Pittsburg coal by river, and is again prepared to make rail shipments of gas coal from Cincinnati to all points in the west and north. The Pittsburg Coal Co. has one of the most complete car-loading plants in the city. It elevates river coal, re-screens it and loads it into cars for shipment.

W. J. Magee, manager of the Cincinnati office of the Kanawha Fuel Co., and a brother of Robert S. Magee, general manager of the Pocahontas company of Cincinnati, has been nominated by the merchants' and manufacturers' party for the position of director of the Cincinnati Chamber of Commerce. Robert C. Crowthers, of the Pocahontas Co., and the Cincinnati representative of THE BLACK DIAMOND, was also nominated for the position of director on the same ticket, but Mr. Crowthers, fearing that his candidacy might weaken the chances of Mr. Magee by dividing the coal men's vote and thus letting in some other candidate, withdrew, and is working for the election of Mr. Magee.

Mayor Fleischmann, upon being importuned to take some official action against the coal companies for raising the price of coal, is reported to have said: "I will take no official notice of any advance in the price of coal. With the river as low as it is, and if we have any winter at all, navigation will be impeded, and therefore some advance in the price of coal might be justifiable. However, I know nothing of the situation, and have no knowledge of how much coal there really is available, or of the facilities by river or rail to get more here. The people who own coal have the same right to set a price as any one else who has anything to sell." The mayor is a hard headed, up to date and thorough business man, and is very popular with a large majority of the people of Cincinnati. His good graces in his efforts toward settling the late teamsters' strike are still recalled with great satisfaction among the coal men.

A very unusual state of affairs now exists in New Richmond, Ohio, a beautiful little town twenty miles above Cincinnati on the Ohio river. The long season of low water has caused the local dealers to completely run out of coal. Until a few days ago a supply of coal was obtained from the Chesapeake & Ohio railroad, across the river, but the filling of the river with ice has prevented the ferry boat from operating, and the ice is not yet thick enough to allow the crossing of teams, so that no coal can now be obtained from the railroad. The entire town ran out of coal, and Frank Talley, the principal dealer of the place, came to Cincinnati Tuesday and arranged with a traction company to fill several traction express cars with coal for his New Richmond trade, and haul them there at once. This is probably the first instance on record of a traction company hauling coal in its express cars, but it was a case where the action was absolutely necessary. Many of the well-to-do families of New Richmond are lending coal to their less fortunate neighbors.

A number of the coal companies received on the twentieth of December the following circular from the Baltimore & Ohio railroad, dated December seventh and effective December first: "The Baltimore & Ohio railroad, Freight Traffic Department. Circular No. 657. Baltimore, Md., December seventh, 1904. Re-consignment of coal west of the Ohio river.

To agents and others interested: On and after December first, this company will decline to re-consign on the basis of through rates and divisions, coal that has been consigned and way-billed to points west of Ohio river. After above date all coal must be shipped on through rates and divisions from the mines to final destination; otherwise local rates to and from points of re-consignment will be charged. C. S. Wight, Manager of Freight Traffic, H. C. Smith, Freight Tariff Agent." Regarding the foregoing circular, the freight officials of the Baltimore & Ohio South-Western railroad have no knowledge whatever, and when questioned as to what effect it would have on the Cincinnati coal trade they said they could give no opinion until they had received information or instructions from Baltimore. The Baltimore & Ohio South-Western people here had not even received the circular.

The late coal situation produced some pointed personalities in the local daily press. John Brashears, secretary and treasurer of the Consolidated Coal & Mining Co., is reported by *The Post* as saying that if he had his way the price of coal delivered to families in Cincinnati would be \$5.00 a ton, and that no one except old washerwomen were compelled to buy coal at this time. *The Post* then editorially attacks Mr. Brashears. The Chesapeake & Ohio railroad stirred up a veritable hornets' nest by the issuance of a circular last Saturday. As everybody knows, this market has been abnormal for several weeks on account of the supply of river coal being exhausted, and the retail price of lump coal has been raised as high as \$4.00 a ton by some dealers. The officials of the Chesapeake & Ohio, or at least President George W. Stevens and Freight Traffic Manager F. M. Whittaker, thinking that they saw a chance for a "grand stand" play before the public, issued a circular attacking the dealers who raised the price at retail, and promised that "all possible preference in transportation and facilities for securing coal will be given to shippers who maintain reasonable prices." The railroad also promised to transport into Cincinnati two hundred cars of coal a day until the situation was relieved. The local coal dealers at once strongly resented the interference of the railroad in the matter of coal prices, and called attention to the fact that it also had no choice in the matter of giving preferences to anybody without laying itself liable to the interstate commerce laws. The local coal people also went after the railroad hammer and tongs on the subject of furnishing two hundred cars a day for the Cincinnati market. They argued: If you are able to do this, why is it that you have not given us more than one-fifth to one-sixth of our capacity in cars? Why has it taken you twenty days to move coal from the Kanawha mines to Cincinnati? The car supply on the Chesapeake & Ohio railroad has been notoriously bad, and the road is in no better condition now to give better service; yet the officials named foolishly issued the circular referred to, and brought down upon their heads the deserved wrath of the coal interests.

San Francisco and Pacific Coast Trade.

SAN FRANCISCO, CAL., Dec. 24.—(*Special Correspondence*).—Since the steamship Sonoma left there have been but two arrivals of Australian coal from Newcastle, N. S. W., viz.: Conrobert, 2,446 tons; Andromeda, 1,856 tons; total, 4,302 tons. The liberal arrivals during last month have fully supplied the market for all immediate requirements of Australian coals, still the quantity on hand should be largely consumed by the end of January next. There are at present chartered to load at Newcastle with coal, sixteen vessels with a carrying capacity of about 40,000 tons. A large portion of this amount will not be delivered here for four months to come. As soon as our rainfall commences, the demand for all the Australian grades now in market will be very generous, and stocks will be freely eaten into. Selling prices are steady, and there is no probability that any reduction will be made before next summer. The present rates of freight on coal from Newcastle are very firm, with no probability of any marked reduction for several months to come. The demand for steam coal is almost entirely supplanted by that for fuel oil, which is being freely produced at very low prices to the consumers. The total amount of Australian coal received here this year, is about one-half the quantity which was delivered here in 1903. This shows conclusively the falling off in consumption of colonial fuel; this is mainly to be attributed to the free shipments of the British Columbian product which is very popular in this market, and leaves a generous profit to the importers.

Pittsburg Coal and Coke Operations.

PITTSBURG, PA., Dec. 29.—(*Special Correspondence*).—For the first time in over six months coal has been shipped from Pittsburg to points south. Santa Claus could not have brought a better Christmas gift to rivermen than the rise in the rivers. Broad smiles have supplanted the frowns that hid the countenances of scores of river coal operators, as a result of the recent rains. When practically all of Greater Pittsburg had become resigned to the fate of a water famine and the inhabitants of many fields were boiling snow in order to secure a water supply, Jupiter Pluvius jumped on to the "water wagon" and turned the sprinkler on. After the thirsty earth had been satisfied the rivers commenced to rise. Then a thaw came and the ice commenced to flow down the Monongahela and Allegheny rivers, swelling the waters until there was a boating stage. Christmas morning about 1,000,000 bushels of coal laden in barges and fleets were cast off to their southern destination. By Wednesday evening about 5,000,000 bushels had been shipped to ports along the Mississippi river. Although the rivers continue to rise and have already attained a stage of one and one-half feet, a sudden cold wave will check this and may prevent further shipments of fuel. In all, about 6,000,000 bushels of black diamonds are now on their way to points south.

Nearly 10,000 miners, scores of operators and hundreds of rivermen are jubilant over the rise. Less than a week ago practically all hope of a boat stage in the local harbors this winter had been abandoned. But within the past few days there was a marvelous transformation. The Pittsburg harbor is teeming with activity.

River Company Makes Bulk of Shipments.

The bulk of the coal was shipped by the Monongahela River Consolidated Coal & Coke Co. Up until noon today it had shipped over 2,000,000 bushels. The remainder was divided between the Juttes, A. R. Budd Co., United Coal Co., and other concerns. A wind blowing at the rate of fifty miles an hour is handicapping the shippers and work has been suspended for the time being.

Several accidents marred the shipments, and proved very disastrous. The towboat Charles Jutte, belonging to the People's Coal Co., of this city, was sunk at Cable's eddy, above Steubenville, Ohio, just below Brown's island in the Ohio river on Tuesday. The boat was only a little over a year old and cost \$30,000. The boat is now very seriously damaged. It has a large hole punched in its side but can be floated. Captain H. S. Fairfield was at the wheel at the time and there were eleven persons on board. The Jutte broke the ice and, the gorge moving, an attempt was made to turn and go down stream, but the gorge ice swept down stream six feet high and fouled the wheel, crushing the hull of the boat against the shore ice. The crew had a narrow escape. Several men had to crawl over large cakes of ice to get to the hurricane deck and to the yawls.

During the fog Tuesday morning the G. W. Thomas, in effecting a landing, jammed into the big Sprague and her tow and sunk a barge. The accident did not amount to much, but a far more serious one was narrowly averted, and it was only by quick work on the part of the crew of the Thomas that her whole tow escaped destruction. The Sprague was lying at her landing in the Ohio river, West End, when the accident occurred.

There is some concern lest some of the boats which are far down the river may not be able to get up with their tows of empties. It will be a couple of days before the water will reach them and then it may be too late to come to Pittsburg. Despite this every one along the river front is wearing "a smile that won't come off."

It is estimated that there was nearly 25,000,000 bushels of coal in the local harbor previous to the rise. If the high water lasts the remainder of the week about 10,000,000 bushels will be sent south. Reports from the latter points indicate that the bins are virtually empty. The demand is very heavy and consumers can use all the fuel sent there by Pittsburg operators.

Railroads are Placing Orders for Many New Cars.

Shippers are encouraged over the railroads awarding contracts for new cars. The contracts specify immediate delivery, which shows that the freight lines are finally trying to diminish the drawbacks experienced as a result of the inadequate transportation facilities. The Pittsburg & Lake Erie railroad is the latest to place an order for 1,000 steel cars with the Pressed Steel Car Co. This is the third large order for cars placed in Pittsburg within the last six weeks, as noted each time in *THE BLACK DIAMOND*. The Pittsburg Coal Co. gave an order for 2,000 steel hopper cars to the American Car & Foundry Co., and the United Coal Co. ordered 1,000 cars from the Standard Steel Car Co. In addition to a contract for rolling stock, the Pittsburg & Lake Erie has ordered five passenger engines at a cost of \$60,000. Colonel J. M. Schoonemaker said: "With so many new cars I think the traffic in this district the coming year can be taken care of very well. I anticipate encouraging business."

Official confirmation was given the report of the purchase of more than 1,000 acres of Connellsville coal land from J. V. Thompson, a Uniontown banker, by the H. C. Frick Coke Co., a subsidiary concern of the United States Steel Corporation. The land lies in the North and South Union townships, near Uniontown. The deal includes sixty-three acres in the Klondyke region and over 100 ovens, known as the Crossland plant, and all buildings and equipment. The ovens are located near Uniontown. It is said the price involved is about \$1,000,000. The Frick Co. may not develop the land for years.

Owing to the arrival of a cold wave the domestic trade has somewhat improved, but there is hardly any change in prices. Run-of-mine is still being quoted at \$1.05@1.10 a ton and sales are not very numerous.

News from the coke region is to the effect that rain for the past three days has greatly relieved the drouth that prevailed there. As a result many ovens that were banked have resumed operations. The Frick Coke Co. is running all available ovens. The independents were seriously blighted by the lack of water and are now able to resume some of the idle ovens. The demand for coke continues heavy and inquiries are numerous.

The West Virginia Mining Field.

WHEELING, W. VA., Dec. 29.—(*Special Correspondence*).—About half time is being made in the mines of this field this week and the car service is almost up to requirements. The long drouth has been broken by good rains and the trouble to the railroads from that source is materially lessened. At this writing there has not been enough rain to fill certain streams and wells, but there is water running in all the creeks. The snow was melted fast in a sudden thaw and rain followed generally all over the state. It is considered likely that by next week there will be no further necessity for the water trains on the railroads.

As the streams pour their water into the Ohio river, that stream has begun to rise from the low stage of fifteen inches it had reached in the drouth and just now the prospects for a good boating stage are very bright. The biggest fleet ever gathered in the Kanawha river is waiting a rise and almost 400 barges are lying there anxiously watching the Ohio. As soon as

the Ohio is navigable the dams will be raised on the Kanawha to let the boats out from the pools, where they are now stationed.

Another conference of the eastern Ohio operators has been held in Wheeling within the last week and followed on the heels of one at Cleveland. While not disposed to discuss the objects of their conferences, they desire a correction of the rumors that they want to advance prices fifteen and twenty-five cents a ton. Samuel Kinsey, one of the leading operators, connected with the Portland & Pittsburg Standard companies, states that the price to consumers will not be raised one iota by any measures the operators will adopt, and he confirms what has previously appeared in THE BLACK DIAMOND, that it is the middleman whom the operators want to eliminate.

Eastern Ohio Operators Still Plan Joint Agency.

Mr. Kinsey calls attention to the Spitzer building in Toledo, where he claims there are 114 jobbers or brokers in the coal business who do a business of from \$10,000 to \$20,000 a year. He claims these agencies handle the product of operations which produce from 200 to 1,000 tons a day and which can not afford to support an office in Cleveland, Toledo or other western cities. The margin paid the agencies runs from ten to twenty-five cents a ton, and the eastern Ohio operators are conferring with a view to operating a joint agency to handle their coal.

They make the point that mine-run coal is being placed on board cars at the mine in some instances as low as eighty-five cents per ton, at other places at ninety cents, with ninety-five cents being the highest. No profit can be made at these prices.

Of course, the operators chiefly interested in the proposed plan are not the largest and oldest established concerns in the Ohio valley. The large interests are able to maintain their own agents on the road to sell their product, yet the brokerage business affects them, since the lowest price at which coal is quoted is a basis on which the greater amount of coal produced is sold.

The fight against the jobber, or middleman, gives promise of being warm and interesting and the operators seem largely united on the question. They have not made any money the last year, which has been notable for competition and low prices, and they look to the jobber's abolition as a remedy. The question will occur, however, whether they will be able to take advantage of the margin now secured by the broker after they eliminate him, or will go to cutting prices on a new basis that will be relatively the same as the old. With this danger ahead they are determined to form the strongest combination possible and will soon meet again.

The Gilo-Mont, to operate at Glade, Fayette county, and the Red Rock Fuel, at Fairmont, were two new coal companies chartered this week, the first by New Yorkers with an authorized capital of \$1,000,000, the second with \$10,000 by Philadelphia men.

The Cleveland and Ohio Coal Trade.

CLEVELAND, OHIO, Dec. 29.—(*Special Correspondence.*)—The report of the coal shipments by lake out of Cleveland has been made public by the Chamber of Commerce and its appearance has caused much comment among the local shippers. Nearly everybody in Cleveland thought that the report would show that this past year's business had exceeded that of the year before by a good margin, but this did not prove to be the case. Although the statistics show that the amount of coal sent up the lakes this year is less than that of last, it is generally conceded that the movement was heavier while it was under way. The reason for this is that on account of the strike among the masters and pilots there was practically no coal shipped from the port of Cleveland, or, in fact, from any port until almost the middle of May. It will be easily seen that if the shippers handled only 100,000 tons less in a season that was two months shorter than they handled in a full season, they must have worked much livelier when it was under way. The report is as follows:

	Tons.		Tons.
April	1,055	October	307,314
May	112,502	November	178,924
June	561,777	December, to 9th, inc..	72,304
July	626,166		
August	430,715	Total for 1904	2,646,919
September	356,162	Total for 1903	2,752,549

Most of the shipping out of Cleveland is done by the Pittsburg Coal Co. and the James W. Ellsworth Co. Both of these concerns have done a big year's business, as their reports will no doubt show when they come in.

The Youghiogeny & Ohio Coal Co. has purchased a new coal field in the Pittsburg vein district. The company will begin operation in this new field, which consists of about five hundred acres, in the near future. Patrick McBryde, who is the Cleveland agent for the Pittsburg vein operators of Ohio, has been away at a meeting of the Wheeling and Pittsburg vein operators at Wheeling, W. Va.

Cleveland retail dealers are making all necessary preparations to handle big orders this month; in fact, during December the business was not as good as during the same month in other years. This condition can not be accounted for by poor coal weather, for with the exception of the last few days of the month the weather was steadily cold and brisk. In Cleveland all the dealers say that December is a dull month, and of the many explanations offered one of the best is that given by one of the local dealers.

Coal Trade Quiet in Cleveland During December.

"The average retail consumer lays in his winter coal during August or September and this supply has apparently not yet been exhausted. Of course, the wholesale trade has not suffered from these conditions, as the steam trade is uniformly the same the year around." Among the retailers the uniform report is that most of the orders now filled are for a few tons and are from people who live from hand to mouth. The very small dealers who sell coal

by the sack say that the recent cold weather has created quite a boom in their trade. These sales, of course, have no effect on the general market, as these sacks contain but 100 pounds and the coal is of a very inferior grade.

Last year's high prices, which were caused by the anthracite strike, have had a depressing effect on the present trade. On the first of December the operators announced an advance of twenty-five cents a ton in Massillon lump, which forced the retailers to raise their price from \$4.25 to \$4.50 a ton. One of the points of interest in the coal market is the rapid rise in the demand and consequently the present price for coke. Before the big anthracite strike there was hardly any inquiry for this product, although its market price was \$3.25 a ton; now the demand is brisk at \$4.75. Indeed, it is claimed by some of the coke dealers that many people have done away with the use of the black diamonds altogether and use only coke.

Car Shortage is a Cause of Complaint.

Another great cause of complaint is the car shortage, which is beginning to assume large proportions and which the closing of navigation has aggravated rather than allayed. The reason for this is that during the lake season the railroads used all their cars for the shipment of coal from interior points to the lakes, so that now that navigation is closed the cars have all been sent to the northwest where orders have been standing unfilled since the opening of navigation. These cars will not be returned until the spring, at least, so that no immediate relief from the present congestion can be looked for. Another thing that is proving a great source of trouble to the operators is the drouth prevailing in Ohio and Pennsylvania, which is preventing the shipment of coke in any great quantities. This affects local dealers in that they can not secure the Connellsville coke and so there is almost a famine in Cleveland, as the local production is entirely inadequate.

Coal Trade in Iowa Enjoying a Boom.

DES MOINES, IOWA, Dec. 29.—(*Special Correspondence.*)—The snow and winter weather the past week has brought prosperity to the coal trade. In the last week the mines have been putting on all the men they could get, working them the full eight hours and still are short of coal to supply orders. The mild November weather and the intimation of a continuation of Indian summer through the month of December had a depressing effect on the coal trade. In the country the usual stocks ordered by the retailers and put in in October had hardly been touched. Coal men pulled their salesmen off the road because of the universally well stocked condition of the country dealers, mines were running largely on small local orders and orders for railroad coal and were not doing full time or working a great number of men. Even railroad coal was moving slowly.

In the past week, however, the business has picked up with a rush, and not only are country dealers ordering and urging producers to hurry in filling orders, but the railroads want all the coal they can get. In all the mines the full eight hours are worked and many of the larger mines have commenced working a second shift and still more miners are in demand. The railroads are finding their hands full handling coal and large increases in the switching forces at the mines are being put on, while crews are being set up to take care of the coal trade alone.

As an evidence of the volume of business it was reported by the Iowa Falls road that during last week it hauled out from the Enterprise mine alone 211 forty-ton loads of coal. From the Deer Creek mine the coal has just commenced to move; the development of this mine not being complete.

Railroads in Iowa Handle Large Tonnage.

In the same time the Northwestern railroad handled over 700 car loads from the mines on its road north of Des Moines, most of this being coal for its own use and for the use of dealers along its line. The output in these mines is rapidly increasing and will probably run eighty to ninety cars a day within another week.

The Chicago Great Western from the Norwood and Jasper mines is taking out about forty cars a day, while the Rock Island is getting over 100 cars a day out of the Polk and Jasper county mines. The Milwaukee is taking about thirty cars each day from mines on its own lines, while the Des Moines Union is turning over to its tenant roads about fifty cars each day.

Coal operators say that this rush of business can be maintained through the winter if the present weather continues, but that they have lost forty days of good business on account of mild weather and will be unable to make it up this season.

City Has No Claim to Coal Under Its Streets.

City Solicitor Bremner, of Des Moines, Iowa, has reported on the report of City Engineer Budd wherein it was stated that the Glenwood Coal Co. had removed 2,500 tons of coal from under the city streets. Mr. Bremner advised that the coal company had no authority to do this and could be stopped by injunction, but added that the city had no title to the coal which still rested in the Hyde Park Investment Co. As negotiations were now pending by which the Glenwood Coal Co. would purchase the coal rights, the city solicitor advised that no action be taken by the council.

Dan Johns, of the Glenwood Coal Co., of Des Moines, is negotiating with the Hyde Park Investment Co. for the purchase of coal under the city streets, which, it is claimed by City Engineer Budd, was wrongfully removed by this company, and many other coal companies will be included in suits which are soon to be instituted on behalf of the city.

It develops now that when the Hyde Park lands were deeded to the city there was a mineral reservation on the part of the company, although the right to mine coal in the city streets was surrendered when the tract was platted. It is on this account that Manager Johns is attempting to purchase from the Hyde Park Improvement Co. its mineral rights claimed by the

city. This will settle all difficulties as far as the Glenwood Coal Co. is concerned.

Brooks Acquire Big Coal Lease.

Samuel and Thomas Brooks, of Des Moines, Iowa, recently closed a lease on 1,000 acres of coal lands in the southeast corner of Marion county and will at once sink shafts there and begin mining on a large scale. The property is leased from W. E. Feagins and is valued at \$125,000. It is understood that the mining company will pay a royalty of ten cents per ton. The natural advantages of the property are valuable. A switch from the Wabash road will be extended a half mile to accommodate the new mines.

The ownership of the big coal mines recently opened near Valley Junction, Iowa, by the stockholders in the Norwood Coal Co., has practically been transferred to the Saylor Coal Company, William Carney, of Chicago, owning a large interest in the Saylor, having acquired a like interest in the Valley Junction mine.

The success and prosperity of the miners' locals in Iowa is evidenced by the number investing in halls of their own. Hocking local has arranged for the construction of a new \$3,000 building; Foster local dedicated a new \$2,000 building about the twentieth of this month, and Centerville local dedicated a new \$6,000 building on the eighteenth of this month.

The miners of Oskaloosa, Iowa, have affiliated with the Trades and Labor Assembly of that city.

Coal Trade Market Comment From the South.

NASHVILLE, TENN., Dec. 29.—(*Special Correspondence*).—The markets in Tennessee cities are growing in activity as the winter advances and every now and then there is emphasized something indicative of higher price tendencies, and in one or two cities prices have gone higher. The dealers in Nashville and Memphis all have good supplies of coal. Since the presidential election some large concerns have started up or increased their output and this has helped along the demand for steam coal.

At Memphis Col. N. M. Jones, vice-president of the Pittsburg Coal Co., was seen by THE BLACK DIAMOND correspondent. Colonel Jones said his firm with its barges purposed doing a good business up and down the Mississippi, where they have many coaling stations, this winter.

The Brown Coal Co., of Memphis, is sharing in the retail trade and doing a large wholesale business. The management seem to think the winter figures will be over those of last year. Two big fifteen-story office skyscrapers will mean right good orders of coal for some of the retailers here, when these Memphis buildings now going up are completed.

The St. Bernard Coal Co. at Nashville is finding the winter trade at that point well up to the average.

Aside from Kentucky and northern importations the Nashville firms are getting in a good deal of coal these days from over the Cumberland plateau and those mines reached by the Tennessee Central railroad.

Over in the district traversed by the Southern railway Tennessee coal operators are now in better spirits and anticipate action in the very near future which will remove what they have claimed is a discrimination in rates against the Tennessee mines. The Southern has given practically a full supply of cars during the last few weeks and for some reason there appears to be a better feeling about the coal business on that line. W. J. Oliver and Judge H. B. Lindsay have recently made purchases of coal lands along that line. The Louisville & Nashville railroad will soon tap the same coal district.

The retail coal dealers of Knoxville recently advanced the price of coal twenty-five cents per ton, making Jellico coal \$4.25 and Cross Mountain and similar coals \$4.00 per ton.

Coal Operators Seek Lower Freight Rates.

Recently a delegation of coal operators went from the Knoxville district to Washington to see Vice-President Finley, of the Southern railroad, seeking a reconsideration of the advance in freight rates. As the matter now stands, Knoxville is paying \$4.00@4.25 per ton for coal within thirty miles of the mines.

The Big Block Coal Co., of Campbell county, Tennessee, for which Jellico is headquarters, has been incorporated with a capital stock of \$15,000 by G. W. Entler, Duke Ward, J. W. Walden, I. Mayfield and Randall Davis.

Clifford D. Caldwell, of Bristol, Tenn., who has been in the West Virginia coal fields for two years, has been promoted by the company that has him employed. He is now general manager of the Chapman Coal & Iron Co., a corporation that is backed by M. D. Chapman.

The Central Coal & Iron Co. has made a purchase in the vicinity of Tuscaloosa, Ala., of 350 acres bought for \$62,000. The ore in the tract is said to be very fine.

The H. T. Hackney Co., at Knoxville, suffered a fire loss in its yards a few days ago, amounting to about \$10,000, with insurance of \$6,000.

The property of the Wheeler Iron & Coal Co. at Careyville, Tenn., consisting of over 4,000 acres of coal land, was sold at auction to Judge H. B. Lindsay and W. J. Oliver, of Knoxville.

In a chancery sale at Scottsboro, Ala., a few days ago 16,320 acres of valuable coal lands were bid in by Hunter & Co., for \$50,800. This land has been in litigation for some time, and the sale of it was by a decree rendered by the chancellor in favor of Hon. Milton Humes vs. the Alabama Blackband Iron, Coal & Railway Co. The lands are rich in both coal and iron.

Southern Company Shipping Coal to the North.

The Midland Valley Coal Co., of Sebastian county, Arkansas, is extending its territory and building up a trade for the smokeless coal of Arkansas in St. Paul, Minn., and other northern cities.

Oliver H. Payne and Henry K. McHarg, millionaires and directors in the Wabash railroad, are in Wise county, Virginia, coal fields in company with John B. Newton, vice-president of the Virginia & Southwestern railroad. The indications are that they are planning to begin the construction

of a line to connect with the Wabash lines in the north and to extend through the southwest Virginia coal fields and to a south Atlantic port. The men are all directors in the Virginia & Southeastern railway, recently chartered.

Kansas City and the Missouri River Trade.

KANSAS CITY, Mo., Dec. 29.—(*Special Correspondence*).—A blizzard with the temperature about the zero mark swept down on the southwest this week and the domestic coal trade took a tremendous spurt. Hundreds of families in Kansas City were caught with empty coal bins and orders for fuel poured in on the dealers without any inquiry as to the price. Deliveries were slow as the snow drifted deeply and the bare spots on the pavement were covered with ice. Dealers asked from one to three days to fill orders.

The railroad tracks are filled with cars of coal and the supply in sight will carry Kansas City and other towns in the southwest through a long period of extreme cold weather. There has been no advance in coal prices as a result of the blizzard and the big demand. The prices of last summer are still quoted on bituminous and semi-anthracite, and it is possible there may be no advance unless there should be at least a month of very cold weather. A few of the small dealers have been cutting even the summer quotations recently and the cold snap will have the effect of stiffening prices and getting all the dealers into line. While the prices of last July are still in force, yet the dealers are fortunate because those quotations are as high as they were a year ago last winter. The prices of last winter were from fifty cents to \$1.00 a ton higher than they had been for years. Then, too, the miners are receiving a reduced wage schedule this year, so that the operators, wholesalers and retailers have been making a profit, although the volume of business has been greatly reduced.

The miners of the southwest took their usual Christmas holidays and, unlike last year, the operators did not urge them to hurry back to work. Most of the miners will be out till after new year's. Unless there is considerable cold weather for the remainder of the season the operating companies will pay reduced dividends this year.

The Central Coal & Coke Co. and the Bolen Coal Co., of Kansas City, have their own blacksmith shops. They sharp shod their horses when the weather bureau announced that the blizzard was coming this week and consequently were in a position to handle promptly the rush of orders that poured in on them. Other dealers were less fortunate.

Samuel Hartman, a former coal dealer, who lost a damage suit in which he attempted to prove that there was a coal combine in Kansas City, has asked for a new trial and been refused by Judge Morris in the federal court at Kansas City. Hartman's case was originally thrown out of court on a demurrer offered by the coal companies.

No natural gas franchise has yet been granted in Kansas City, Mo. Kansas City, Kan., has given a franchise to representatives of the Philadelphia gas trust. It is stipulated that the price of natural gas for manufacturing purposes shall be the same as that offered by the Kansas City-Missouri Gas Co., of Kansas City, Mo. A franchise for the latter company has been vetoed by the mayor, and unless the ordinance is passed over his head, Kansas City, Kan., will not be able to get a low price for gas for factories. The city council of that city now thinks it was too hasty in passing the franchise.

The St. Louis Coal Market.

ST. LOUIS, Mo., Dec. 29.—(*Special Correspondence*).—One of the worst blizzards in years caught St. Louis in its grip Tuesday. Daylight was ushered in with a temperature near the freezing point and the mercury continued to drop until in the evening it was eight degrees above zero. Flurries of snow prevailed all day and night. Wednesday it was about zero all day. The coal markets, however, were not affected. Coal continues to arrive in East St. Louis in large quantities and the prices remained at about the same figures that have prevailed for some time. Screenings were quoted at about the cost of freight, namely forty cents. Shaker screen lump was being sold at \$1.30 in East St. Louis by car load lots and high grade at \$2.25. Local dealers report that the supply on hand is ample to take care of all orders without any advance, unless the weather continues as it is for at least a week or more and it is not likely that this cold snap will remain that long.

The domestic demand, of course, has been increased by the coldness of the weather but not as much as one would suppose. Those who had a good supply on hand are not replenishing it because comparatively little had been used till the past week. It is only those who buy in small quantities who are affected and the retailers, at least the large dealers, are not taking advantage of the situation to "boost" prices.

Mr. Barth, of the Barth-Rose Coal Co., is speaking of the situation, said: "There has been no change in the coal market and none is expected. While the weather now is very cold, the prospect of its continuing so is slight. Prices have not advanced on the East Side and plenty of coal can be had as long as the railroads and the Terminal Association continue to get it in and over the river to this side, as they are doing. I do not look for any change in the market."

The Devoy & Feuerborn Coal & Coke Co. say: "This cold snap will not last longer than a day or two and it will have no effect on either the wholesale or retail market. Of course, our retail trade has increased to some extent, but our customers all have a good supply on hand and will not be affected. This cold weather will handicap deliveries for a day or two but after that conditions will go back to where they were a few days ago."

Mr. Berge, of the Berry-Berge Coal & Coke Co., said: "Conditions have not changed. The demand is about as usual. Consumers have not used much coal thus far this winter so have plenty of coal on hand. Prices are as they have been for some time and will not advance unless this cold spell

continues for a week or longer and there are little prospects that it will. Coal is plentiful on the east side; is coming in in good quantities and as long as that is the case, there need be no worry about getting all that is wanted."

Present Activity Thought to be Only Temporary.

The Boehmer Coal Co. says: "Conditions have not been affected by this sudden cold snap. There is plenty of coal on hand for all domestic purposes and there is an ample supply coming in. Prices continue at the same figures that have prevailed for some time."

R. W. Pavey, general manager of the Hurricane Coal Co., says there is no change in the situation so far as he knows. "There has been little coal used recently," he said, "because of the mild winter weather thus far, and the domestic supply laid in by users has not been depleted so the demand is not as great as would have been the case had this weather occurred later in the winter. Coal is coming in freely and is being brought over as rapidly as the Terminal Association can bring it."

The Lumaghi Coal Co., the Madison Coal Co., the St. Louis Coal Co., the Scruggs-McClure Coal Co., and, in fact, all the large companies in the city report the same conditions.

The Granite (Ill.) city council last week passed an ordinance compelling all coal dealers within the corporate limits of that city to have all coal sold to the consumer weighed on the city scales, the purchaser to pay the customary weighing charges. It is said the dealers have formed an alliance for the purpose of contesting the validity of the ordinance. Attorneys have been engaged to make a test case.

Summary of Coal Production in Illinois for 1904.

Through the courtesy of the Bureau of Labor Statistics of Illinois and David Ross, secretary of the bureau, THE BLACK DIAMOND this week is enabled to publish the summary of coal production in Illinois for the year ending June thirtieth, 1904. The coal production is shown to have still further increased the past year, now amounting to 37,077,897 tons for the entire state, of which 35,779,517 tons were produced by shipping mines. The summary follows:

Number of counties producing coal	54
Number of mines and opcnings of all kinds.....	932
New mines or old mines reopened during the year....	106
Mines closed or abandoned since last report	100
Total output of all mines in tons of 2,000 pounds....	37,077,897
Number of shipping or commercial mines	380
Total output of shipping mines, tons.....	35,779,517
Number of mines in local trade only.....	552
Output of local mines, tons	1,298,380
Total tons of mine-run coal.....	10,627,904
Total tons of lump coal	16,888,010
Total tons of egg coal	1,014,700
Total tons of nut coal	1,602,383
Total tons of pea coal	5,751,570
Total tons of slack coal	1,193,330
Total tons shipped	31,778,260
Tons supplied to locomotives at the mines	1,223,099
Tons sold to local trade	2,521,612
Tons consumed (or wasted) at the plant	1,554,926
Average days of active operation for shipping mines..	213
Average days of active operation for all mines.....	197
Average value per ton, all grades, at the mines.....	\$1.10
Average value per ton of mine-run coal at the mines..	\$1.03
Average value per ton of lump coal at the mines....	\$1.37
Average value per ton of egg coal at the mines.....	\$1.39
Average value per ton of nut coal at the mines.....	\$1.0494
Average value per ton of pea or screenings coal at the mines	\$0.5613
Average value per ton of slack coal at the mines.....	\$0.3336
Aggregate home value of total product.....	\$40,774,223
Number of mines in which mining machines are used..	66
Number of mining machines in use	609
Number of tons undercut by machines.....	7,400,343
Number of tons mined by hand	29,677,554
Average number of miners employed during the year..	37,987
Average number of other employes underground.....	9,812
Average number of boys employed underground.....	1,562
Average number of employes above ground.....	5,413
Total employes	54,774
Number of men at work underground.....	49,361
Number at work on surface	5,413
Average price paid per gross ton for hand mining, shipping mines	\$0.5933
Average price paid per gross ton for machine mining.	\$0.4659
Number of kegs of powder used for blasting coal....	920,652
Number of kegs of powder used for other purposes..	3,797
Number of men accidentally killed.....	157
Number killed inside of the mines.....	148
Number killed outside of the mines	9
Number of wives made widows	87
Number of children left fatherless	239
Number of men injured so as to lose a month or more time	507
Number of gross tons mined to each life lost.....	236,185
Number of employes to each life lost.....	349
Number of deaths per 1,000 employed.....	2.87
Number of gross tons mined to each man injured....	73,132
Number of employes to each man injured.....	108

Western Coal and Coke Notes.

New Western Enterprises.

The Clover Leaf Coal Mining Co., incorporated at Coffeen, Ill., has increased its capital stock from \$50,000 to \$150,000.

The Manning Coal Co. was recently incorporated at Keosauqua, Iowa, with an authorized capital of \$4,000. The incorporators are C. I. Manning and others.

The Illinois Coal & Mining Co. was recently incorporated at Peoria, Ill., with an authorized capital of \$12,000. The incorporators are John L. Frazier, R. I. Frazier and William S. Keys, all of Peoria.

The Jones-Cook Coal Co. was recently incorporated at Youngstown, Ohio, with an authorized capital of \$15,000. The incorporators are Gordon Cook, J. C. Jones, M. E. Ready, D. M. Lidle and M. S. Cook.

The Orrville Coal Mining Co. was recently incorporated at Orrville, Ohio, with an authorized capital of \$25,000. The incorporators are C. F. McGill, W. W. Miller, H. D. Shannon, T. W. Orr, W. R. Kockel.

The Big Four Coal Mine Co., of Fairfield, Iowa, was recently incorporated by A. J. Conlee, M. C. Carpenter, T. A. Conlee, W. C. Smith, and Lee T. Gobble. The company will spend \$15,000 in improvements.

The Valley Coal Co. was recently incorporated at Des Moines, Iowa, and will have its principal place of business at Valley Junction, Iowa. The incorporators are C. B. Fountain, N. M. Smith and Herbert Bosley.

The Ruthven Coal Co. was recently incorporated at Columbus, Ohio, with an authorized capital of \$50,000. The incorporators are W. H. Long, M. G. McMahon, E. E. Bryan, F. L. Cooperrider and M. F. Long.

The Eagle Coal & Coke Co. was recently incorporated at Columbus, Ohio, with an authorized capital of \$25,000. The incorporators are L. M. Breeden, S. G. Osborn, Ben Higdon, H. L. Doud and W. T. Henderson.

The Stilwell Coal Co. was recently organized at Pierre, S. D., with an authorized capital of \$1,000. The incorporators are all well known in that section of the state, being William A. Remer, Chambers Kellar and James G. Stanley.

The Fair Oaks Coal Mining Co. was recently incorporated at Columbus, Ohio, with an authorized capital of \$10,000. The incorporators are Hugh F. Dalrymple, Alexander B. Mullen, Matthias Stone, Thomas F. O'Neil and William J. Ford.

The Capital City Fuel Co., of Columbus, Ohio, was recently incorporated, to deal in coal lands and to operate mines. The incorporators are Paul W. Potts, A. W. Shields, W. M. Williams, John W. Seeds and W. S. Dresback, all of Columbus.

The General Western Fuel Co., of Toledo, Ohio, was recently organized with an authorized capital of \$20,000. The incorporators are all from Columbus and are as follows: George E. Walsh, J. C. Burns, M. L. Reed, J. M. Hott and W. S. Kensington.

The National Coal & Iron Co. was recently organized at Bellingham, Wash, to develop property in the vicinity of Rocky Ridge on Lake Whatcom. The incorporators are Dr. A. Macrae Smith, Dr. R. Lybrook Shanklin, Dr. W. D. Kirkpatrick and Col. H. A. Moore.

The Ohio & Indiana Coal Co., of Columbus, Ohio, was recently incorporated at that place with an authorized capital of \$1,200 for the purpose of leasing or buying coal lands and dealing in coal. The incorporators are H. B. Camp, J. P. Cominsky, J. H. Sellers, James P. Loomis and W. H. Jones.

George Crocker, president of the Carbon Hill Coal Co., at San Francisco, Cal., recently visited Tacoma, Wash., and it is said that this company will soon establish a plant either at Carbonado or San Francisco for the manufacture of briquettes. The cost will be something like \$50,000 and the plant will have a capacity of 250 tons per day, giving employment to a large number of men.

The Manitoba Peat Co., of Manitoba, Canada, was recently organized with an authorized capital of \$200,000, for the purpose of developing the immense peat bogs in the vicinity of Fort Frances, Manitoba, on the Rainy river. The officers of the new company are: President, Sir Daniel McMillan, lieutenant-governor of Manitoba; directors, William Whyte, second vice-president Canadian Pacific railway; Robert Taylor, of the Hudson's Bay Co., and Alex Dobson, of Beaverton, Ont. The company will erect a plant that will cost \$40,000.

Pennsylvania Coal and Coke Shipments.

The statement of coal and coke originating on the Pennsylvania railroad lines east of Pittsburg and Erie for the week ending December seventeenth is as follows:

	1904. Week ending Dec. 17.	1904. Year to Dec. 17.	1903. Year to Dec. 19.
Short Tons—			
Anthracite coal	83,841	4,333,853	4,057,642
Bituminous coal	468,639	26,076,762	26,958,170
Coke	167,709	8,339,211	8,875,478
Total	720,189	38,749,826	39,891,290



THE BLACK DIAMOND IS THE OFFICIAL NEWSPAPER OF THE FOLLOWING ASSOCIATIONS:

The Indiana Coal Operators' Association

President, J. C. Kolsen, Terre Haute, Ind.; Secretary, Philip Penna, Terre Haute, Ind.

The Iowa Coal Operators' Association

President, C. H. Morris, Des Moines, Iowa; Vice-President, T. J. Phillips, Ottumwa, Iowa; Secretary, L. L. Lodwick, Ottumwa, Iowa; Treasurer, T. W. Carpenter, Des Moines, Iowa; Commissioner, John P. Reese, Albia, Iowa.

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HAVE YOU resolved yet?



WHAT a time there would be if coal men should decide to clamber on the water wagon January first.



ONE of the resolutions the Sunday Creek Coal Co. should make with the new year is to get rid of its appendage that hails from Michigan.



WITH A cold wave practically covering the entire country, it is time for the fuel editors of the various daily journals to begin their literary gyrations. Or should we designate him as the fool editor? Judging by some of the matter he prepares for print he belongs to the latter class.



SOMETHING must be the matter in Boston. None of the worthy publications in that city has suggested sending a ship to England for a cargo of radiant with a view to doing up the coal trust. They certainly are overlooking a most excellent opportunity to throw it into the coal man.



The Advent of the New Year.

Tomorrow will usher in 1905, pregnant with possibilities and conveying to all of us new hopes for better things during the next twelve months than we have experienced during the past cycle of time. It is well to pause on the threshold of the new year and contemplate what it will probably have in store for us. Such contemplation should apply not only to business, but should be so broad in its scope that it will take in all things which are of interest to humankind in general. Its application should be made to society, to morals, to right living and to right doing.

The prime consideration in the world of industry is as to the future of business. When this subject is considered in the light of the developments during the latter part of the present year it can not fail to arouse other than a feeling of great encouragement. General business conditions in the country have been steadily improving for the past six months. Steel and iron furnaces

have so many orders that they are rejecting all new business until prices shall reach such a basis it will be an object to increase their facilities and take care of them. Railroad earnings are increasing, December net earnings having shown a remarkable increase over the autumn months. Wages are satisfactory and work is steady. The crops have been bountiful and prices have been higher than normal. The material products and wants of the nation seem to be in good condition for a steady advance in prosperity, for a greater development than any we have experienced, and they are of such a character that the future is full of encouragement.

It is true that, due to the enormous increase in coal production, coal prices and coal demand are not yet all that is desired. Coal, as a mercantile commodity, however, is one of the last to feel the influence of increasing prosperity and one of the first to feel the effects of business stagnation. It is not to be wondered at, then, that the state of demand and of prices has not yet gained as much as in other commercial commodities. But even in coal there have been some gains. The state of the bituminous industry in general is much better than it was six months ago. Selling prices permit at least of a living profit. If business in other lines continues to grow in volume and prices continue to advance, it is only a question of time when coal will participate in these good things. There is every hope that the coming summer, which is to be the true test of coal market conditions, will this year return better profits to coal producers and coal shippers than a year ago. There is every reason to believe that such returns will be realized. A year ago shops and factories were closing down, railroads were laying off employes and discontinuing train service, because there had been a contraction in the volume of our domestic business. Today the railroads are placing orders for new cars, they are engaging larger numbers of employes, factories and shops are resuming instead of closing, more men are employed at steady and profitable work, the timidity of capital is of the past and new enterprises are absorbing idle money and furnishing room for the employment of still larger numbers of men. All of this must be felt in the coal trade. It must increase the demand for fuel, and with an increased demand higher prices must rule under an application of the law of supply and demand. The outlook is doubly encouraging, compared with a year ago. Optimists rule now; then pessimists held sway.

But in peering into the future our whole thought should not be of money alone. Has the morale of the coal trade improved during the past year? Will it improve in the future? Does the coal trade hold the position in the world of business that it should occupy? If it does not there is only one way that it can be brought to that plane and that is by each member of it adopting a higher code of morals to govern himself. We believe there has been an improvement in the standard of the coal trade during the past six months. Substitution of bad fuels for good fuels and the sale of the former by representing them to be the latter is not so universal as it was a year ago. Substitution should be utterly eliminated from the coal trade. It can be accomplished if every honest factor in the industry will do his part. We believe the morals of the coal trade will improve more rapidly the coming year than during the one just drawing to a close. Many of the cats and dogs have been eliminated through the strenuousness of competition. The personnel of the trade today is probably better than it was a year ago. With an improvement in the class of men engaged in any industry there must be an improvement in the morals and in the business principles of the whole industry. Right living and right doing on the part of any class of men will show in their business as well as in society. If the standing of the coal industry as compared with other industries is to be still further improved, there must be more right living and more right doing on the part of all connected with it during the year 1905.



SIX-DOLLAR coke is predicted for January. If the prediction comes true there will have been an advance in the price of this product at Chicago within the past six months of fifty per cent. Such an advance shows a most substantial gain in the iron and steel industry. And if the iron and steel industry is an index to conditions in other industries, there ought to be something doing in the coal trade before long.



The exports of coal from Great Britain for the eleven months of the current year, ending November thirtieth, amounted to 42,461,143 tons of coal, 688,601 tons of coke, and of briquettes, 1,143,023 tons, showing an increase over the same period of last year of 1,501,220 tons. The coal increase was 1,199,438, of which 30,108 tons were sent to the Atlantic coast ports of the United States and 75,036 tons to the Pacific coast ports, a decrease of 1,022,906, as compared with the corresponding period of 1903. In addition to the exports of coal as given above, there were 15,749,865 tons in the eleven months sent abroad for the use of steamers engaged in the foreign trade, an increase of 337,550 tons, in which is included the exports to this country.

Western General and Personal Notes.

John Pyncheon, general manager of the Boone Coal & Mining Co., Boone, Iowa, was in Chicago over the Christmas holidays.

Donald A. Sage, head of the firm of Sage & Co., was confined to his home for several days the latter part of last week with a severe attack of la grippe and cold.

L. W. Ferguson, western manager of the Davis Colliery Co., Old Colony building, is in the east this week and will visit Cincinnati and Cleveland, Ohio, before his return.

E. R. Lightcap, general manager of the Sans Bois Coal Co., Ft. Smith, Arkansas, spent the Christmas holidays in Chicago and met a large number of old time friends here.

Maj. A. W. Horton, Chicago sales agent of the Pittsburgh Coal Co., spent the Christmas holidays at Buffalo, New York, with friends. He was accompanied on the trip by Mrs. Horton.

F. E. Armstrong, formerly connected with the Manufacturers' Fuel Co., Marquette building, Chicago, as sales agent, has become identified with the Chicago & Wellston Coal Co., Twelfth and Clark streets, Chicago, in the same capacity.

F. H. Dunker, with John T. Hesser & Co., Plymouth building, Chicago, returned the middle of the week from a vacation trip to his old home, Cincinnati, Ohio. It is rumored that Mr. Dunker will carry the official title of general manager for John T. Hesser & Co., at Chicago, after January first.

The Ender Coal & Coke Co., fourteenth floor of the Ellsworth building, Chicago, has engaged much larger quarters at suite 602 Fisher building, and on January first will remove to the new location. The company has enjoyed a prosperous first year and in its new quarters will have increased facilities for transacting business.

The Covey-Durham Coal Co. remembered its customers and friends in the coal trade during the Christmas holidays by sending each of them a handsome match case made of India rubber. The case is of a most convenient size to be carried in the pocket and will be thoroughly appreciated by those fortunate enough to receive one.

The L. M. Hammond Coal Co., Plymouth building, Chicago, remembered a large number of its friends in the coal trade by presenting each of them with a handsome briar pipe the early part of the week. The present bears the name of the L. M. Hammond Coal Co. in gold letters, and the pipe is of a new form well adapted for use in an office.

Benjamin Moore, vice-president and general manager of the Black Band Collieries Co., Charleston, West Virginia, was in Chicago over the Christmas holidays, but returned the early part of the week to Charleston. Mr. Moore reports that the company is now getting out considerable coal and that it expects to be a shipping factor of importance after the first of the new year.

J. H. M. Claggett, resident manager of the Philadelphia & Reading Coal & Iron Co., Old Colony building, Chicago, spent the Christmas holidays at his old home in Maryland, where there is a reunion of the members of the family at this time each year. Following the proper commemoration of the holiday, Mr. Claggett visited Philadelphia and other eastern coal centers.

T. D. Spalding & Co., prominent retail coal dealers at Gibson City, Ill., announce the purchase of the retail business of George Ricketts, at Knox, Indiana, which will be conducted in the future under the firm name of H. S. Spalding & Co. The new owners will handle coal, coke and wood, and expect to increase the business at Knox very materially. T. D. Spalding & Son will continue the present firm name in the conduct of the business at Gibson City, Ill.

W. E. Crane, coal traffic manager of the Chicago, Burlington & Quincy railroad, has resigned after a number of years' service with that company, his resignation to become effective January first. He will be succeeded by W. A. Holley, who has been identified with the freight department of the Quincy road for a number of years. Mr. Crane has accepted a position as general manager of the Ft. Smith & Western railroad and will begin his new duties with the new year.

Through a deal recently consummated the Milwaukee Gas Light Co., of Milwaukee, Wis., has arranged to take over the entire control of the business of the Metropolitan Coke Co. The Metropolitan Coke Co. has been handling the product of the Milwaukee Gas Light Co., which the latter will now handle direct. The news of the deal has been confirmed by Col. E. G. Pratt, general manager of the Milwaukee Gas Light Co., who says the Gas Light Co. will take charge of the affairs of the coke company with the first of the year.

The William Collins Coal Co. has been formed with a suite of offices at 618 Pioneer Press building, St. Paul, to engage in the bituminous coal and coke shipping trade in the northwest. The president of the company is William Collins, formerly vice-president of the Ohio Coal Co., of St. Paul. In his announcement Mr. Collins says: "Having formed direct connections with large mining and dock interests, the firm will be in a position to furnish its patrons with the very best grades of soft coal and coke from the respective fields which supply the northwest."

James D. Hurd, who has been identified with the Illinois Collieries Co., Railway Exchange, Chicago, for a number of years, and who, prior to that was secretary of the Lake Erie Coal Shippers' Association, has resigned from the former position to accept an important position in charge of the Leiter coal properties at Zeigler, Ill. It is understood that Mr. Hurd's duties will be greatly increased in the new position and that his salary will

be in proportion to the greater responsibility which he will have. His successor with the Illinois Collieries Co. has not yet been announced.

Arthur E. Lamkey, shipper of coal and coke, tenth floor of the Old Colony building, and Ira E. Stevens, the "machinery man," who occupies the same suite, have secured much larger quarters on the fourth floor of the Old Colony building, to which location they will move shortly after the first of the year. About a year ago Mr. Lamkey was obliged to move to his present quarters in the Old Colony building, but his business has developed so rapidly he has now outgrown that location and the business of both has been seriously interfered with owing to lack of space for some time. In the new location three offices will be occupied instead of two as at present.

The Mitchell Spaulding Coal Co., Bedford building, one of the oldest companies identified with the western coal trade, announces this week its appointment as sales agent for the Susquehanna Coal Co. The announcement is as follows: "We take pleasure in announcing to our friends and the coal trade in general, our appointment as sales agents of the Susquehanna Coal Co., effective January first, 1905. We will continue to handle the same grades of anthracite coal as in the past thirty years, when representing J. Langdon & Co., Inc., in this market. We solicit a continuance of your patronage, and all orders, inquiries or communications will receive our prompt attention."

The M. Mitshkun Co., Detroit, Mich., manufacturers of railway supplies of all descriptions for mine and railway use, together with many patent railway appliances, announces this week the removal of its office from the Chamber of Commerce building in that city to its new office building which has just been erected at the shop premises, Isabella and E streets, where it will have increased facilities for the transaction of its business. An invitation to visit the company is extended to the trade when in Detroit. The company carries a large stock of light and heavy rails and manufactures all kinds of switches, frogs, crossings, portable track, tram cars, fish-plates or rail splices, track tools and saws rails to required length for contractor's use. It has modern shops, equipped with the latest machinery and every facility for doing a large business.

The office and yard employes of the Davis Colliery Co., Chicago, took occasion during the Christmas holidays to show the high esteem in which they hold L. W. Ferguson, western manager of the company. Mr. Ferguson was presented with a solid gold match safe, studded with diamonds and other jewels, a most handsome present and one which he thoroughly appreciated, especially as it carried with it the good will of the employes of the company. All of the employes contributed to the present, and the presentation was made by Zeph Davis, chief clerk in the Chicago office of the company. The match safe is a handsome thing. In addition to being of solid gold, there is a bas relief of a lion's head on one side, the eyes consisting of two rubies and the mouth being studded with diamonds. Mr. Ferguson remembered the employes of the company in a substantial manner at Christmas time.

The resignation of Arthur P. Bowen, general sales agent of the Brazil Block Coal Co., Ellsworth building, Chicago, to become effective January first, was announced during the week. Mr. Bowen leaves his present position to assume greater responsibilities with the Western Steel Car & Foundry Co., Old Colony building, Chicago, in connection with which company he will occupy a prominent position. He leaves the Brazil Block Coal Co. with the best of feeling on both sides and the change was only made in order that he might better himself. The Western Steel Car & Foundry Co. is a prominent manufacturing corporation having two large factories, one located in the suburbs of Chicago and the other in Alabama. Mr. Bowen has been identified with the coal trade of Chicago for the past twenty-five years, beginning his business career in this industry with C. H. Dyer in 1880. He did not solicit the new position, but it came to him unsought. Owing to the larger field of labors, however, he decided after mature consideration to accept it, although he leaves the coal trade where he has numerous friends with extreme regret. He has been identified with the Brazil Block Coal Co. since April first, 1903. No successor has yet been named as general sales agent of the coal company.

The Christmas season is probably more of a holiday in the Chicago office of Williams & Peters, Bedford building, than anywhere else in the coal trade, and the present season proved no exception to this rule. F. N. Pease, general southwestern sales agent of the company, was remembered with a token of esteem which shows to the fullest possible extent the appreciation in which he is held by the western employes of the company. On the day before Christmas he was presented with a handsome cut-glass punch bowl, under circumstances which showed that his worth was fully recognized by those in the service of the company. The punch bowl is of standard pattern, one and one-half feet high and one and a half feet across. It can be taken apart and the base used for flowers, or it can be utilized as a punch bowl when occasion demands. The cutting reveals the highest type of the art of glass cutting and the present was a most magnificent one in every possible respect. The presentation speech was made by J. T. Leith, who, in a few well chosen words on behalf of the employes of the office, said that the punch bowl was presented, not only as typifying the friendly sentiment of the season of Christmas good cheer, but also as an emblem of the friendly relations existing between Mr. Pease and his fellow employes. Mr. Pease replied in a speech which showed his very great appreciation of the gift and referred to the pleasant relations which exist in the office of this company. This year Mr. Pease gave to each of the employes of the office a handsome present, no one being overlooked, and there was other substantial recognition of their services. The occasion was a most happy one throughout and further cemented the friendly feelings which have always existed in the office of this company.

Mine of the Carterville District Coal Company.

One of the most modern mines in the Carterville field of Illinois is that of the Carterville District Coal Co., located within a few miles of the town of Marion. This company has a very complete plant and one in which great attention is paid to the careful preparation of the coal. Compressed air is used throughout in the operation of this mine, in furnishing the power for driving the mining machines and in the operation of much of the other machinery. The tippie is a thoroughly modern structure with shaker screens and with the best of facilities for handling a large tonnage and for providing coal of a high quality. In addition, the plant is equipped with a box car loader so that the coal can be loaded in box cars ready for transportation under the best possible conditions. This mine has a capacity of 1,200 tons of coal a day and is regarded as one of the large producers in that field.

The Carterville District Coal Co. was formed in 1902 and acquired 820 acres of thick vein coal land. The work of opening the shaft and of developing the mine was pushed very rapidly and by the latter part of 1903 entries had been driven and coal was being taken out. At the present time two main entries have been driven from the shaft, together with sixteen cross entries. These cross entries are driven 500 feet apart and a large number of rooms have been turned, providing working places for several hundred miners. Practically all of the mining is done by machinery. Twenty Sullivan air mining machines are in service and two air compressors of the Smith-Vaile-Sullivan compound type furnish the power with which these are operated. Like all the coal in the Carterville field, that at this operation, with the use of machinery, mines in large blocks and is handsome in appearance. The ventilation of this mine is most excellent. The air is pure and

were built with a view to durability and efficiency. The tippie is a thoroughly modern structure, handsome in appearance and built of yellow pine timbers. It is seventy feet high and its capacity can be increased materially over that at present utilized. In addition to the tippie there is an engine and boiler house and air compressor plant. Power is furnished to the entire plant from four John O'Brien boilers having a capacity of 600 horsepower. The hoisting machinery is operated by a pair of Litchfield first-motion hoisting engines, 18x32 inches. The Atlas Engine Works, of Indianapolis, Ind., supplied the engines which operate the two air compressors already referred to. The latter supply the air for the mining machines and also the air which operates the machine shop. The accompanying illustration gives a very good idea of the engine and boiler house and also of the air compressor plant. The tippie is equipped with Blakeslee shaker screens, which are worthy of note on account of the excellent preparation of all coal which passes over them.

Four Standard Grades of Coal are Produced.

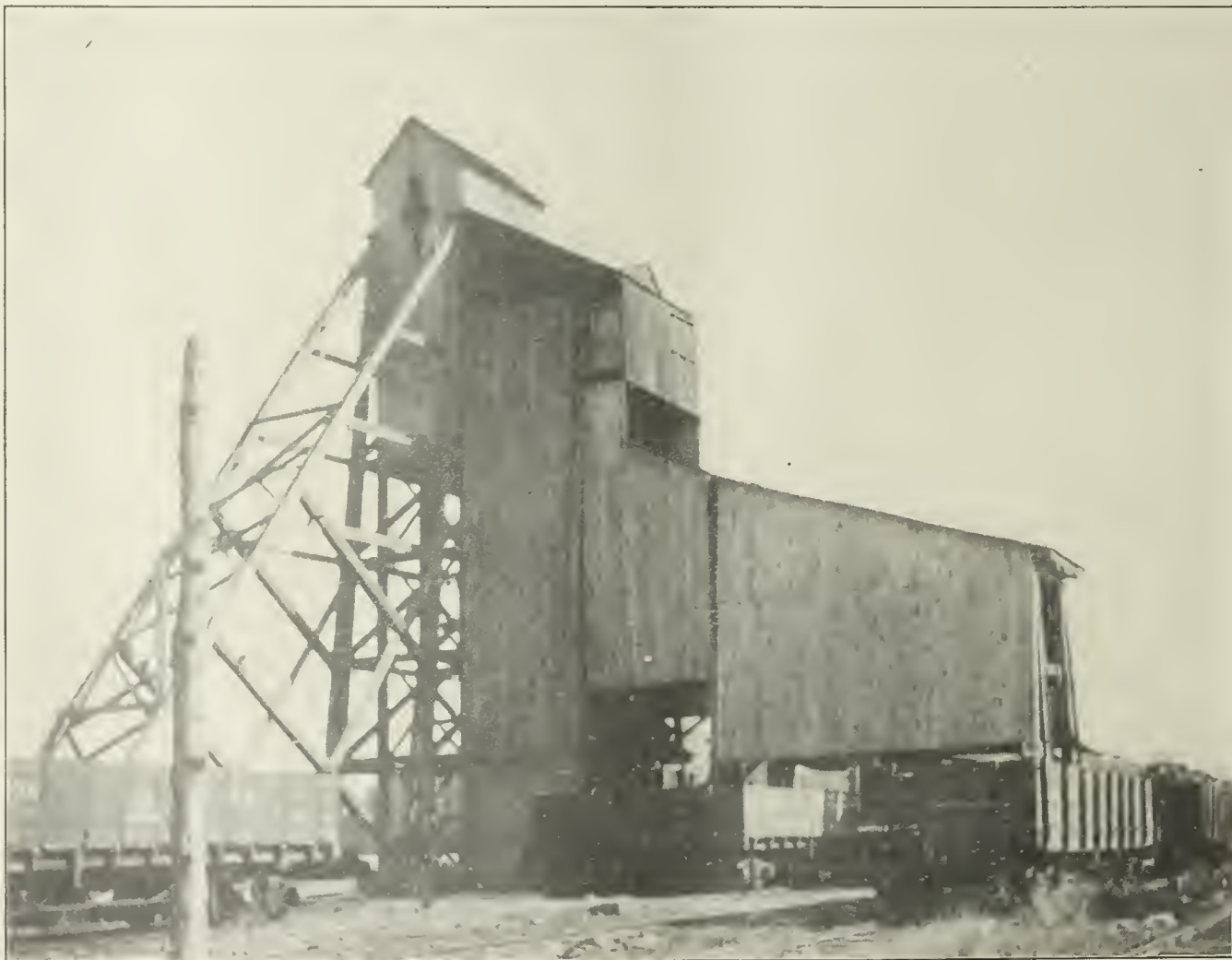
Four of the standard grades of domestic and steam coal are produced at this plant. The most important description is the six inch lump for domestic purposes. This description constitutes all the coal which passes over a six-inch perforated screen. Next in importance is the egg size, which also has excellent preparation. This constitutes all the coal which passes through the six-inch screen and over a three-inch screen. The egg coal runs uniform and is regarded very highly for household use. At present all the nut coal passes over an inch and a quarter screen and through the three-inch screen, but it is intended to make a change shortly, increasing the size of the screen so that all nut will pass over an inch and a half screen. The fine grades of coal known as screenings consist of that passing through the inch and a quarter screen and when the inch and a half replaces the inch and a quarter screen it will consist of what passes through the former, which, of course, will enhance the value of the steam grade.

The tippie is equipped with four loading tracks, enabling the company to load all four sizes at one time. In addition there are two storage tracks for empty cars, enabling the company to accumulate a supply when cars are plentiful, and two storage tracks for loading cars, enabling the company to withdraw the cars from the tippie as rapidly as they are loaded and hold them in readiness for transportation. The advantage of these four storage tracks will readily be apparent to any practical coal operator. The mine can operate continuously as long as there are any cars available and there is no possibility of congestion on the four loading tracks leading to the tippie.

One of the important features of this mine is a Christy box car loader,



ENGINE ROOM AND COMPRESSOR PLANT OF THE CARTERVILLE DISTRICT COAL CO.



TIPPLE OF THE CARTERVILLE DISTRICT COAL CO. AT MARION, ILL.

there is plenty of it. A Sullivan high speed fan furnishes the ventilation and will continue to be efficient for a number of years to come, until the workings are extended back much farther from the bottom of the shaft. An instance which shows the money spent in the equipment of this mine and the effort made to install the best of everything is found in connection with the track used. Every foot of this track consists of steel rails, which are very much more expensive than iron rails, but which have been installed for the simple reason that it is intended to work the operation for a great many years and the installation of the best machinery was considered an important economy which would lessen the expense of operating the mine and reduce the cost of producing the coal. This instance is sufficient to show the general policy that was pursued. In selecting equipment if one machine was a little higher in price but was known to be better, the higher priced machine was purchased. The upper works, which are shown in the accompanying illustration,

regarded as one of the leading box car loaders on the market, which permits the company to load its domestic coal in box cars for shipment. This box car loader handles the coal without breakage, loads box cars evenly and carefully and insures to the purchaser that the product will reach him in as good condition as when it passes through the tippie.

Another feature of the plant which will enable it to work when many others are idle is a reservoir providing a water supply. This reservoir is a natural formation a short distance south of the engine house, constituting a small lake. Water from the heavy spring and winter rains is stored there in large quantities, always insuring a supply no matter how great a drouth there may be in other parts of the state. The personnel of the Carterville District Coal Co. consists of those who have been identified with the coal mining industry in this state for a number of years and who have had wide practical experience. Sam H. Goodall is the president and general manager of the company; L. C. Goodall is the secretary, and A. L. Mitchell is the treasurer. The sales department of the company is located at suite 303 Fisher building, Chicago, where President Goodall spends part of his time, and is in charge of J. E. Covel, sales agent. Due to the excellent preparation of this coal, its superior quality during the two years that the Carterville District



SAM H. GOODALL, PRESIDENT OF THE CARTERVILLE DISTRICT COAL CO.

Coal Co. has maintained an office in Chicago it is rapidly increasing its business and is now considered one of the important factors in the sale of this well known product.

Sketch of President of the Company.

Sam H. Goodall, president of the company, has spent nearly his entire life in the Marion coal fields. He was born at Marion, Ill., on February seventh, 1866. After obtaining an education in the public schools at that point he attended the Southern Illinois Normal University at Carbondale and was graduated in 1887. Like a large number of others who have attained prominence, Mr. Goodall began his first experience as a school teacher and taught school for two years. He then decided to equip himself for the bar and attended the University of Michigan law school, graduating from that institution in 1891.

A number of political honors have been conferred upon Mr. Goodall in the part of the state in which he is a resident. His first public duty was as city attorney of Marion, to which office he was elected shortly after he was admitted to the bar in 1891. In the following year he was elected to the legislature of Illinois from the fifty-first senatorial district and served with honor to himself and to the satisfaction of his constituents. He entered the coal mining industry in 1896 at Carterville and in the same year opened the Crab Orchard mine near Marion. In 1900 he opened up the property of the Chicago & Big Muddy Coal & Coke Co. at Herrin, Ill. In 1902 he formed the Carterville District Coal Co. and began work on the development of the mine to which extended reference has been made, associating with himself in the venture those who constitute the present personnel of the company.

Mr. Goodall is a thorough believer in modern methods of coal mining. He has made a careful study of the economies of the industry with a view to producing quality and preparation and at the same time making the cost of production as low as possible. The operation of the company at Marion emphasizes those ideas to the fullest possible extent. The first and prime consideration in equipping it was to secure quality—and excellent quality is

found in all of the product of this mine. Through the use of machinery the cost of making this product has been materially reduced over old-time methods, placing the company on a strong competitive basis, which in part explains the marked success which it has met. A further explanation of this success is found in the personality of the president. He is one of the broad gauged coal operators of the state, thoroughly alive to industrial conditions and conversant with the proper advancement of large coal interests.

W. S. Wells, of New Haven, Makes Presentation.

A feature which inspired much appreciation and pleasure at the annual meeting of the Union League on Monday evening, December nineteenth, at New Haven, Conn., was the presentation of a marble block and gavel to the club by William S. Wells, one of the charter members. The gavel, which was richly encased in a velvet covered box lined with green silk, bears the inscription, "The Franklin Elm, April 23, 1790—Sept. 30, 1904—Presented to the Union League, New Haven, by William S. Wells, at the annual meeting December nineteenth, 1904." It is evident the gavel is historic, particularly as it applies to the club and many of its members. It is made from the wood of the "Franklin Elm," a tree that was planted at the corner of Church and Chapel streets, New Haven, the day that Benjamin Franklin died, April twenty-third, 1790, and it grew, as trees do, to immense proportions and bore a notation on it of the occasion of the planting of the tree. Like all trees when they have grown big, there comes a time when they must pass away, and this tree showing signs of age, was cut down for fear of its falling in the storms, September thirtieth of this year. The Union League stands on the ground where the home of Roger Sherman was located and had lived. He and Benjamin Franklin were contemporaneous, both signers of the Declaration of Independence and figured prominently in connection with the formation of this government. The League members a year prior to the presentation jokingly told Mr. Wells that if he wanted the club to have a gavel he would have to supply it himself. After the tree had fallen, he was impressed with the sentiment that attached to this tree, the able men of the past and their relations to the League for 115 years, and at once proceeded to get the gavel for the League, which proved a great surprise on presentation and won the hearty favor of the members.

Mr. Wells is not only one of the most prominent coal men in New Haven and the sound trade, but has for years been one of the leading workers in this locality in all public and municipal affairs, in which he took a great interest and was greatly admired for his strong principles. Graduating as a naval officer, the earlier years of his life were spent in the service of the United States navy. During the civil war he was stationed aboard the battleship New Ironside, which did much valiant service along the southern Atlantic sea coast in many encounters. He remained in the navy until after the close of the war. He entered the coal business about the year 1870, with the Philadelphia & Reading Coal & Iron Co. interests, at New York city, remaining for several years, when he went to New Haven for the same company and continued at that place up to 1880, when he organized the firm of William S. Wells & Co., under which title he has done business ever since, establishing a large trade local to New Haven, and extending over the New England territory, making this concern widely known and highly respected for its honorable business methods.

A Coal Salesman and the Weather.

When he retired last night (or was it morn?)
He was feeling a little bit less forlorn
Than he had been for the last few days.
You see he'd been thinking of "means and ways,"
And it made him sad when he counted his "roll,"
Because his business was selling coal.
But last night the wind had blown a gale;
He even imagined he heard it hail,
So he went to bed with his spirits higher
And cheerfully dreamed he "soaked" a buyer;
But, alas! this morn, when he awoke,
His heart it very nearly broke,
For when he opened his sleepy eyes
He found a dreadful sad surprise,
For "Old Sol" was shining bright and true
And—(I wonder whether the air was blue!)
But when he reached the outer door
His spirits surely began to soar,
And then such a smile on his face was seen,
For tho' the day was bright, the air was keen.
And his hopes they flew up higher and higher
As he saw in the distance a poor coal-buyer.
He had visions of cock-tails, and high-balls, too,
And he cheerfully thought of what he would do
When he sold the coal that was done up in sacks,
And the cars and cars of it on the tracks.
Then this awful man with the hardened soul
Went on raising the price of coal;
This terrible man with thoughts so greedy,
With never a "think" for the poor and needy;
But we'll forgive him, because, you see,
He isn't as cross as he used to be,
And we'll thank old Boreas and give him his dues
For chasing away the coal man's blues.

—J. C. B.

Reports from Leading Coal Markets of the East.

EASTERN OFFICE OF THE BLACK DIAMOND, 29 BROADWAY, NEW YORK CITY.

OFFICE OF THE BLACK DIAMOND,
NEW YORK CITY, Dec. 29.

The anthracite market continues to be affected by climatic conditions, such as cold weather, snow and ice interfering in the mining and transportation of the product which, in many instances, is short of actual requirements at this time. With the reduction of storage stocks the market is gaining strength daily and there is no likelihood of any superabundance of coal during the remainder of the winter season. The chief efforts at this time on the part of shippers and the transportation companies is to get the coal forward to destination, the movement of which has been greatly hampered by the inability of some of the receiving lines to which coal has been consigned to handle it and return the empty cars in anything like a reasonable length of time and often necessitating a reconsignment of the coal to other points. It is regarded as surprising that some rail lines in control of certain all-rail territory show so little desire to cooperate with the contributing main lines in an effort to give freer movement to this traffic. Regardless of existing conditions, they seem to pursue defined policies established under less stringent conditions, which do not apply at present.

A fair supply of coal is coming through from the mines for tide delivery, but it is not in all cases up to current requirements. Stove and nut sizes are still in short supply with all shippers, which is also true of some of the steam grades, and this is inconveniencing them in filling orders and delaying shipment on the same of from one to two weeks.

Embargo to New England Points Still a Factor.

But little coal is going to the all-rail New England points, either direct from the mines or rail delivery via the sound ports, and the indications are that there will be little relief there for some weeks to come. The main line roads refuse to allow their cars to go to this territory except in special cases, owing to the uncertainty of reaching destination and due to the delay in the return of the car equipment to the originating line. An effort was made to increase shipments from the sound ports inland by rail, but so far this has met with little success and has resulted in the congestion of coal cargoes in the sound harbors having railroad connections. When this coal was unloaded there were cars available, but seemingly no motive power to transport it, blocking the roads and terminal facilities to a degree where patience ceased to be a virtue. Unless some relief arrives shortly in the way of improved transportation, it is not unlikely that this territory may yet seriously suffer for lack of coal. The farther eastern tidewater ports are taking a fair amount of coal, though the better weather conditions which the other territory shows are not reflected there, but it is thought the market shortly should be influenced by the largely increased consumption in the general trade.

The sound ports are active and the demand is limited only to the all-rail service of the railroads from there to interior points. The local line points and New York harbor are calling for considerable coal, which, in fact, constitutes the larger proportion of the business doing at present. Orders are coming in quite freely and are of sufficient urgency to indicate a pretty general depletion of dealers' stocks. The tonnage at the mines is on about a normal basis, considering the holiday season, when miners are inclined to lay off to observe the holidays, while the car shortage is also interfering slightly. The drouth was felt in the lower field quite seriously last week, but this has been relieved by ample rains since then.

Market on Bituminous Coal Shows Increasing Firmness.

The Atlantic seaboard bituminous trade shows a shortage of coal at all tidewater ports and those consumers who have not contracted for a supply of coal are obliged to pay from twenty-five to fifty cents a ton higher than the prevailing contract prices. Prices have ranged during the week from \$3.00 up to \$3.50 f. o. b. this harbor for good grades of steam coal where shipments could be made promptly. The larger producing companies are so crowded with orders on their contracts that they are unable to fill them promptly and they are therefore entitled to an extra profit on new business and are not letting the prices on spot business go below these figures. The severe weather has not only increased the demand, but has crippled transportation facilities as well as alarmed consumers, who fear a shortage of cars and are endeavoring to secure an extra cargo or two for protection, making the market very firm. There is a lack of cars on all the roads and one of the principal reasons given is the shortage of motive power and the poor supply of water, the sulphur in the water interfering with boilers, incapacitating the locomotives. The melting of the snow will relieve the situation somewhat as regards water supply, but does not give the relief from loss of motive power by sulphur corrosion, while the holiday season has also to be figured on as interfering with the freight traffic.

Trade in the far east shows a disposition to take on considerable coal, both on contracts and otherwise. This has been slightly increased by the shortage of water for motive power throughout New England and also by the inclement weather. Producers are endeavoring to take care of the needy ones, though hampered by a short supply of coal at tidewater ports.

Eastern Railroads are Badly Congested with Freight

Along the sound trade is active and strong and more business is coming from that territory than can be handled at present, the aggregate amount of coal being of larger proportions than is usual. The railroads in this territory are badly congested as to freight and this is preventing through all-rail business being accepted by the originating freight lines as the embargoes, it is understood, are still on, though there are reports that the main lines will now permit box cars from the New Haven railroad to be loaded for this

territory when they can be had, but this is a very weak reed to lean upon. Trade in New York harbor is quite active and the supply of spot coal short of the requirements, with producers asking an advance in price according to the needs of the buyer. All-rail business is large and prices strong and advancing. Except where regular contracts apply, figures are twenty-five to fifty cents per ton above the prices predominating for several months past, though these advances are more to keep back orders at present than to force an advance. Car supply is poor and thought to average from twenty-five to fifty per cent of the needs, but some operators claim even less than this and say there is great irregularity in the supply. Transportation from mines to tide is slow and irregular and this is likely to increase with the holiday season.

In the coastwise vessel market vessels are in fair supply at New York harbor and rates on medium sized craft are quoted at 60c to points around the cape. At Philadelphia vessels are more or less scarce and quotations are as follows: Boston, Salem and Portland, 75c; Providence, New Bedford and the sound, 65c; Portsmouth, 80c.

Buffalo and the Great Lakes Trade.

BUFFALO, N. Y., Dec. 29.—(Special Correspondence.)—The spirit of the holiday season seems to have pervaded the coal trade in general and as usual the drawing of the attention to pleasure and festivities has had its result on the market. The traveling salesmen are nearly all home, thus permitting themselves, the jobbers and the consumers to be free from much care during the festive week. The anthracite trade is quiet, harmonizing nicely with the lull in mining that always comes with the holiday week. The car situation in the bituminous trade shows no improvement. Prices for this product, however, average somewhat lower.

Anthracite sales agents are inclined to take life easy this week. The Christmas attractions seem to have taken the attention of consumers and they are paying no attention to their fuel supplies. Salesmen can do no business with them and are at headquarters. This condition of affairs has lightened up rail shipments. The unusually mild weather for this season of the year in the section of the country that receives supplies through Buffalo, has also tended to hold down orders, and in some cases even to cause them to be cancelled or held back. With this lessened demand for coal, there seems to have come an improvement in the car supply, which is enabling sales agents to fill their orders more promptly and even to get caught up some on back orders.

Coal is not coming from the mines in as big a volume as the sales agents would desire. The holiday at the mines is celebrated for several days, and very little coal will be mined this week. This will limit the supply coming here.

Bituminous Market Conditions are Rather Confusing.

The situation in the bituminous market is rather confusing. River coal, which has been lower than other coal all the fall and winter, has taken a jump in price that was rather unexpected. Pittsburg coal, on the other hand, the price of which has recently been soaring, is losing in strength. River mine run is bringing about \$1.05@1.10 at the mines, three-quarter, \$1.15@1.25, and slack, 70@75c. It will be seen that this is a gain over previous prices. Pittsburg coal, however, is selling for only \$1.05 for mine run, a decrease from the prices prevailing two weeks ago.

It is believed that the Pittsburg coal operators rushed coal here recently when the high price prevailed. On account of the extended drouth in that region, iron furnace after iron furnace was compelled to close down. This reduced the demand for cars there and returned many cars to the coal trade. The railroads, under good weather, made excellent deliveries of coal here. This increased the supply in this market. This can not last long, however. The prices in the eastern part of the state, where much coal is sold through the local offices, are fifteen cents higher than in this market. The coal will be sent to that market now. Also, severe winter weather must be expected at any time to delay coal and reduce the supply here. Thus it would seem that Pittsburg coal will soon regain what it has lost. With the present rains, which are believed to have reached that region, the iron furnaces will start up again and will require more cars.

The shortage in the car supply seems to be the cause of the advance in the price of river coal. Many operators and sales agents are refusing orders for coal, except for hopper cars, saying that they can not fill orders for gondola cars. These orders are often refused by putting the price up to a very high point. This practice seems to have helped to raise the price of this coal. The shortage of cars at the mines is giving several of the big companies here much trouble in keeping up with their contracts. One of the companies, at least, has not a pound of coal or coke to sell, needing a'l that reaches here to fill contracts, and some of the other concerns are nearly as badly off. This situation is giving the jobbers a chance to make some good sales to concerns that usually cover their needs by contract.

Coke Prices are Much Stronger at Buffalo.

Recent high coke prices, reported in this correspondence, seem this week to be stronger. The car shortage has an effect on this market similar to that on the coal market. The demand seems to be stronger, especially for furnace coke. The continued drouth in the region where the ovens are located still limits the output and places operators further behind with their orders. All these features explain the present price of coke in this

market. Just what the effects of the rain in the Connellsville region will have is doubtful. It is generally believed, however, that the ovens are so far behind in their orders now, and the deliveries will be delayed by the winter weather so much, that the price will decrease little.

James A. Brinker has been appointed sales agent for the Western Pennsylvania Fuel Co. here, succeeding L. G. Michels, whose resignation was reported last week. Mr. Brinker is the son of the late Captain Brinker of the old firm of Brinker & Jones, contractors and coal dealers, and was at one time engaged with his father in the coal business at this point. Recently he has been out of the coal business, being located in Pittsburgh. He has many friends here, who will welcome him back to his native city.

Efforts are now being made by all of the local coal dealers to clean up as many of their accounts as possible, so that the showing for the year will be good. The lesson experienced at the time of the anthracite strike is being brought to the minds of all delinquent customers. At this time of year, when the coal that is gotten through from the mines is not sufficient to fill all orders, and prompt payers can be given the preference, this lesson may well be remembered by the trade.

Thomas P. Jones, vice-president of the Pittsburg-Buffalo Co., spent Christmas at his home in Pittsburg. He contemplates moving here when moving time comes and after he has secured a house.

J. B. Duvall, of J. B. Duvall & Co., spent Christmas in Baltimore.

Baltimore Coal Conditions.

BALTIMORE, MD., Dec. 29.—(*Special Correspondence*).—Two deals of great interest to coal operators throughout the country have taken place in this city within the last two weeks. One is the purchase of the holdings of the International Trust Co., of Baltimore, in the Alabama Consolidated Coal & Iron Co. by a syndicate of New York bankers, and rumor of a vast combination in southern coal properties immediately followed. The other is the absorption of the Pittsburg and Fairmont Fuel Co. by the Fairmont Coal Co., in other words by the Consolidation Coal Co., of this city.

The price paid for the 6,000 shares of the Alabama corporation held by the International Trust Co. is said to have been \$43.50 per share. The total issue of the common stock of the company is \$2,500,000, divided into 25,000 shares, at a par value of \$100. The International, which was largely responsible for financing the Alabama company, originally held 8,500 shares, one-half of which was a bonus for its good offices. The trust company has \$850,000 invested in the preferred shares of the company and it is said that an option has been given on these to the purchasers of the common stock. T. G. Bush, of Alabama, is the president of the coal and iron company. The men interested in the purchase have thus far refused to permit their identity to be known, but those on the inside say that there is a plan on the tapis for the consolidation of the Alabama Consolidated Coal & Iron Co., the Tennessee Coal & Iron Co., the Republic Steel Co. and the Sloss-Sheffield Co., all of them large concerns in the Birmingham district.

The Consolidation Coal Co. secured the controlling stock of the Pittsburg and Fairmont Fuel Co. by purchase of the majority of the stock of the latter company. The company was controlled by Archie Brown, of the big steel firm of Rogers, Brown & Co. The company had a capital stock of \$2,500,000, all issued, and \$1,500,000 of first mortgage bonds, five per cents. Of the bonds \$1,300,000 are outstanding. The company operated five mines and owns 17,996 acres of excellent coal lands along the Ohio and Monongahela Rivers in the vicinity of Clarksburg and New Martinsville. The mines are now producing about a half million tons of high grade coal annually.

Ocean freight rates remain unchanged and the demand for charters is fairly active. Coal charters for the last two weeks are reported as follows:

British Steamer Alicia, 1,316 tons, to Vera Cruz, private terms.
Schooner Ada F. Brown, 1,249 tons, to Gaudaloupe, \$1.75.
British Steamer Whitefield, 1,560 tons, to West Indies, private terms.
Schooner Van Lear Black, 546 tons, to Savannah, private terms.
Schooner Lizzie A. Williams, 179 tons, to Norfolk, private terms.
Barkentine Auberndale, 574 tons, to Savannah, private terms.
Schooner Fannie Palmer, 2,075 tons, to Boston, 75 cents and twelve days.
Schooner William H. Clifford, 1,386 tons, to Portland, 80 cents.
Schooner Independent, 1,071 tons, to Boston, 75 cents.

The Philadelphia Coal Trade.

PHILADELPHIA, PA., Dec. 30.—(*Special Correspondence*).—The market for anthracite at this center is large and taking practically all the coal that can be shipped to it with the restrictions that have prevailed lately in the production and transportation of the product. The collieries have been working on as full time as possible during the month of December, but the output has been curtailed by the holidays and weather conditions interfering and the total tonnage figures for the month will likely show a reduction from the several months preceding. With the ending of the year, however, it is already apparent that it will be the second of pronounced prosperity in the anthracite industry and the total tonnage be well up to that of last year, which, in its record figures, was exceptional, following the strike period. The large consumption during the past two months has been of sufficient volume to materially reduce stocks in all the departments of the trade where but a small surplus is being carried at this time and has developed a strength and tone which shows prominently in comparison with periods in the past. Practically all sizes are short for quick delivery and in some cases there is considerable delay in getting the coals desired to destination. The shortage of cars, coupled with the drouth and bad weather, has greatly interfered in the handling of this business, though now that thaws and rain have

relieved things somewhat the facilities may improve to allow of a freer movement of the coal. All the domestic coals are firm and in demand, while the finer grades are showing the effect of an increased consumption for steam purposes and consequently moving off more freely and in some instances are becoming quiet short on some of the varieties.

The bituminous coal trade is developing more activity and firmness as the crippled facilities of several weeks past to handle and transport the coal to market continue. All producers have a surplus of orders which, in their inability to provide for as desired, is causing them great uneasiness, and on this account are generally inclined to advance their prices on all new business to keep it in check as much as possible while present conditions prevail. Aside from the regular season's demand on contracts, which is increased in volume by reason of greater requirements, there is also more current business now coming in for the winter's needs with a desire on the part of these consumers to accumulate some stocks for possible future emergencies. But a small proportion of what coal is called for can be shipped to the trade at this time and must be held for improved railroad equipment and transportation on it. Prices are firm and advancing; \$1.50 at the mines is an ordinary figure, though producers are not tempted by it and are obtaining up to \$1.75 where coal is very short. The embargoes to New England points which have been effective for some weeks are still practically on. Some concessions were made by the main lines as to allowing box cars and the cars of foreign roads to go through, but this really amounts to nothing. Cars continue short and in some sections of the mining field during the week producers were only given a two days' supply and this on the promise that it must go for supply fuel to the railroad.

Boston and the New England States.

BOSTON, MASS., Dec. 30.—(*Special Correspondence*).—Associated with inclement weather is the poor transportation of coal to this territory and this is developing considerable demand for the anthracite product, which is not in good supply. The consolidated roads are still unable to move the tonnage promptly and are in most cases embargoed by the coal producing lines which are not in a position to have their equipment tied up for long periods. This is curtailing shipments in this direction quite materially. In some instances where storage facilities are limited or where dealers have not stocked their usual supply they are being greatly inconvenienced by the delays in delivery and are actually short of coal. A little tonnage is allowed to run through by some of the main lines where the needs are greatest, but even this takes longer than schedule to reach destination and is not of much benefit to the trade. The supply to tidewater ports is good and they are receiving all the coal they call for. Local trade at these points, however, is not up to what sellers would like to see and efforts are being made to ship a proportion of this tonnage to all-rail points, but the amount going forward is of small volume comparatively on account of a dearth of available cars at the loading ports. The colder weather and the delay in transportation on deliveries has had a good effect upon the demand, making the trade generally more anxious to increase its orders and to urge shipments on them. At retail there is plenty of business offering at all points and dealers are about as busy as they care to be. Prices are firm and the circular well maintained. There is also a slightly increased demand for the steam sizes of anthracite, which, it is thought, are gradually getting back to the position occupied by them during last winter.

The soft coal market is improving, both in tone and demand. The decreased shipments in the last few weeks from all the loading ports are having a marked effect upon buyers, who are beginning to realize that the easier conditions which prevailed during the summer and fall are a thing of the past and in their desire to be more forehanded in the event of interference to transportation are ordering much more freely for both present and future needs. While the prices on coal have advanced from twenty to thirty cents per ton at the mines, the local market has not been affected to the same extent. Most wholesalers and dealers are working upon old stocks, and contracts enabling them to do this, but should the present prices at the loading ports continue, which is not unlikely, advances in this trade will have to be made accordingly. The heavy rains early in the week have brought relief to many of the industrial plants in the way of water for motive power, which has been exceedingly short for a month or two past, though this is not likely to decrease the demand perceptibly, as all manufacturing concerns are now increasing their production. Along the sound trade is very active and consumers are unable to get the quantity of prompt delivery on the amounts of coal they desire. Shipments from these ports to line points are greatly retarded by the traffic congestion on the New Haven road and a shortage of cars, which is congesting, in cases, the cargoes on arrival. The vessel market, while quiet, is slightly firmer and vessels at the lower ports not so plentiful as they were. New York quotes 60c around the cape, and the lower ports at 75c to Boston and 80c to Portsmouth.

Huntingdon and Broad Top Coal Tonnage.

The Huntingdon & Broad Top Railroad & Coal Co. reports the following coal tonnage transported over its line for the week ending December seventeenth, the corresponding week last year, the year to date and the corresponding period in 1903:

	Broad Top.	Cumberland.	Total.
Week ending Dec. 17, 1904.....	16,830	23,242	40,072
Corresponding week, 1903.....	13,294	23,543	36,837
Total for year 1904.....	565,733	1,075,421	1,641,154
Corresponding period, 1903.....	984,852	1,187,800	2,172,652

Eastern General and Personal Notes.

Daniel F. Connor, sales agent for Whitney & Kemmerer, spent several days of the Christmas holidays with his friends at New Bedford, Mass., his old home.

The E. H. Cook Coal Co. is a reorganization of E. H. Cook & Co., under the laws of the state of New York, doing business at Coney Island, Brooklyn, with a capital of \$30,000. The directors of the company are J. W. Whileby, Yonkers; B. F. Jane and William Hagen, Brooklyn.

The name of the Pittsburg Coal Co. now appears upon the door of B. Nicoll & Co., 59 Wall Street, New York, and it is understood they will handle the product of that company in tidewater markets. J. M. Fitzgerald, of B. Nicoll & Co., is in charge of the coal department and has associated with him in the sale of this product Louis H. Washburn, formerly identified with Pilling & Crane, 71 Broadway, New York.

Warren C. Barber, who has been identified with the Morrisdale Coal Co., at No. 1 Broadway, New York city, as salesman for the past nine years, retires on January first to accept a similar position with the Davis Coal & Coke Co. at its New York office. Mr. Barber leaves with the best wishes of his old employers, who regret to lose him after so many years of faithful service. His leaving is purely a matter of business.

A. C. Needles, general superintendent of the Norfolk & Western railroad, who returned from an inspection trip over that company's western divisions just before the holidays, reports traffic conditions much improved. This should be good news to coal shippers over this line, who have been badly handicapped by slow transportation for weeks past and it is hoped that better conditions may be realized with the new year.

The Righter-Marshall Co. has sent to its friends in the trade during the week a calendar, which is both attractive and characteristic of the firm's business. The feature most prominent is a picture of a blacksmith standing in front of a bright fire forging a piece of iron with celebrated "Lincoln" coal. The worker's expression would indicate that the results are highly satisfactory to him. The calendar is beautifully mounted and makes a pleasing wall decoration.

The Warren & Monks Co., of Boston, Mass., has opened a branch office at New Haven, Conn., for the purpose of facilitating the handling of its large business in that territory. A. M. Brown, for some time with the company at Boston, is placed in charge of the office. The company has extended its trade in that territory to an extent where the distribution of coal to it required so much time that it is considered economy to have an office at that place. It will also have in the future a representative at Providence, R. I., in connection with the Eastern Coal Co., in which company the Warren & Monks Co. is heavily interested.

George E. Warren, president of the Warren & Monks Co., Boston, Mass., stopped over at the New York office of the company the latter part of last week on his way home from the New River Consolidated Coal & Coke Co.'s mines in the New River field. He says there is little improvement in the movement of coal to tidewater, and it is not likely to increase immediately, as the holidays affect the situation, due to a reduced production. Greater harmony, however, prevails among the producing interests and he looks forward to better things and higher prices as the season advances, which should have their influence on next year's business.

Whitney & Kemmerer, of New York and Philadelphia, have just completed a deal with the Merchant's Coal Co., of Baltimore, whereby they will be the exclusive agents in New York and vicinity selling that company's celebrated Quemahoning coal on and after January first, 1905. This firm will also have a proportion of the tonnage for its line trade and such business as may develop through these channels. The securing of this coal, which has recently acquired much popularity in the trade, by reason of its merit as a high grade steam fuel, will be a valuable addition to the firm's list of standard products, and will undoubtedly aid them in greatly increasing their present extended business.

An item appearing on this page of last week's issue in reference to the coal tonnage of the Eastern Coal Co., of Providence, should have read over 10,000 tons weekly, instead of "averaging up to 10,000 tons a month." The company, which has excellent facilities at that point in the way of extensive coal docks and modern appliances for handling coal to local and rail delivery points, is developing a large business in that territory and has the second largest plant of its kind on the New England coast. A trolley service has been installed to handle the coal from the piers to various city and local suburban points, greatly increasing their capacity, which is now running between 11,000 and 12,000 tons a week.

Lucien Hill, New York manager of the United Coal Co., left on Friday last for an over-Christmas visit to Pittsburg, Pa. The trip is both of a social and business nature and will consist of a visit to his sister and to confer with the officials of the coal company with a view to securing increased shipments to tide-water markets during 1905. The mines of the company, like other operations at this time, are seriously restricted in their production, by the drouth and the shortage of railroad cars for loading. The company, having a very large demand for these gas coals in the eastern and New York markets, which are particularly strong at this time, is in consequence suffering from the reduced shipments in this direction.

The coal barge, Maltese No. 12, belonging to a fleet of coal barges of the Berwind-White Coal Mining Co., New York city, had a sharp encounter with two steamships on Saturday while coaling a vessel at pier 39, South Brooklyn, in which she was sunk. The barge had 500 tons of coal and was alongside the bunker doors of the steamship David, which was coaling at the same pier at which the steamship Carribee was being docked. Owing

to a misunderstanding of signals, the Carribee forged ahead when she should have gone astern and in a moment the Maltese was cut through, going down, immediately alongside the pier. Only through the daring of the David's crew were the barge captain and his wife rescued, which took but a few moments, but was none too soon to save them from going down with the boat.

At a meeting of the board of directors of the Reading company, which holds the stock of the railway and the coal and iron company, held at Philadelphia on Wednesday of last week, the first dividend on Reading common stock in twenty-eight years was declared. It is one and one-half per cent and the effect of this action is to place the \$70,000,000 common stock on a dividend-paying basis of three per cent per annum. Though no statement has been made to this effect, yet it is generally accepted that this will be done. The board, prior to declaring the one and one-half per cent dividend, declared a dividend of two per cent on the second preferred stock. Holders of Reading common have received with this dividend, the first since January, 1876, when the last payment was made and it was at the rate of ten per cent per annum quarterly.

The Murrell Coal Co., chartered about two years ago, when it established offices at No. 17 Battery Place, New York city, with H. G. Pringle as sales agent, for the purpose of handling the product of the Merchant's Coal Co. in this territory and the New England markets as exclusive agents, will retire from business on January first. The offices of the company will be closed on that date. Captain Murrell, who was president, will in the future devote his time entirely to the John Morrison Co., of Boston, Mass., of which he is also president, and has had a controlling interest for many years. This latter company is one of the oldest houses in the coal business at Boston, established many years ago by John Morrison. In its large equipment and facilities, in the way of extensive docks and yards, it is the second of importance doing business at that place.

V. E. Maggi, who recently returned from a trip abroad for the purpose of exploiting American coals on the continent, will again sail on Thursday of the current week for Italy, where he has some coal business in prospect, and to confer with several capitalists who have assured him of arranging for the transportation of the same with Italian vessels. It is possible in order to obtain a sufficiently low ocean freight to carry the product to that country, in competition with English coals, a company may be organized with foreign money. To secure enough vessels to accomplish this it is understood that some Italian capital is deeply interested in the proposition, even to the extent of furnishing most of the capital necessary to establish water transportation to insure regular freights on the shipments, believing they would ultimately be benefited by the arrangement.

A meeting of the New River coal operators, which was well attended, was held at Thurmond, W. Va., on Tuesday of last week, resulting, after a discussion of the local situation and tidewater markets, in the adoption of a price of \$2.60 per ton f. o. b. Newport News for all shipment of New River coal on next season's business, effective from April first, 1905. This, of course, is subject to railroad changes in through freights to tide, though no one expects any change from the present figures and the advance in the price of coal rather anticipates any action which would increase rates that the railroads may contemplate. The meeting was one of harmony and the operators were unanimous in their sentiment and efforts to bring about a more profitable and wholesome condition of affairs in connection with the operations of that region than has prevailed till recently. It is true that this field has been at a slight disadvantage when compared with its neighboring fields, due to a somewhat greater cost of mining, caused by higher wages and the influence of the miners' union, but the new price, if maintained, will be very fair and not excessive, giving only a reasonable margin of profit on the large investments involved. It is believed that with the co-operation of the other coal interests interested in tidewater markets, eliminating any useless competition, a stronger tone will prevail the coming year, which will help the entire coal situation along the Atlantic seaboard.

Freight Rates to Foreign Ports.

Reported by W. W. Battie & Co., ship and steamship brokers, Produce Exchange, New York. Three American sailing vessels were chartered for the United States government's Norfolk-Manila coal at \$6.50 and discharged, the government declining foreign steamers that were offered for this business at over \$2.00 a ton less.

The only recent charter to a South American port was the fixture of the steamer Bracondale from Philadelphia or Norfolk to Buenos Ayres or Rosario at or about 8s 9d, and these freights are unchanged.

Few charters have been completed for Cuban and Mexican ports, and these few at about rates recently quoted.

Windward.—The steamer Sif, 1,959 tons register, was chartered for Philadelphia-St. Thomas coal at or about \$1.60 and steamer Liv, 1,979 tons register, for Norfolk-St. Lucia coal at or about \$1.75.

We would quote freight rates by steamer as follows: \$1.25@1.30 to Havana or Matanzas; \$1.65@1.75 to Cardenas or Sagua; \$1.50 to Cienfuegos; \$1.45@1.50 to Port of Spain, Trinidad; \$1.60@1.65 to St. Lucia; \$1.60 to St. Thomas; \$1.65@1.70 to Barbados; \$1.40 to Kingston; \$1.25 and port charges to Curacao; \$2.10 to Demarara; \$1.40@1.45 to Vera Cruz; \$1.50@1.55 to Tampico; 9s 6d to Rio; 8s 6d to Buenos Ayres; \$1.25 and discharged to Manila; 70@80s to Japanese or Russian Pacific ports.

Mid-Winter Meeting of Iowa and Nebraska Ass'n.

The second mid-winter meeting of the Retail Coal Dealers' Association of Iowa and Nebraska was held in Marshalltown, Iowa, on December twenty-first, and was in many respects one of the most interesting occasions in the history of the organization. The program was restricted to three important subjects, viz., "The Question of Short Weights," "The Matter of Reciprocal Demurrage," "The Item of the Retail Dealers' Right to Protection from Scalpers." The attendance was very good, considering the fact that coal men were very busy or at least were doing their best to get busy.

George Gregory, of the Gregory Coal Co., Marshalltown, in behalf of the Marshalltown coal dealers welcomed the visitors, assuring them that Marshalltown felt honored in being selected as the convention city, and in his usual happy vein made everybody present feel that it was good to be a coal dealer and that to have missed this meeting would have been a misfortune.

The morning session was called to order at 10:30 o'clock by President Chisam, who in a few well chosen remarks outlined the work to be done, calling special attention to the different important subjects on which action by the membership was desired for the guidance of the executive officers, closing his remarks by calling on M. A. Moore, chairman of the legislative committee, for a statement as to the manifest results of the arrangements made with the several railway companies relative to the protection of the consignee by the weighing of coal shipments in transit. Mr. Moore responded and in the course of his remarks introduced several comparative statements of the before and after taking order. He showed by figures that the losses to the retailer for the time since the new system was inaugurated were reduced to a comparatively satisfactory minimum and that the losses of this season have been small as compared with those of the same months of the previous year. His statistics, gathered from a wide scope of territory, showed clearly that a vast improvement has been made and that the retailers of coal are being benefited greatly by the change to actually weighed coal from the guess-work methods formerly employed by a large number of shippers. Mr. Moore was frequently interrupted by questions, all of which he was prepared to answer in a satisfactory way, fully in accord with the statements he was making.

Reciprocal Demurrage Discussed at Afternoon Session.

At the afternoon session the matter of reciprocal demurrage was discussed at length. In the opening, President Chisam stated that in accordance with the instructions given at the annual meeting in June last the legislative committee had prepared a series of suggestions looking to the formulation of a set of demurrage rules which would meet the requirements of the railways and at the same time remove the objectionable features which under the present system work unnecessary hardships to the retailers of coal, by introducing a system which would be of a reciprocal nature and give the retailer some incentive to work in harmony with the railway people in order to realize the greatest efficiency of equipment. He explained the fact that the coal equipment of a railway company is in a way a portion of the coal dealer's outfit, and to secure the greatest good possible from the cars devoted to the coal service, all cars should be unloaded with the least possible delay and that in exchange for the extra work required to release cars quickly some encouragement should be given in the way of reward, and whenever a man shall gain a day's time in the release of a car, it would only be fair for the railway company to give him a credit therefor. The president concluded his remarks by saying that he hoped for the best results and desired that the committee should be fully instructed as to the wishes of the membership, so that intelligent action could be taken when the matter was up for discussion with the railway people.

By way of introduction of the demurrage matter, Mr. Moore read the suggestions which had been submitted and each section was discussed separately until every one present fully understood each provision and the reason which gave rise to its existence. The report as submitted is as follows:

"Whereas, The Legislative Committee of the Coal Dealers' Association of Iowa and Nebraska, having held a meeting at Sioux City, Iowa, on the sixth day of December, 1904, in pursuance of the instructions of said association given at the annual meeting held in Sioux City, Iowa, in June last; beg leave to submit the following suggestions on the subject of reciprocal demurrage, to the members of the association for consideration.

"First. That railroad companies shall, withing twenty-four hours after arrival of shipments give notice, by mail or otherwise, to the consignee of the arrival of shipments, together with the weight and the amount of charges thereon, and where goods or freight in carload quantities arrive such notice shall contain also the identifying numbers, letters and initials of the car or cars, and if transferred in transit the number and initials of the car in which originally shipped.

"Any railroad company failing to give such notice shall forfeit and pay to the consignee, or other party whose interest is affected, the sum of \$1 per car per day or fraction of a day's delay, on all carload shipments.

"Second. That all carload freight, or freight carried at carload rates, and all freight in cars, whether full carload or not, taking track delivery, shall be subject to demurrage, or car service charges.

"Railroad companies shall deliver freight at their depots or warehouses, or, in case of shipments for track delivery, shall place loaded cars at an accessible place for unloading within twenty-four hours after arrival, computing from seven o'clock a. m. the day following arrival of same. Except in cases where storage time is allowed in excess of unloading time for re-consignment the shipper or consignee shall be paid \$1.00 per car per day for each day or fraction of a day such delivery is so delayed.

"Third. That loaded cars containing grain, hay, coal, coke, brick, lumber or commodities in bulk, taking track delivery, which are to be unloaded by

consignee, but are not unloaded within seventy-two hours, computed from seven o'clock a. m. the day following the day legal notice of arrival is given (having been placed at an accessible point for unloading) may be subject thereafter to a charge for demurrage of \$1.00 per car for each day or fraction of a day, that they may remain loaded in possession of the railroad company; provided, however, that if, after placing a car or cars, as required in this rule, the railway company shall, during the free time or after, temporarily remove any or all of them, or in any way obstruct the unloading of same, the consignee shall not be chargeable with the delay caused thereby.

"Provided, That when, on account of delay, or irregularity in transportation, cars are bunched in transit and delivered to consignee in numbers beyond his reasonable ascertained ability to unload within the free time prescribed in these rules, he shall be allowed by the carrier such additional time as may be necessary to unload cars so in excess by the exercise of due and usual diligence on the part of the consignee.

Due Allowance to be Made in Unloading for Bad Weather.

"Fourth. That, whenever the weather during the period of free time is so severe, inclement or rainy that it is impossible or impracticable to secure means of unloading freight, or when from the nature of the goods unloading would cause injury or damage, such time shall be added to the free period, and no demurrage charges shall be allowed for such additional free time. This rule applies to the state of the weather during business hours.

"Fifth. That, if the consignee shall refuse to accept freight tendered in pursuance of the bill of lading, the carrier charged with the duty of delivery shall give legal notice to the consignor of such refusal; and if he shall not, within three days thereafter, give direction for the re-shipment or unloading, or other disposition of the goods, he shall thenceforth become liable to such carrier for storage on such goods, or demurrage upon the car or cars in which they are stored, to the same extent, and at the same rates as such charges are now, under like circumstances, imposed upon consignees who neglect or refuse, after notice of arrival, to remove freight of like character from the depots or cars of a carrier. A consignee who has once refused to accept a consignment of goods shall not thereafter be entitled to receive the same, except upon payment of all charges for storage or demurrage which have accrued; and if the consignee of freight in carloads, shall fail or neglect to remove such freight within three days after the expiration of free time, then the carrier shall, through the agent at point of shipment, so notify the shipper, unless the consignee has signified his acceptance of the property. Such notice may be either served personally or given by mail.

"Sixth. That, when consignors ship goods consigned to order, but express, in their bills of lading or shipping directions, the name of a person at destination to notify, it shall be the duty of the railroad company to give legal notice to such party in the same way, and under the same rule, as if the shipment had been made direct to him. But when consignors do not comply with this condition, the railroad company shall give such notice only to such consignors; except, that in shipments of grain or hay, notice shall also be given to the local exchanges; provided, that at the expiration of the free time the carrier shall give notice thereof to the consignor.

"Seventh. That, railroads shall not discriminate between persons or places in storage or demurrage charges. No rebate, drawback or similar device will be allowed.

"Eighth. That, in computing free time for assessing demurrage charges, Sundays and legal holidays shall be excepted.

"Ninth. That, in case a consignee shall unload a car of grain, hay, lumber, coal or other commodity within twenty-four hours after free time commences, the local agent of the railroad company shall give to consignee a demurrage credit for the unused two days of free time. If he shall unload the car within forty-eight hours after free time commences, he shall receive a demurrage credit for the unused one day. These credits to be used in settlement of charges for cars on which demurrage charges shall accrue.

"Accounts for average car service shall be settled between the local agent of the railroad company and the consignee every three months and all accounts shall be closed on the last day of the quarter and shall include all cars released during the quarter. Credits earned in one quarter shall not offset delays in another quarter. No credits are to be given except for a full day."

W. H. Peck, of Wall Lake, Iowa, said in part: "I came here to get light and to offer some amendments to the resolutions or suggestions, but after hearing this discussion I am satisfied that we have something to which all railways can agree. I am in hearty accord with the movement and am fully convinced that what we need is a system which shall be fair to all concerned, and that if what we ask of the railway people is just and fair to both sides we will undoubtedly get it."

L. R. Rosbrook, of the Rosebrook Coal Co., of Oskaloosa, Iowa, offered the following resolution, which was adopted:

Adopt Resolution in Favor of Reciprocal Demurrage.

"We, the Coal Dealers of Iowa and Nebraska, in convention assembled, and endorsing the report of the honorable committee on the question of car service, and following it with the sincere desire that all grievances thereto set forth may be fully and satisfactorily settled:

"Knowing by a practical experience and touch with railroads that in establishing the car service it was done not for the direct purpose of a revenue from the demurrage charges, but to prevent the prevalent abuse of the accommodations had, preventing the full use of the road's equipment and consequent loss of earnings, creating vexatious competitions at competing points, too often discouraging in their effects,

"Therefore we cordially accept the conditions of a reasonable, uniform and model ear service rule, and we believe that it is contained in the report of our honorable committee. That special regard is due to special service is embodied in Article No. —, and in a general way meets with our approval."

W. L. McCauley, of the W. B. Stone Coal & Coke Co., of Chicago, secured the floor and re-opened the short weight question by submitting a



W. L. M'CAULEY,
CHICAGO SHIPPER, WHO WAS LEADING
SPEAKER.

very convincing statement in regard to the discrepancies occasioned by the differences existing between the actual and the stenciled weights of cars. He showed that every car out of a lot of 100 cars belonging to the western markets was wrongly stenciled, either too heavy or too light some showing a few pounds difference, while others showed the difference in tons. Some of the cars had not been marked for thirteen years.

This condition, while it exists now and is the source of many controversies, is rapidly disappearing, as the railway people are re-weighing their cars as rapidly as possible and remarking them with actual weights. Continuing his remarks, Mr. McCauley said:

"I have always been interested in these associations. I think one trouble with your associations, I speak now of the associations of Illinois and Wisconsin,—and I think your western associations are like them,—you lack energy, you lack aggressive-

ness. You can not get success without energy. You stick the work upon the secretary and president, but without the energy of the individual members you can not get success. These officers have other business and can not get the members. There is no commodity as cheap as courtesy. Now, as to associations, there was organized in Utica, N. Y., in 1883, a Traveling Men's Association. Then we had but thirty-five members, now we have 36,726 members in that association. How have these associations gained as they have? Simply by work and holding together. Just as soon as a man is a member he begins to get other members. There is a member of this Traveling Men's Association here and I will ask if this statement is not correct. (Person indicated said the statement was correct.) Now, what you want is harmony among the coal dealers. You will find, as I have found, that there is too much jealousy among the coal dealers. Instead of this jealousy, how much better to go over and chat with your neighbor coal dealer, and in a little while you will find that you have done well."

10

Susquehanna Coal Co. to Become Factor in West.

January first the business of the W. L. Scott Co. and Boyd, Stickney & Co., in the west, will become merged in the Susquehanna Coal Co., which will become one of the leading factors in the western anthracite trade. Reference has already been made in THE BLACK DIAMOND to the merger, explaining how it will absorb the business of the companies mentioned. It is sufficient to add that the Susquehanna Coal Co. will handle the tonnage of coal which was formerly distributed by these companies and that it will produce and sell "Old Lee," "Scott," "Plymouth" and "Susquehanna" anthracite, all of them coals which are already well known in the western trade.

As a result of the merger a large number of changes will occur in the western staff of the company. Mention has already been made of the appointment of C. L. Thompson, of Erie, Pa., to the position of general western sales agent in charge of all western business, Chicago being the most important of the western offices under his direction. The suite occupied on the thirteenth floor of the Old Colony building by the W. L. Scott Co. has been taken by the Susquehanna Coal Co., in addition to adjoining offices, enlarging the facilities of the company over those enjoyed by the W. L. Scott Co.

C. A. Eastman, who was in charge of the business of the W. L. Scott Co. as sales agent at Chicago, will occupy a similar position with the Susquehanna Coal Co., his duties being considerably enlarged and the corps of employees under his direction being numerically stronger. Mr. Eastman, under the direction of Mr. Thompson, has been organizing his sales force during the past six weeks and through his executive ability has perfected a splendid organization which is an assurance of increasing business for this company.

Mr. Eastman has had a wide experience in connection with anthracite, having been identified with the coal trade for the past twenty-two years, nineteen of which have been spent in the western trade and thirteen in Chicago. Throughout this period Mr. Eastman was identified with important anthracite interests. He was early in his business career with S. J. Patterson, at Dayton, Ohio, who was southwestern sales agent for Boyd, Stickney & Co. Mr. Eastman's first position was as a traveling sales agent, and afterward he was placed in charge of the office at Toledo, Ohio.

He then became identified with Cox Bros. & Co., in Chicago, as traveling salesman, and later as assistant to George Merryweather, general western agent of the company, with which company he was connected for ten years. Three years ago he became Chicago sales agent of the W. L. Scott Co., a position which he has filled with much credit to himself and the entire satisfaction of the company. Mr. Eastman is a thorough business man,

active in pushing out for new trade and having a large circle of friends who are interested in his further success.

In addition to the important announcement concerning Mr. Eastman's position, a number of other appointments have been made as follows:

E. H. Stephens, of Toledo, Ohio, one of the "old guard" of anthracite salesmen, in the early years with Barker & Wright, now just closing many years' service with the W. L. Scott Co., of Erie, Pa., will on January first become associated with the new general western agency of the Susquehanna Coal Co., at Erie, Pa. and will, it is understood, be the dean, so to speak, of the salesmen who will be under the charge of C. L. Thompson, general western agent.

T. W. Hamilton, of Harrisburg, Pa., for so many years with Boyd, Stickney & Co., will be identified with the general western agency of the Susquehanna Coal Co. after January first next. Mr. Hamilton is well and favorably known and needs no introduction to a large portion of the trade in the territory which he will cover.

E. F. Smith, of Toledo, Ohio, who has been identified with the Toledo office of Boyd, Stickney & Co. for some years, and who is well and favorably known to the trade in Michigan, will after the first of the new year be associated with the general western agency of the Susquehanna Coal Co.

C. L. Heck, Dayton, Ohio, one of the younger men among the anthracite salesmen in the west, who has made a reputation for efficiency, will leave the service of S. J. Patterson and become associated, January first, with the new general western agency of the Susquehanna Coal Co.



C. A. EASTMAN.
IN CHARGE OF THE CHICAGO OFFICE
OF THE SUSQUEHANNA COAL CO.

All of the above will report to C. L. Thompson, general western agent of the company at Erie, Pa.

In the west J. G. Dudley, who has been closely identified with the Chicago office of Boyd, Stickney & Co. for a number of years, and who has a wide acquaintance in the western coal trade, will occupy the position of chief clerk in the Chicago office of the company. Mr. Dudley has a large circle of friends and is an able business man.

Harvey Wallace, who has been traveling sales agent for Boyd, Stickney & Co. out of the Chicago office, with territory in Michigan and Indiana, will become identified with the Chicago office of the Susquehanna Coal Co. January first. Mr. Wallace is an aggressive salesman and won a reputation with the company with which he was formerly identified.

William Blair, salesman for the W. L. Scott Co. for a number of years, with a large circle of friends in the western trade in all the states tributary to Chicago, will be identified with the Chicago office of the Susquehanna Coal Co. after January first. Mr. Blair will be chief salesman of the Chicago office under Mr. Eastman's direction.

S. E. Gauthier, manager for the W. J. Scully Co., third floor of the Old Colony building, Chicago, has resigned his position and will be identified with the Chicago office of the Susquehanna Coal Co. after January first. Mr. Gauthier has had a wide experience in the coal trade covering a period of about twelve years. He will be one of the traveling sales agents of the company.

Thomas Irwin, who has been traveling salesman for the W. L. Scott Co., will occupy a similar position with the Chicago office of the Susquehanna Coal Co. Mr. Irwin, while a new salesman, has already won many friends in the trade. All of the latter mentioned will report to C. A. Eastman, in charge of the Chicago office of the Susquehanna Coal Co.

Western Retail Notes.

The Independent Coal Co. was recently organized at Marshalltown, Iowa, with George Wise as manager.

Hubbard & Beckwith's new coal sheds at the Michigan Central tracks at Marshall, Mich., have been completed.

R. B. Day & Co., coal and lumber dealers of Clinton, Ill., recently sold their business to the S. R. Coenish Lumber Co., of Chicago.

It is said that the price of coal at Kansas City, Mo., will not be affected by the use of natural gas, as far as domestic consumption is concerned.

The People's Coal Co., of Port Huron, Mich., recently embarked in business at the foot of Griswold street, that city. Odell W. Smith is manager.

Anthracite is now selling at Belvidere, Ill., at \$8.50 per ton. The price has been higher, but it is said there is not much hard coal being used this winter.

The supply of coal at Duluth, Minn., is not very large, and if severe winter weather should occur at the head of the lakes a shortage of bituminous coal might result.

The Cleary Coal & Supply Co., of Terre Haute, Ind., recently completed plans for enlarging its business after the first of the year by adding building supplies.

The Jupiter mine at Pinckneyville, Ill., property of the Manufacturers' Fuel Co., of Du Quoin, Ill., was recently sold to the White Walnut Coal Co., of Pinckneyville.

Charles B. Thompson, charged with embezzling bonds to the amount of \$20,000 from the Winslow Coal Co., of Petersburg, Ind., was acquitted by the jury at his trial a few days ago.

The Traux & Betts Elevator Co., of Mitchell, S. D., recently completed plans for the erection of coal sheds at Worthington, Minn., where the firm will shortly engage in the coal business.

The Hutchin-Hanks Coal Co. was recently organized at Kansas City, Mo., with an authorized capital of \$20,000. The incorporators are E. S. Hutchin, T. E. Hanks, E. C. Hines and others.

The contract for furnishing coal for the state capitol at Helena, Mont., was awarded to M. Silverman, of that city, at \$3.15 per ton for Rock Springs nut and slack coal. It is stated that 600 tons will be used.

Anthracite at Oshkosh, Wis., has taken a decided drop in price, selling for \$7.75 as against \$8.50 for some time past. The cause of the sudden reduction in price is said to be due to the weather conditions.

S. S. Dager & Son, of Grand Rapids, Mich., who compose the Jordan Lake Ice & Fuel Co., of that city, recently filed chattel mortgages in favor of the Old National bank for \$1,392 and Eugene E. Baker for \$500.

James G. Boyd, of Cleveland, Ohio, was appointed receiver for the Pleasant Grove Coal Co., of that city recently. This company was incorporated in August of this year with an authorized capital of \$30,000.

Henry Wessel, formerly manager of the Prospect Hill coal mines at Vincennes, Ind., recently severed his connection with that firm to take a position with the Deboy-Sherman Coal Co., of St. Louis, Mo., as manager.

Anthracite at Sault Ste. Marie has advanced slightly in price, being retailed now at \$7.50 per ton. It is not probable that the dealers will find it necessary to make rail shipments this year, as they all have large stocks on hand.

John Vaughn, of Granville, Ill., recently purchased the coal business formerly belonging to B. E. Cox, of that place. Mr. Vaughn will continue the business as heretofore, with the exception that he will increase the stock on hand and will handle a larger tonnage.

The St. Anthony Elevator Co., of Alexandria, Minn., recently started the construction of a large coal shed on the Great Northern side-track at that place. The new shed will be of ample dimensions and will be ready to receive coal by January first, it is said.

The Boley Ice Co. and the Fauvre Coal Co., of Pekin, Ill., are engaged in a controversy as the result of a disagreement regarding land for which the Fauvre Coal Co. claims to have tendered the purchase price and upon which it claims the Boley Co. is trespassing.

Loren J. Weeks, of 95 Park avenue, Chicago, who committed suicide recently, was engaged in the coal business at Jackson and Halsted streets at the time of his death and it was decided by a coroner's jury that despondency over failure in business was the cause of his act.

The Elks' lodge of Columbus, Ohio, will distribute a larger amount of coal to the poor this winter than ever before, but system is to be introduced in the work so that none but the deserving will be helped. Coal will be bought direct from the operators and low rates of transportation will be asked of the railroads shipping the coal.

The coal dealers of Jeffersonville, Ind., are feeling rather uneasy because of the threatened shortage of coal. There has been no coal unloaded at that point for several months on account of the fact that the November rise in the Ohio river did not materialize and the river coal will be exhausted within a few days. The delivery by rail is insufficient to meet requirements.

Several coal dealers of Canton, Ohio, were recently made the victims of a swindling game worked by a clever swindler, who professed to be a stranger in the city. His method of procedure was to order a ton or more of coal to be delivered in the day and tender a check for \$15 or \$20, signed by G. J. Kupp on a local bank. These checks the unsuspecting dealers cashed, taking out the amount of the order, and later on discovered that the checks were worthless.

Eastern Retail Notes.

Coal dealers at Springfield, Mass., recently advanced the price of anthracite twenty-five cents per ton at that point.

George W. Hallenbeck, who has been in the coal business at Wallingford, Conn., for several years, recently sold his business there.

Charles D. Beebe, the coal dealer of West Pittsfield, Mass., recently opened a second coal office on West Housatonic street in that city.

C. Pennock and G. L. Pennock, of Lansdowne, Pa., have opened a new lumber and coal yard on North Wycombe avenue, that city, and are doing a good business.

Owing to the failure of Donnelly, Dunham & Co., a coal firm of Buffalo, N. Y., which was to furnish the coal for the almshouse at that place, the contract was transferred to E. L. Hedstrom & Co., of that city.

Nash & Weber, a coal firm of Plainfield, N. J., recently dissolved partnership by mutual agreement and V. W. Nash Sr. will conduct the business hereafter. F. A. Weber, who retires, will not engage in any business at present.

The Lowell Coal Co., of Lowell, Mass., recently passed into the hands of the assignees, who were appointed a short time ago. The three men in control are Frank E. Dunbar, George M. Harrington, of Lowell, and M. L. Cobb, of Boston.

Coal dealers at Meriden, Conn., are still sticking to their summer schedule of \$7.00 per ton for coal, and no advance will be made in the price, it is stated, unless freight conditions should make it difficult to move anthracite to that point.

The supply and the money for the purchase of coal for the city of Schenectady, N. Y., have both been exhausted and a commissioner was authorized to use an appropriation from the sinking fund with which to purchase thirty tons of coal.

Contracts were recently awarded at Philadelphia, Pa., for supplying coal to the various city departments. The aggregate amount of coal consumed at that point is 55,000 tons, the prices ranging from \$2.60 for buckwheat coal to \$5.74 for egg coal.

Coal dealers at Hartford, Conn., will not advance prices at that point, it is stated, as there is no reason for an advance. Coal is arriving slowly by rail and though one firm was forced to buy at a premium to meet the demand, they had plenty of coal on the cars en route to the city.

The price of pea coal was recently reduced to \$4.40 per ton at Syracuse, N. Y. This is twenty-five cents lower than it was the early part of the winter. Dealers say that there is such an unusual demand for chestnut at this point that they have cut the price of the next size in the hope that it might be bought in preference to chestnut.

The Lawrence Coal Co. was recently organized at Lawrence, Mass., with an authorized capital of \$5,000. The incorporators of the company are Philip Holland, president, Lawrence, Mass.; vice-president, George W. Cole, Methuen, Mass.; treasurer, George A. Stanley, Lawrence, Mass.; clerk, William A. Johnson, Lawrence, Mass.

The supply of coal at the street railway power house at Ware, Mass., recently gave out very suddenly and the cars were stopped for several hours. Officials of the company said there was a carload of coal on the road which should have arrived some days previous. After considerable delay a supply was obtained from F. W. Farrar, a local dealer, to last a short time.

*Southern Retail Notes.*

The People's Ice & Coal Co., of Hattiesburg, Miss., recently increased its capital stock to \$50,000.

James E. Burke, of Jeffersonville, Ky., recently purchased the coal business of G. W. McKinley at that place.

A carload of coal from one of the Indiana mines was recently received at New Albany, Ky., and was delivered within a few hours at the reel houses by the city carts, saving the expense of hauling.

The Montavella Dogwood Coal Co. was recently incorporated at Atlanta, Ga., with an authorized capital of \$10,000, to deal in coal and fuel. The incorporators are L. O. Simmons, E. H. Anderson, F. S. Davenport and S. B. Turman.

A number of coal dealers at Macon, Ga., are having considerable trouble with their drivers on account of the latter stealing part of an occasional load of coal which they are delivering, unloading only part of it and selling the remainder to negroes.

Ice in the river at Maysville, Ky., recently blocked all traffic at that point, the river being frozen solid from shore to shore. The people feel alarmed over the situation, as coal is very scarce and they have not taken the precaution to fill their coal bins.

Coal men at Lexington, Ky., observed Monday after Christmas as a legal holiday. The reason for this was that Christmas fell on Sunday, which would ordinarily have been a holiday, and unless some such arrangement were made their employes would not enjoy a Christmas holiday.

Coal dealers at New Albany, Ky., are worried about the coal supply at that point, fearing that a famine is imminent, as the shortage in the supply is even greater than they anticipated it would be. Shortage of coal cars is said to be delaying shipments by rail at many points and the situation is becoming more serious every day.

Eastern Coal and Coke Notes.**New Eastern Enterprises.**

The Pittsburg Coal & Fuel Co., which was recently chartered under the laws of Delaware, has an authorized capital of \$500,000. This concern plans to take over the property of the Wahlville Coal Co., on the Baltimore & Ohio railroad, and the Buffalo, Rochester & Pittsburg Railroad Co.'s lines.

The Morse Hill Coal Co. was recently organized at Carbondale, Pa., having secured a lease of forty-two acres of coal land from the Morse estate and 183 acres formerly operated by the Franklin Coal Co. at Carbondale. The officers of the new company are John Scott, of Scranton, president; J. W. Wilce, of Simpson, general manager. Several new mines have been opened, but it will be some little time before the colliery will be in full operation.

General Eastern Coal and Coke Notes.

The Number Ten Coal Mining Co. was recently organized at Philadelphia with an authorized capital of \$5,000.

The Swan Creek Coal Co., of Gallipolis, Ohio, has suspended operations at the Samples' Landing mines until the river rises.

The huge coal trestles of the Buffalo Creek railroad at Tilt Farm, near Buffalo, N. Y., were recently destroyed by fire. The loss is not known.

Work has been started on fifty new ovens by the Sackett Coal & Coke Co. at Smithfield, Fayette county, Pennsylvania. The company now has fifty-one ovens in operation.

Preparations are under way at the Enterprise colliery, Shamokin, Pa., to sink eight twelve-inch bore holes to the water level workings, which, it is stated, have been on fire for two years.

The Ohio & Youghiogheny Coal Co., which has its headquarters at Cleveland, Ohio, recently purchased the Osborn interests in the Locust Run Coal Co., near Webster, Pa., for a consideration of \$250,000.

Donnelly, Dunham & Co., of Buffalo, N. Y., were forced to sign a petition in bankruptcy a few days ago. The stated liabilities of the company are about \$168,000 and the assets are placed at \$123,000.

The village of Monitor, Pa., over anthracite mines, will cease to exist, and the houses all razed in the interest of safety, as there have been so many caveins that the town has been pronounced unsafe.

McTurk & Co. have opened a new colliery at Black Creek, near Hazleton, Pa., which is ready for operations and in a few days coal will be shipped to market. Employment will be given to a number of men and boys.

There has been some talk in coal circles at Philadelphia, during the week, that a demand for claims will likely be made against several railroads for losses sustained growing out of the continued shortage of coal cars.

The Union Coal Co., of Anderson, Ind., recently received the first con-

signment of coal for use in that city from its Sullivan county mine. Coal dealers there complain of great delay in the moving of coal from southern Indiana on account of the shortage of cars.

The Junior mines, operated by Hon. Henry G. Davis, recently resumed operations after an idleness of over six months. Work was suspended last spring on account of the poor condition of the coal and coke market. The mines will now be worked to their full capacity.

The Bessemer Coal Co., of Butler, Pa., recently purchased between 700 and 800 acres of coal land in Venango township, Butler county, from Smith M. McCright. The properties have been tested and are among the most valuable. The consideration was something like \$30,000.

The Youghiogheny & Ohio Coal Co., of Martins Ferry, Ohio, recently closed deals for a number of tracts of land that are underlaid with coal. This company now owns 15,000 acres of valuable coal land in Ohio, and will open a mine at Glenn's Run about the middle of February.

A. F. Johns, of Johnstown, Pa., has sold 1,800 acres of coal land in the vicinity of Hooversville, Pa., to J. B. Irish, of Philadelphia, and W. P. Graff, of Blairsville, Pa. The consideration was \$300,000. Both Irish and Graff are connected with the Somerset Mining Co., of Somerset, Pa.

The Bureau of Equipment of the navy department has again called for bids for the transportation of something like 20,000 tons of coal to the Philippines. It is not known whether the bids opened by the navy department on November fifteenth have been received, but it is believed they have.

The Irwin Water Co., of Irwin, Pa., found it necessary to cut off the water supply from all the industrial establishments in that vicinity a few days ago, on account of the long drouth being experienced in that region. A number of mines have had to close down on account of not having water to operate them.

The Black Band Coal & Coke Co. and the Kanawha & Coal River Co., both of Charleston, W. Va., have mortgaged their property to the extent of \$750,000, the mortgage being held by the Bankers' Trust Co., of New York city. This was done partly to repay Mrs. E. A. T. Nease sums of money loaned by her to both companies.

The mine near Milesville, (Pa.) belonging to the Glassport Coal Co., of McKeesport, Pa., was recently discovered to be afire, having caught in

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a very peculiar manner. A forest fire had been burning near the entrance to the mine and the flames were finally communicated to the mine through a groundhog hole. The mine was flooded.

The anthracite tonnage produced by the Philadelphia & Reading Coal & Iron Co. during the month of November, amounting to 1,014,643 tons, showed an average cost for mining of \$2.06½ per ton. This is considered a fair cost of production for that region, as about sixty-five per cent of the mined product consists of the domestic sizes.

John C. Brydon, who has been the general superintendent of the Somerset Coal Co., of Meyersdale, Pa., was also recently appointed general superintendent of the Consolidation Coal Co., of Maryland. Beverly S. Randolph, who has been the superintendent of the Maryland company for a number of years, resigned on December first and Mr. Brydon's appointment followed.

Among the first new calendars for 1905 to reach the New York office of THE BLACK DIAMOND is one of a very unique design sent out by the Skeele Coal Co., of 143 Liberty street, New York city. The calendar is quite attractive and splendidly mounted. It is suggestive of the hunting season. A beautiful picture produced in highly tinted colors, showing a huntsman in his den, "planning the hunt," occupies the upper half of the calendar.

The four-masted schooner, Lizzie H. Brayton, from Lamberts Point, Norfolk, Va., for New Haven, laden with coal, lost her way in the snow-storm early Sunday morning and came ashore south of the Stratford hotel at two o'clock. The vessel was about 250 yards off shore and in excellent condition. It took but a short time to land the crew aboard by means of a whip line running the breeches buoy from the shore to the vessel and returning it. Several duckings were experienced by the sailors, who were swung high in the air by the ship's roll, but did not suffer more than a wetting. Cables are being laid to get the vessel off.

August Belmont, of New York city, was elected to succeed Marcus A. Hanna, deceased, as the president of the National Civic Federation at the annual dinner of that organization, following the fourth annual meeting held at the Fifth Avenue hotel, on Thursday night last. The keynote of the speeches made was for industrial peace with honor. President Eliot, of Harvard, in his address, went even further and said that we wanted industrial peace with liberty. He declared that the closed shop, the boycott and the union label could not bring this about, but, on the other hand, created a monopoly. A department of industrial economics was created and President Eliot, of Harvard, was chosen as the head of this department, power being given him to appoint a committee of fifteen to take charge of the work. A committee was also appointed to form an International Civic Federation.



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Southern Coal and Coke Notes.

New Southern Enterprises.

The Dallas Coal & Coke Co. was recently incorporated at Dallas, Tex., with an authorized capital of \$10,000, the incorporators being J. E. Schneider, W. E. Mockett and W. H. Crosswait.

The Chao Coal & Iron Co. was recently incorporated at Santa Fe, N. M., with an authorized capital of \$250,000. The incorporators are Amado Chaves, Glenville A. Collins and Ireneo L. Chaves, of Santa Fe.

The Southern Fuel Co. was recently incorporated at Chattanooga, Tenn., with an authorized capital of \$50,000. The incorporators are John R. Barnes, J. P. Hoskins, Hymel Davis, C. A. Lysterly and George T. White.

The Big Block Coal Co., of Campbell county, Tennessee, was recently incorporated at Nashville, Tenn., with an authorized capital of \$15,000. The incorporators are G. W. Entsler, Duke Ward, J. W. Walden, I. Mayfield, John Ward and Randell Davis.

The Lees Creek Gas, Oil & Coal Co., of Van Buren, Ark., was recently incorporated with a capital stock of \$250,000, of which \$11,000 has been paid in. The officers of the new company are R. J. Tallman, president; J. L. Rea, vice-president, and George R. Wood, secretary and treasurer.

General Southern Coal and Coke Notes.

Property of the Yolande Coal & Coke Co., of Birmingham, Ala., has been mortgaged for \$300,000 at 5 per cent interest.

The Maryland Coal Co., Baltimore, Md., recently declared a regular dividend of 2½ per cent and an extra 2½ per cent on its preferred stock.

The Pennemont Coal Co. was recently organized at Charleston, W. Va., with an authorized capital of \$50,000. The incorporators were J. Walter Lord, Charles H. Schanze, Edward M. Lerp, Harvey H. Wilson and Louis Lottes.

The car supply in the Knoxville (Tenn.) district is improving, and it is said that the time is near at hand when the railroads will enter into competition to control as much of the coal business from this district as possible.

The Sloss-Sheffield Steel & Iron Co., of Birmingham, Ala., announces its intention of keeping to the "open shop" plan. The output of coal is larger than for some time, and the company is adding to its working forces every day.

Bids were recently opened by the board of education of Wheeling, W. Va., for the furnishing of coal to the different school buildings of that city, and the contract was awarded to M. Koehnline at seven and one-fifth cents per bushel.

It is stated that the coke supply at Sheffield, Ala., is so uncertain that the furnaces are seriously handicapped, and it is hoped that the recent in-

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crease in wages granted to the miners will induce them to go to work to relieve the situation.

The Central of Georgia railroad will shortly build spur tracks into the coal fields in the vicinity of Henry Ellen and Leeds, in that state. The Seaboard Air Line Railroad and the Southern Railway will also build spur tracks into these coal fields.

The Palos Coal & Coke Co., of Birmingham, Ala., recently sold its properties to Drennen & Co., of the same city, for a consideration of \$150,000, it being a cash transaction. The mines are now in operation, the daily output being about 400 tons. It is stated that Drennen & Co. will greatly improve the property.

The coal barge New York, which recently had some rough experiences off the capes at Newport News, Va., was located and finally brought into port, with all on board safe. The barge was not damaged greatly. The New York was being towed by a tug, which also had some other barges in tow. The cable parted and the boats went adrift.

The Southern Timber & Mineral Land Co. was recently incorporated at Nashville, Tenn., with an authorized capital of \$100,000, for the purpose of buying and selling real estate and developing mineral lands. The incorporators are A. M. Snook, A. W. Wils, S. A. Champion, E. H. Hinton, F. P. McWhirter, Benton McMillin and John Allison.

Watts Bros., wealthy coal operators of Lynchburg, Va., recently gave \$5,000 to the Y. M. C. A. fund of that city, thereby assuring a modern new building, with thoroughly modern equipment, for the city. Three other gifts of \$5,000 each have been received and a canvass will be made to secure the remainder of the sum needed, which it is said will be \$50,000.

The Greenwood Coal & Lumber Co., of Greenwood, Ark., is now operating its mines on a large scale. This company has two mines in the vicinity of Greenwood, and is pushing work on both, having a large capital to work on. Those interested in the new company are Hon. R. W. McFarlane, president; T. J. Hughes of Greenwood; J. F. Rutherford, J. B. York, and C. J. Samstag of Pine Bluff, Ark.

The St. Bernard Mining Co., which was organized in Kentucky, has a branch at Nashville, Tenn. The executive officers of the company are John B. Atkinson, president, and John C. Atkinson, secretary and treasurer, both of Earlington, Ky., at which point the general offices of the company are located. This company is operating one of the most valuable mining properties in the United States, owning nine mines in the vicinity of Earlington, Ky., which have an annual output of 1,200,000 tons.

Literary Notes.

"Samuel Gompers, Representative of American Labor," is the subject of an interesting sketch in the January *Review of Reviews* by Dr. Walter E. Weyl. The recent re-election of Mr. Gompers to the presidency of the American Federation of Labor, in connection with the strongly organized opposition to the Federation and to unionism in general on the part of the employers' associations, gives special point to Dr. Weyl's article.

When *The Booklovers Magazine* issued its first number, two years ago, it made no promise other than that each succeeding issue would be better, or worse, than its predecessor. It is evident that no backward step has been taken, judging from the appearance of the January number for 1905. The most striking paper in the January number is N. T. Bacon's prediction of the world wide results likely to follow the Russo-Japanese war. It is a contribution to the permanent literature of the war that will be welcomed by a thoughtful public, eager for information, but impatient of mere superficial comment. Lovers of precious stones will find in the article on "A City Built on Rubies," a very graphic account of the ruby mines at Mogok, in Burma, the largest in the world. The volcanoes of the world have been unusually active of late, and the brief descriptions of visits to Vesuvius, by W. N. Jennings, and to Taal and Myone, in the Philippines, by Willard French, are full of interest. The American invasion of Oxford by the Rhodes Scholars is the theme of Stanley K. Hornbeck's article, "The Rhodes Scholar at Oxford." Students of American art will be gratified to read, in Leila Mechlin's review of the recent "Comparative Exhibition of Native and Foreign Art" in New York, that the work of American artists was amply vindicated as a result of the exhibition. Reproductions of five of the most striking pictures accompany the article. Four beautiful reproductions of pictures illustrating "The Humbler Life of Paris"—as portrayed by Tanoux and Moreau—add warmth and brilliancy to the Art Section. In addition there are many other features of wide interest.



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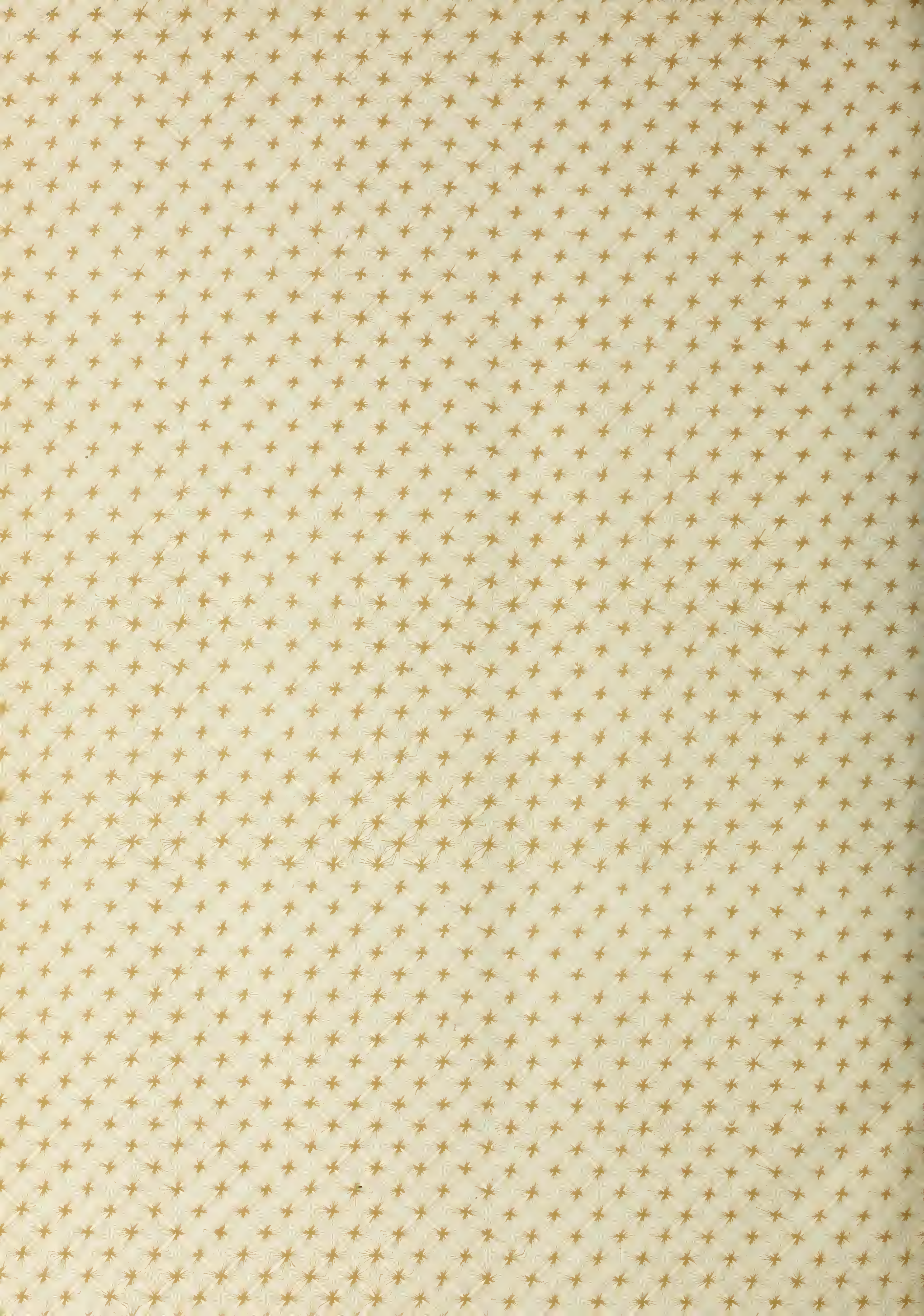
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